



# **Texas 2004 Energy Usage and Sourcing Trend Survey Analysis**

October 26, 2004

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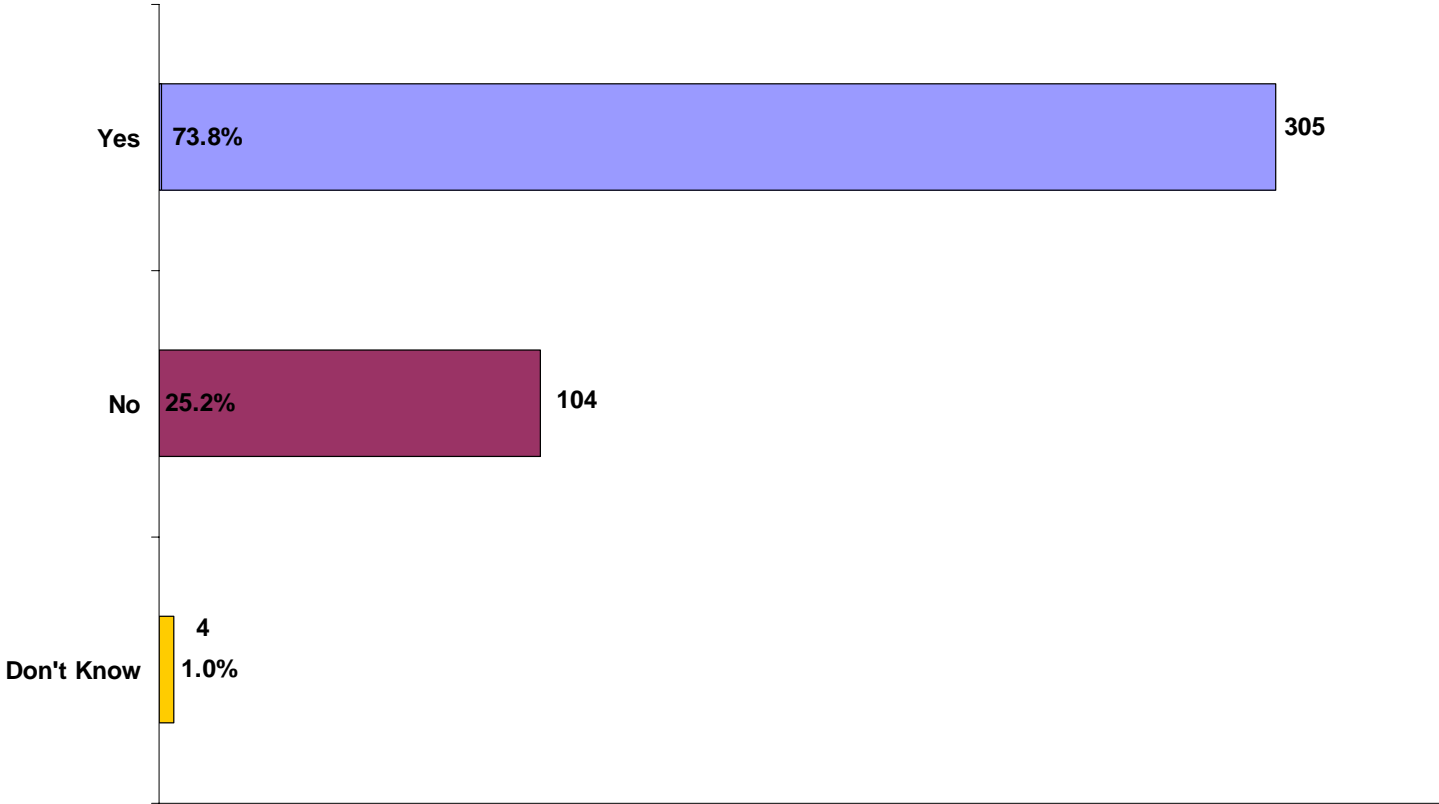
## Overview

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- In August 2004, Tractebel Energy Services, Inc. deployed a 2004 Energy Usage and Sourcing Trend Survey to more than 10,000 Energy Procurement Leaders in the Texas Ercot market.
- They were asked to help define the energy challenges that most affected their businesses.
- More than 500 professionals responded to the survey.
- Their answers to the survey questions have been summarized and follow in this report.

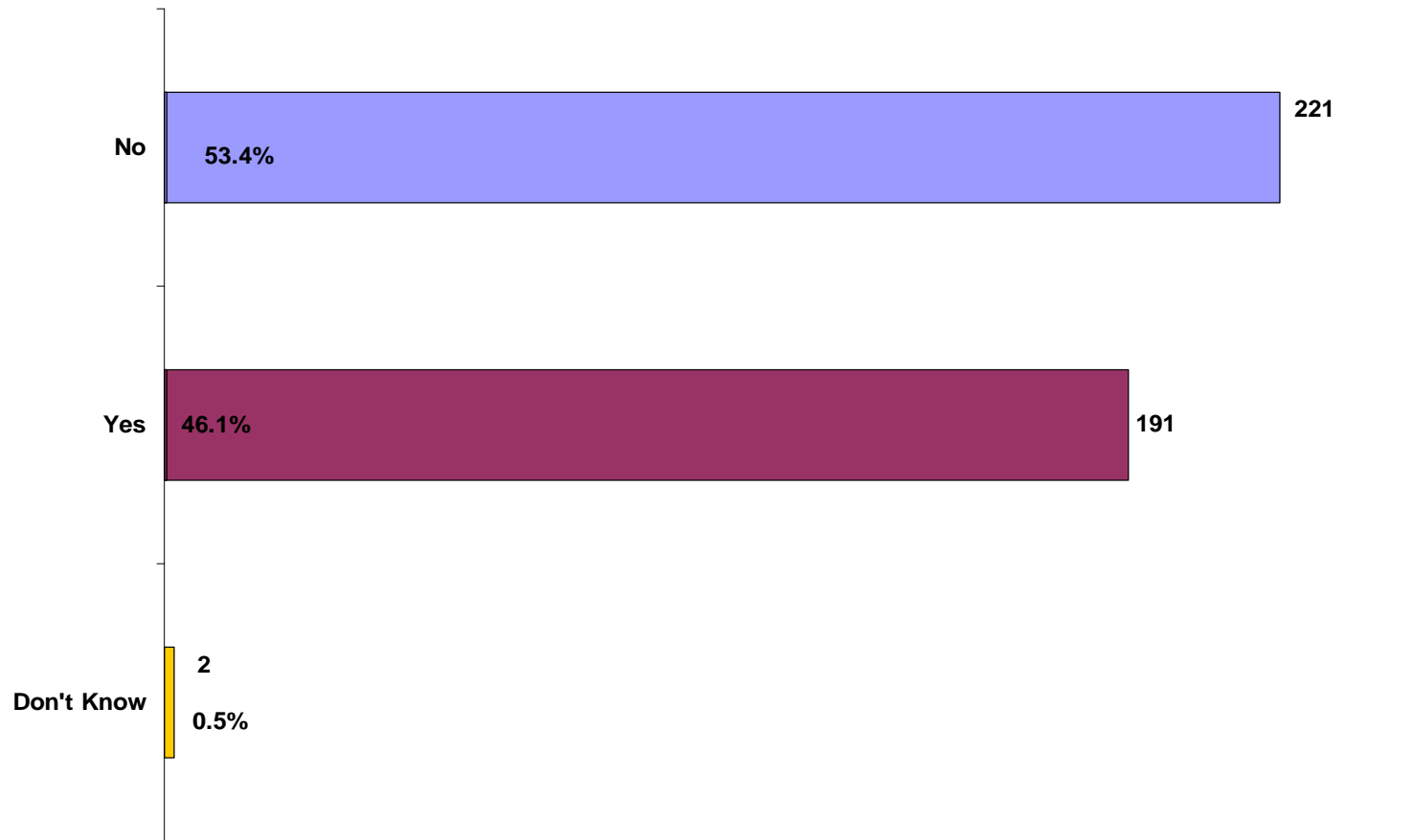
# Does your company operate on more than one site?

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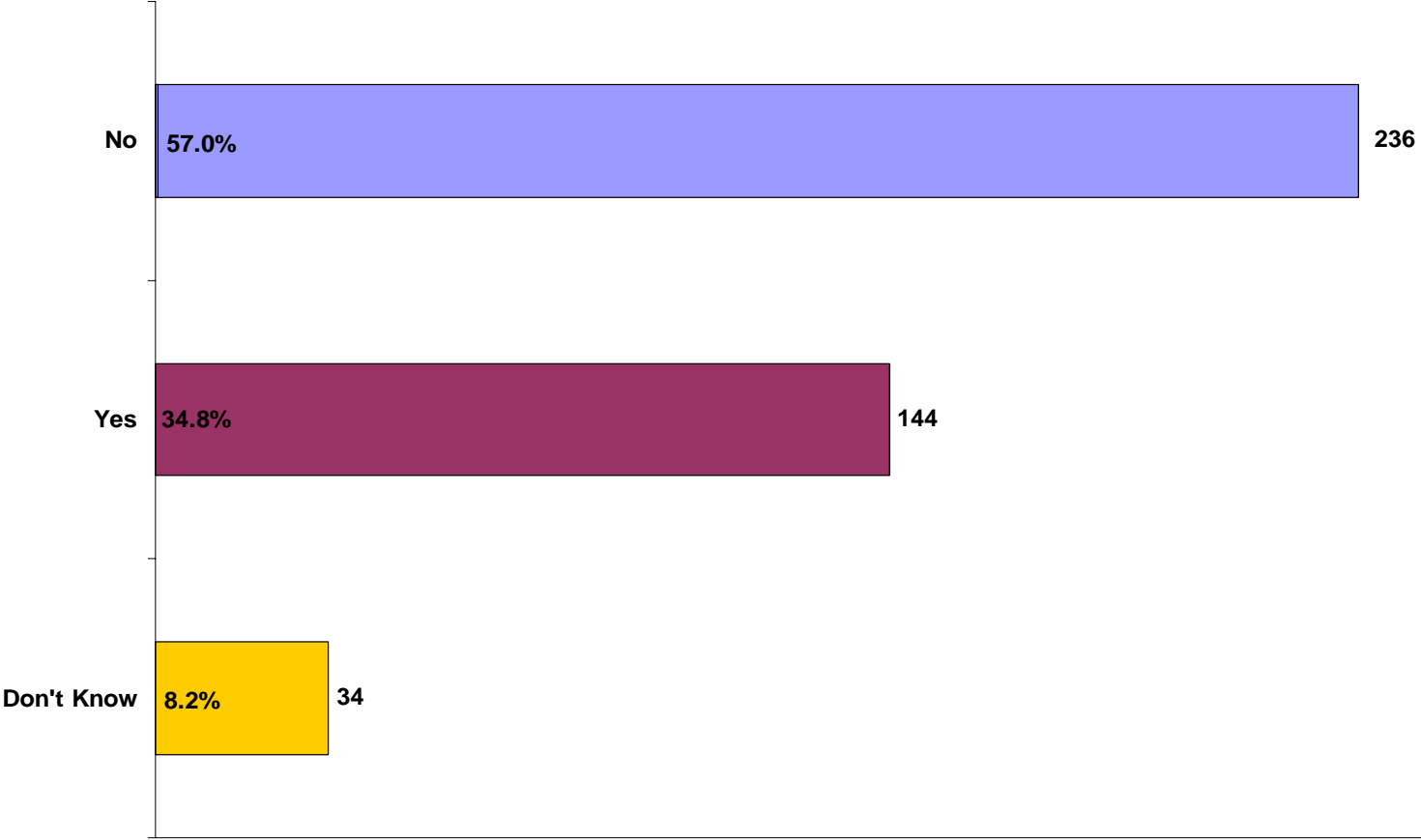
## In more than one state?

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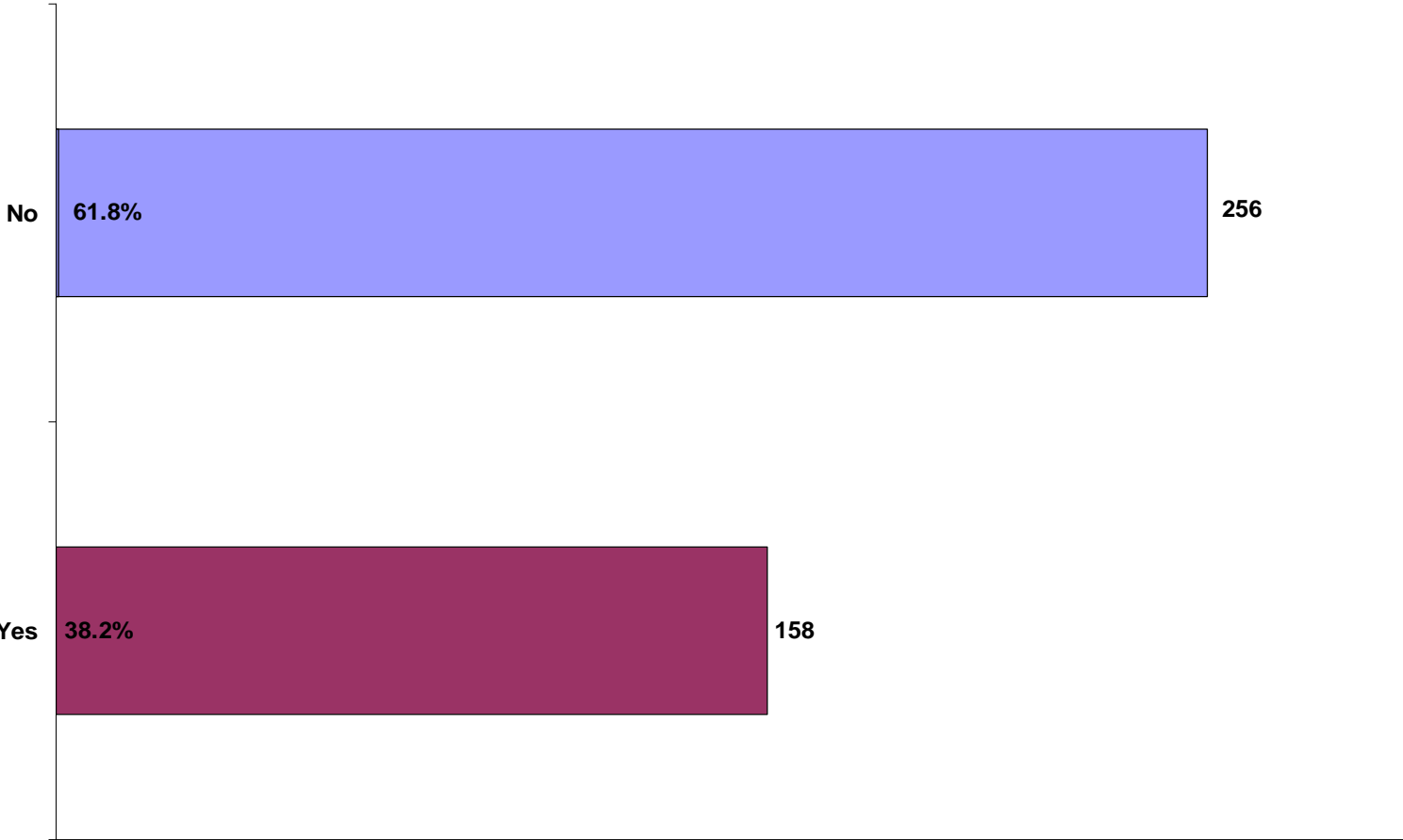
# Have you ever purchased from an energy supplier other than your local utility?

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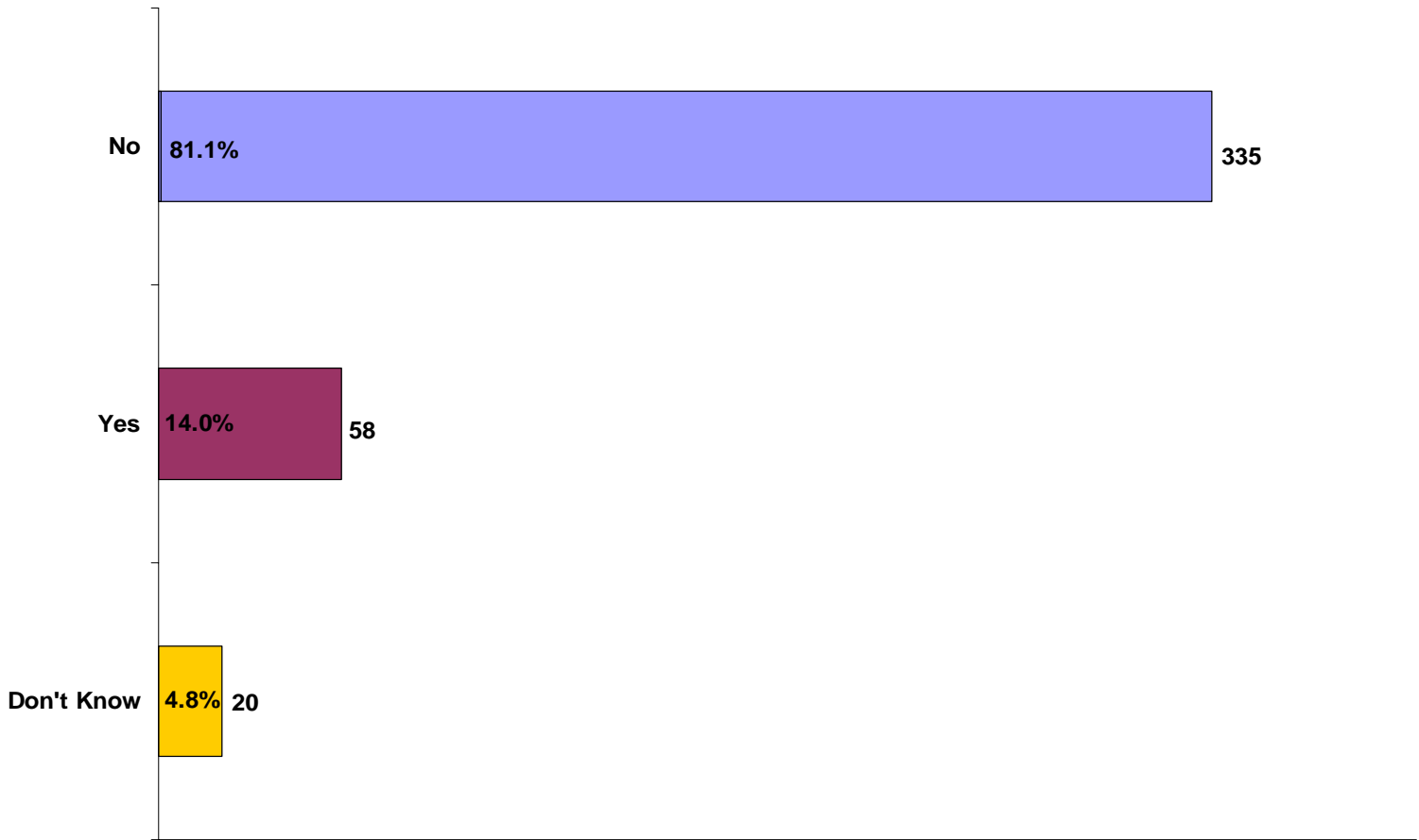
# Are you the sole decision maker regarding energy procurement?

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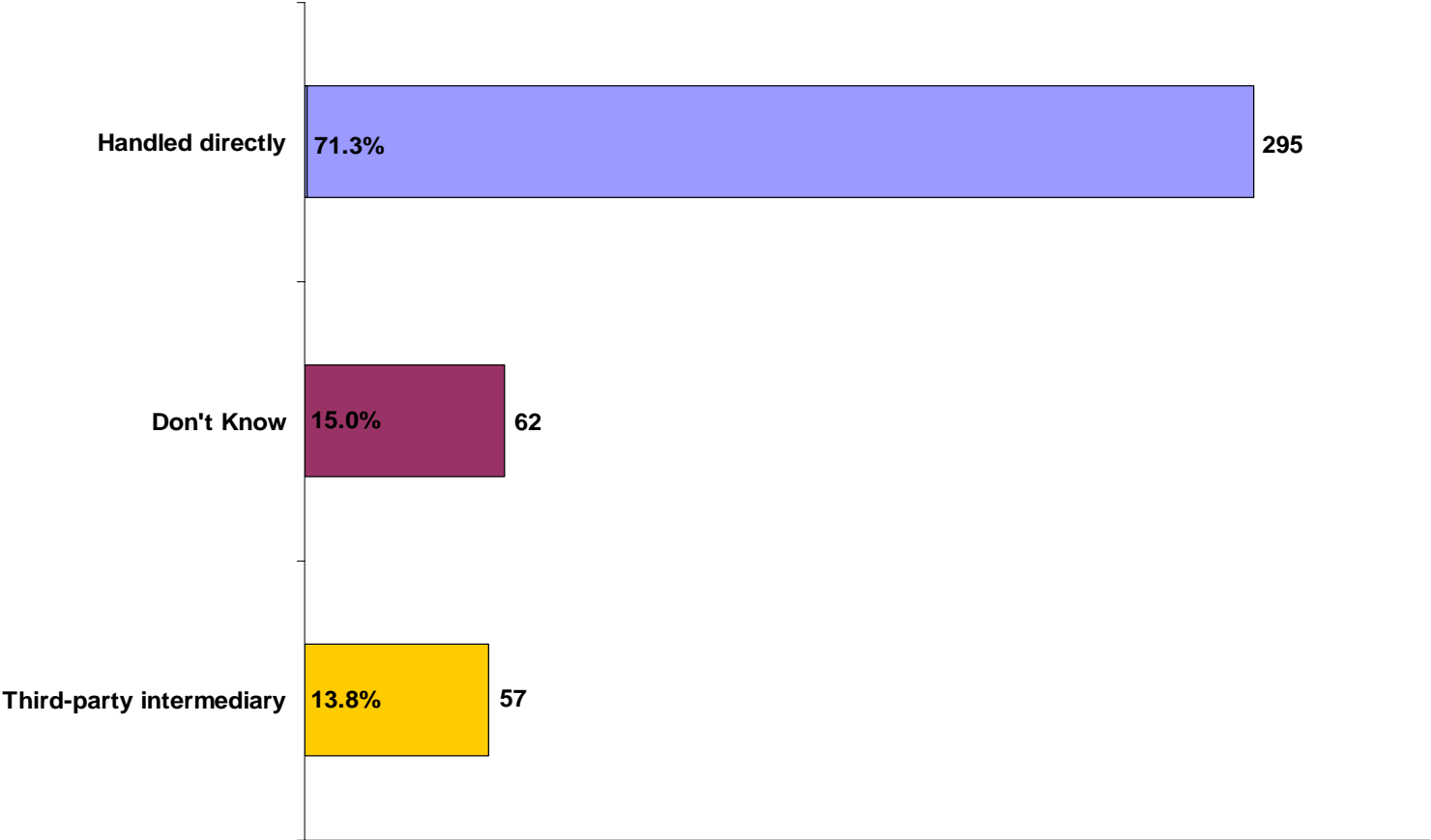
# Does your company employ a professional energy manager?

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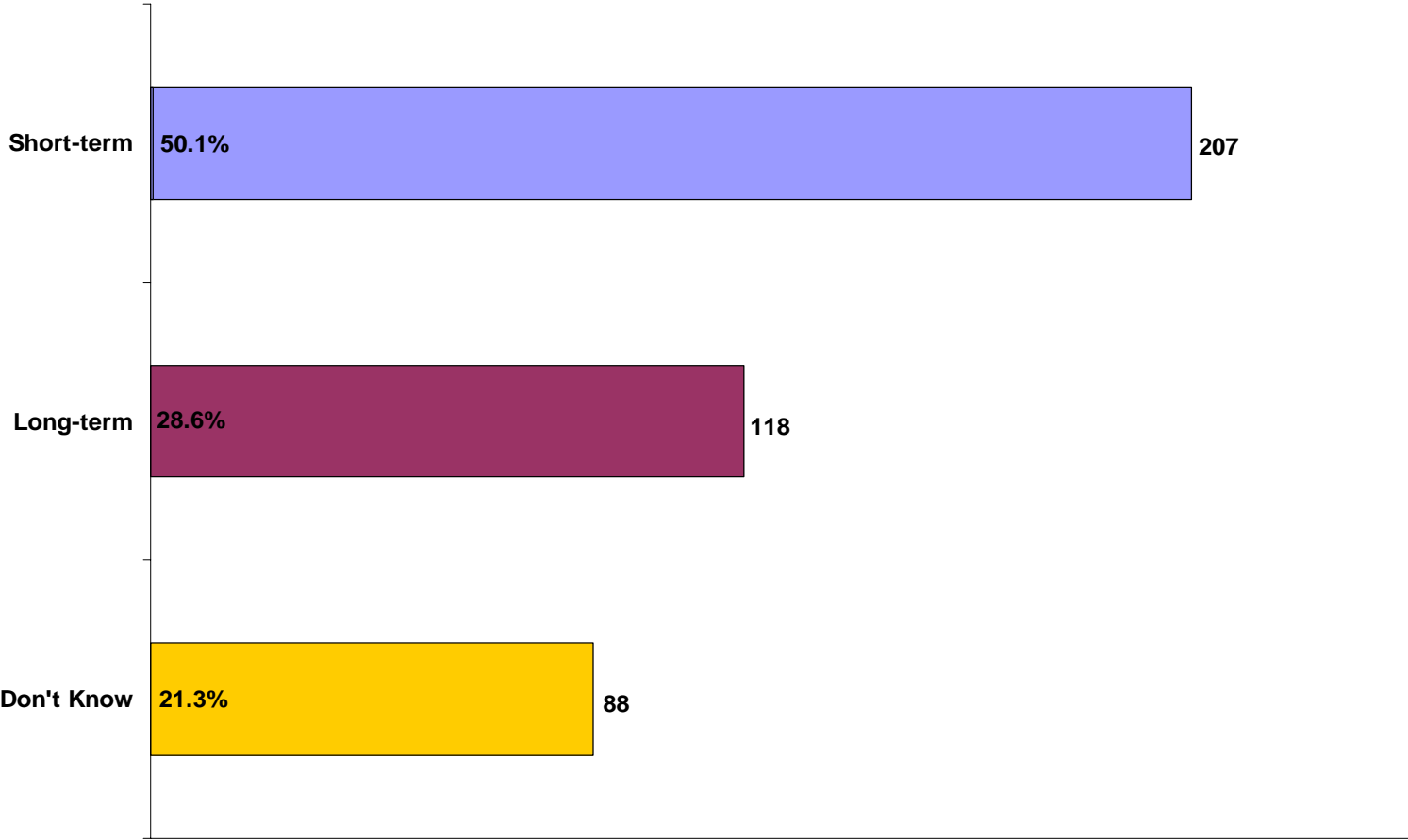
# Is your energy procurement handled directly or through a third party broker?

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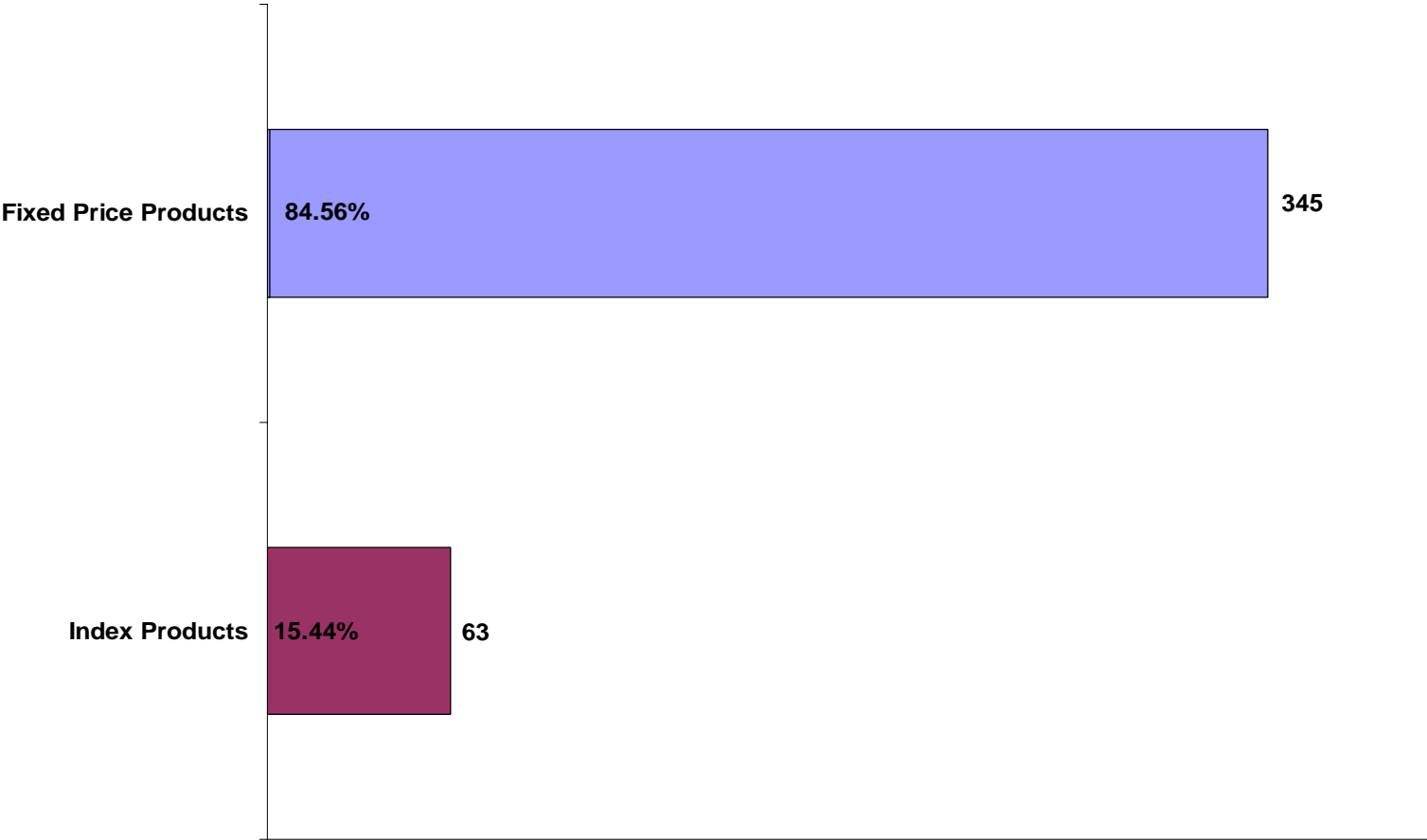
# Is your current contract long-term or short-term?

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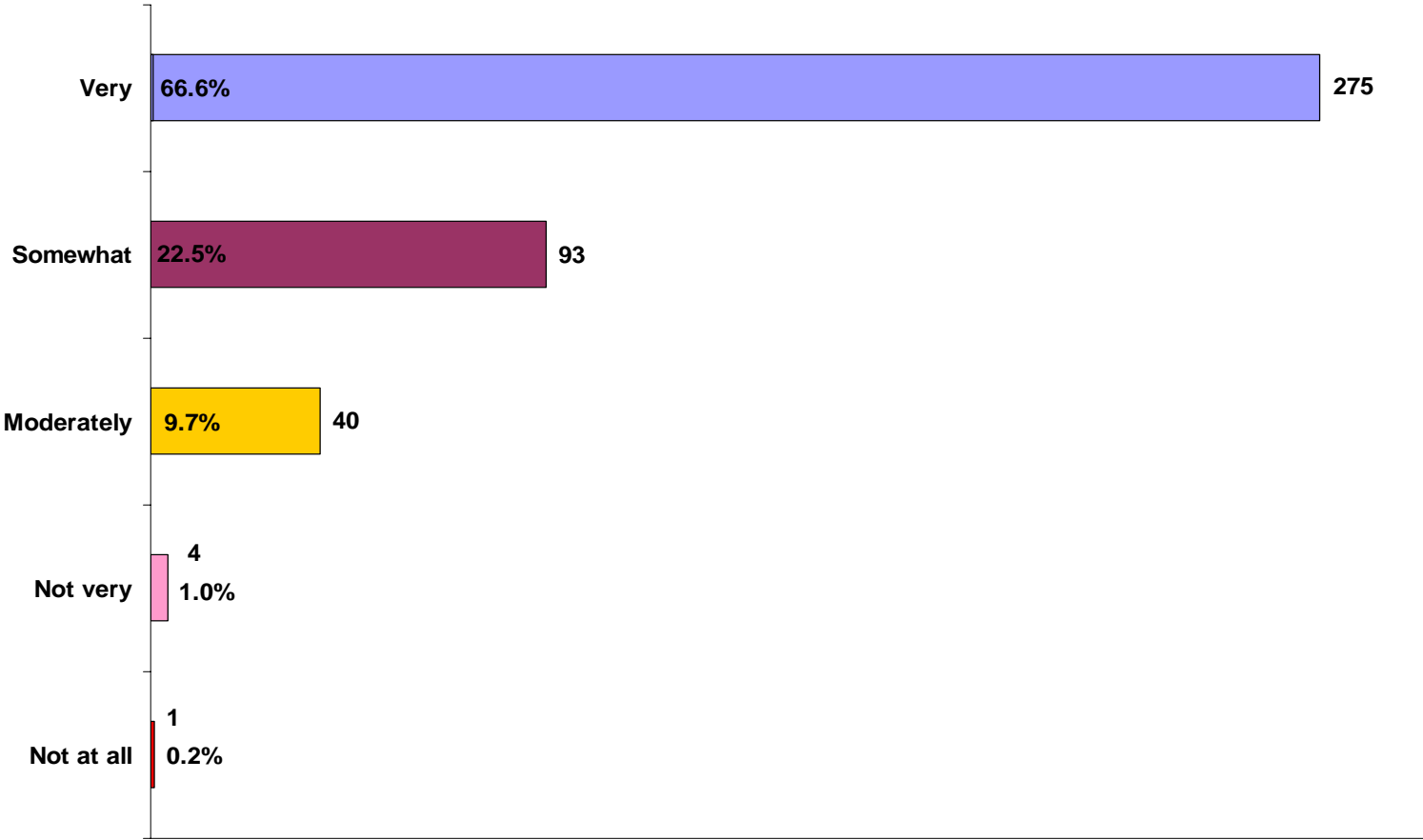
# Would you prefer Fixed Price Products or Index Price Products?

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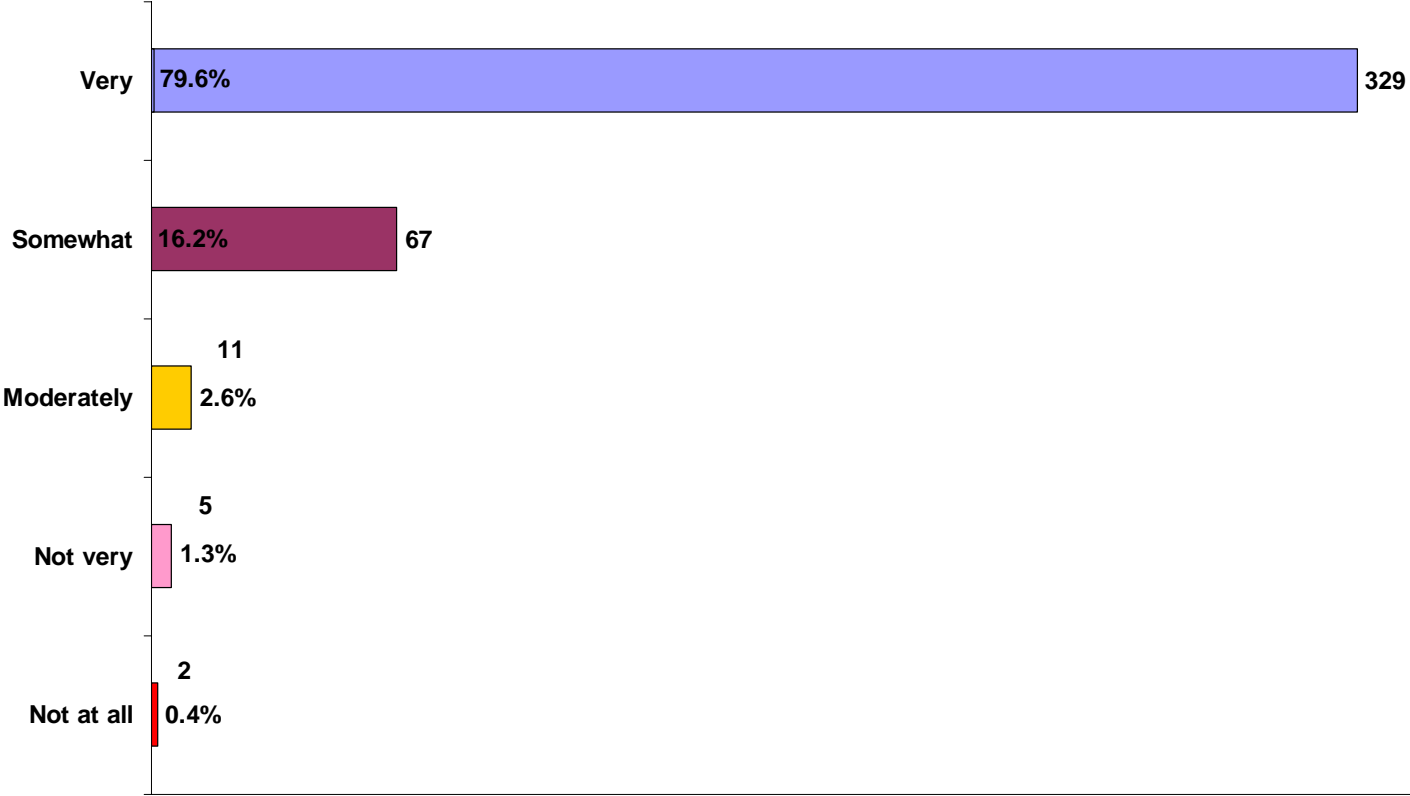
# How important is it to get the lowest price?

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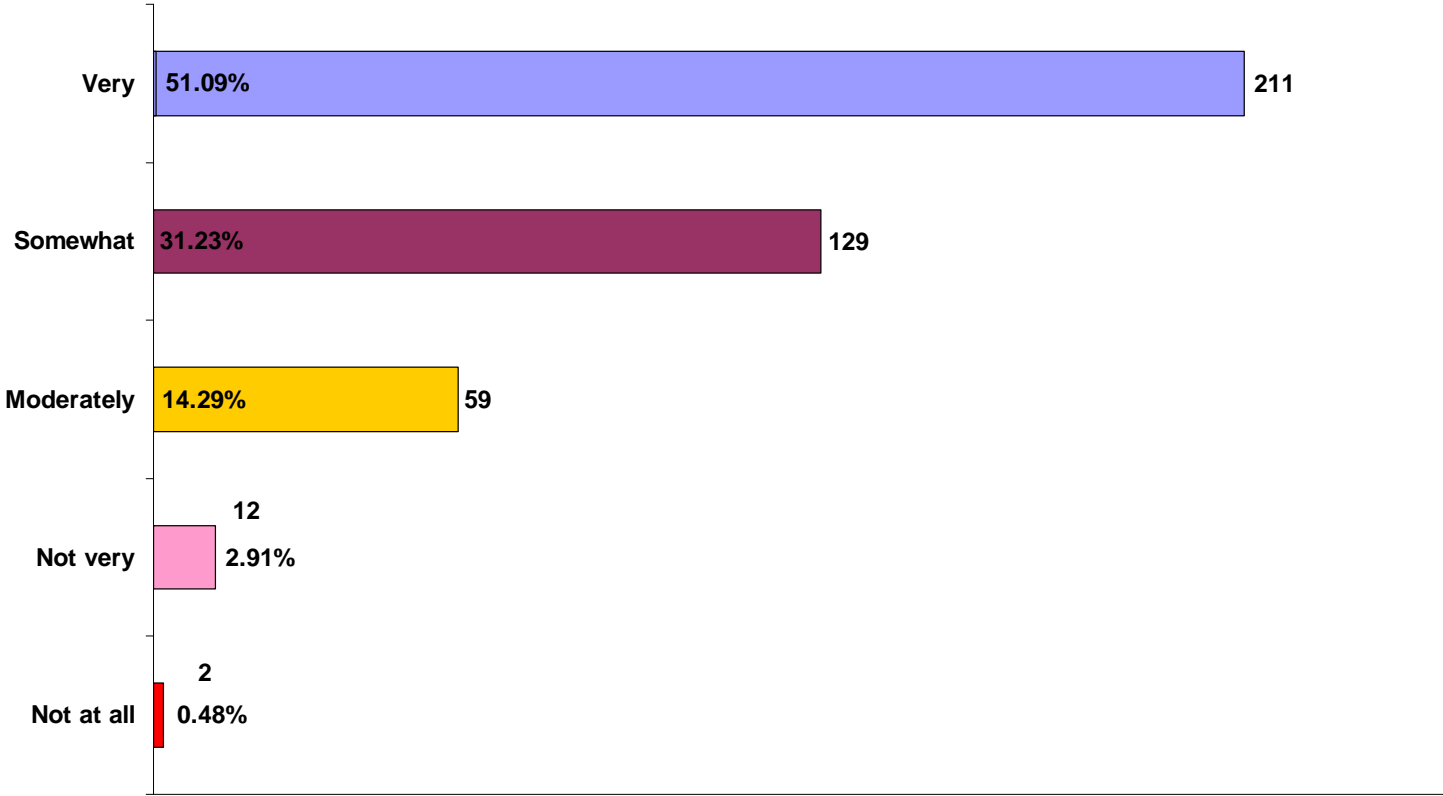
# How important is service?

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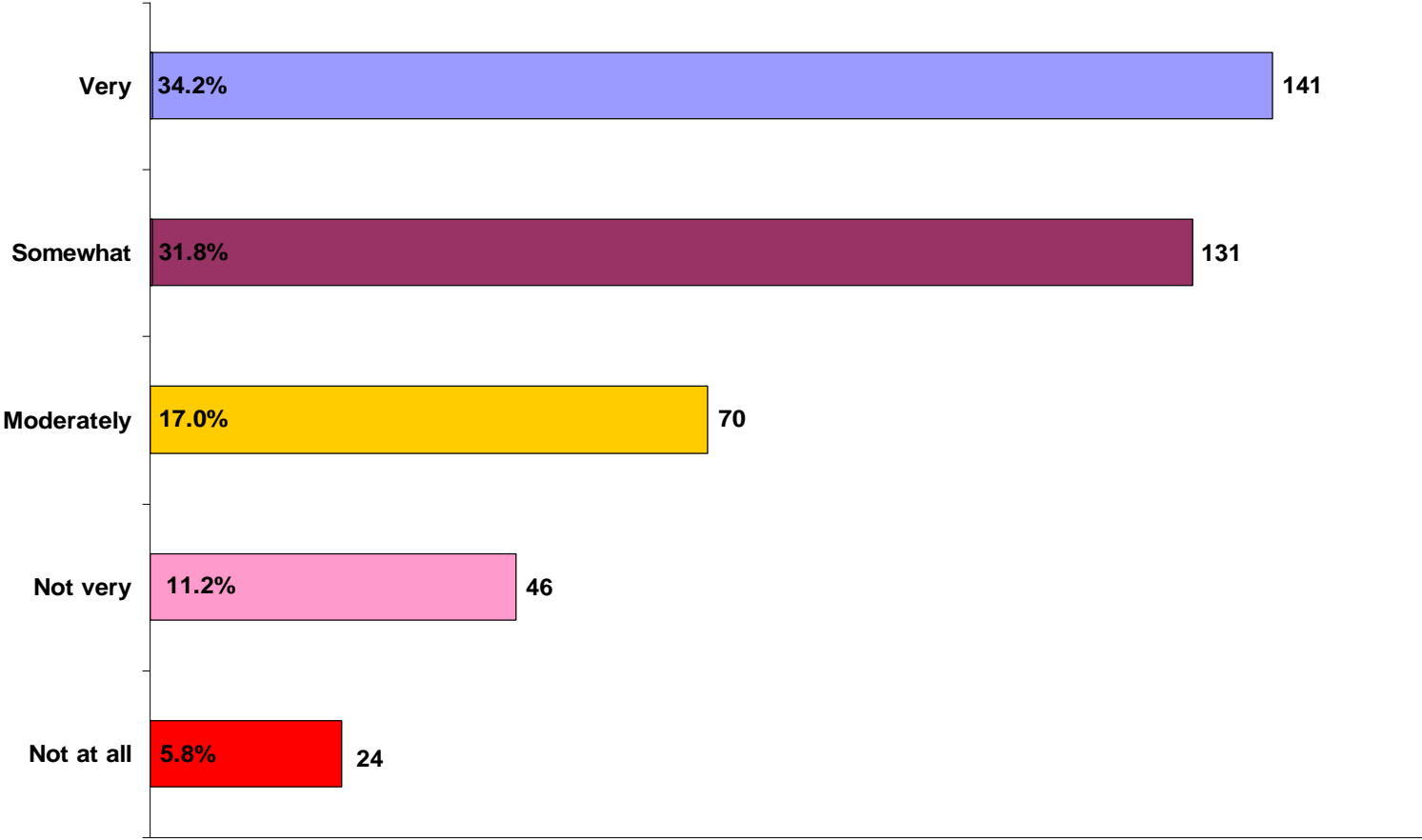
# How satisfied are you with your present supplier?

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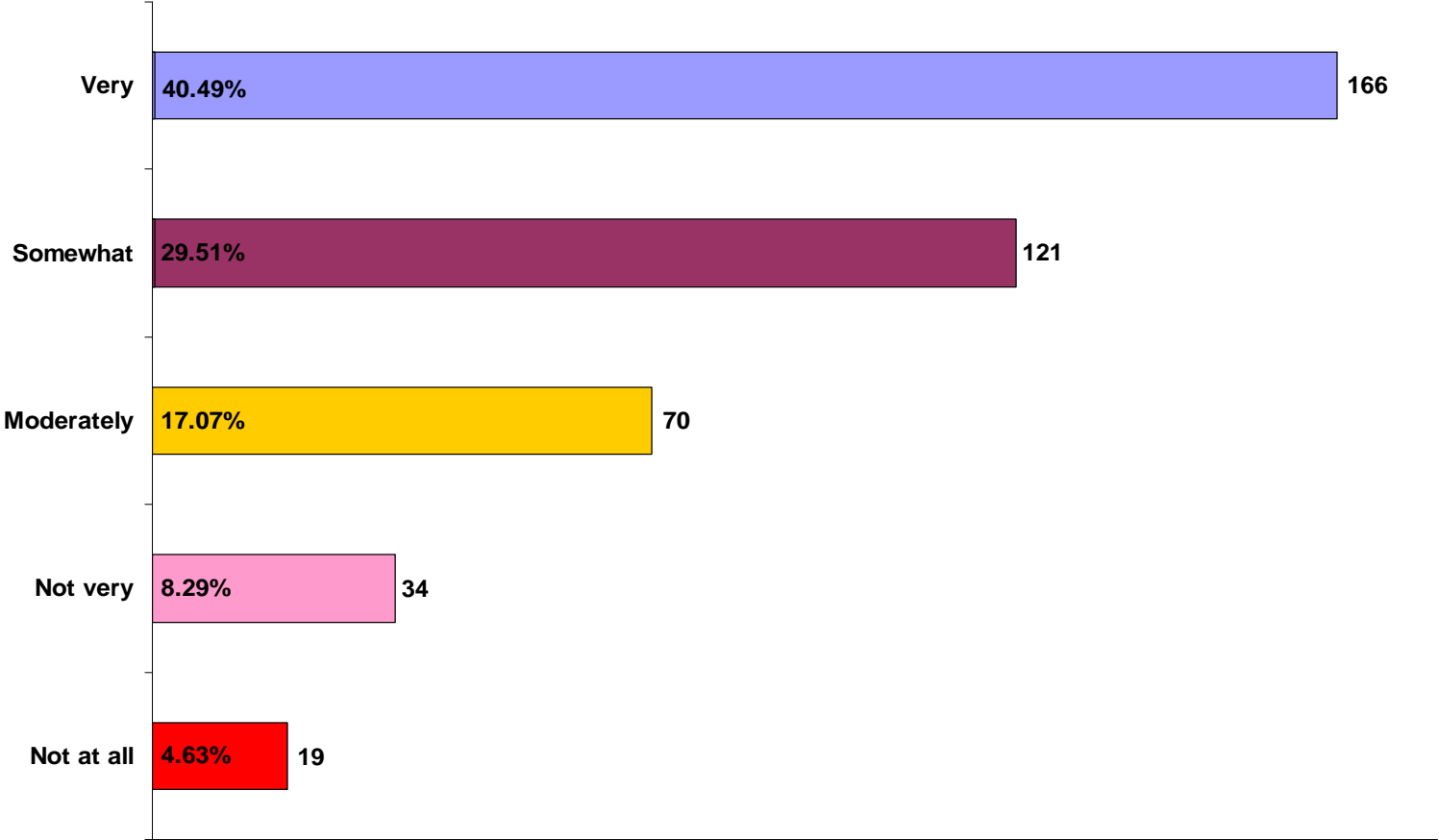
# How likely are you to consider a new supplier who could deliver significant energy savings?

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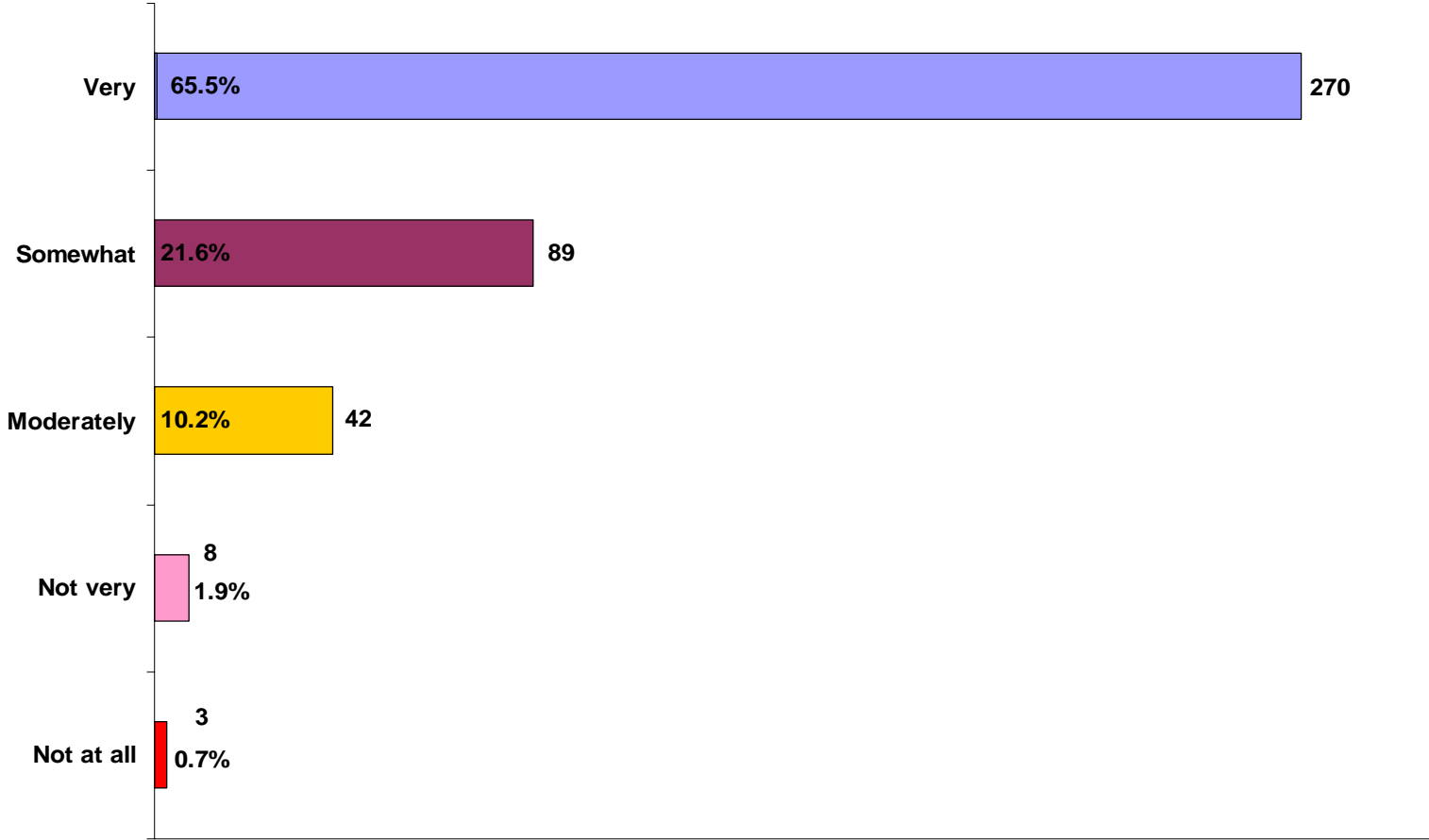
# How likely are you to consider a new energy supplier who could improve your budget certainty?

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# How important are the provider's size, stability and financial health in choosing a potential provider?

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# How informed is your organization about energy deregulation?

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