



“Future Made Simple”

Tornado Incorporated

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Client's Industry: Natural Gas Distribution

Market Share of Companies

Industry Leaders: Enbridge, Gaz Metro, Spectra Energy

Industry Statistics & Market Size

Revenue

\$26bn

Annual Growth 11-16

3.7%

Employment | Businesses

16,454 | 210

Challenges:

- Contracts Management
- Seasonal Demand
- Distribution Cost Volatility

Solution:

- We analyzed the process of contract management from start to finish
- We identified marginal errors in pricing sheets relative to distribution cost and market prices by breaking down each cost category
- We recommended optimizing contracts approval process to mitigate market volatility by implementing quicker response time
- We implemented volumetric, channels and exchange categorized reports for traders and contract administration group

Result:

- Dramatically reduce excess contractual obligations risks
- Reduced distribution costs by 10% by renegotiation rates comparison and exchange contract strategies
- Generated new pricing reports which help traders to visualize a simpler views of market prices fluctuation comparing to existing contracts which result in 12% of capital investment which exceeded over \$13.7M worth