

# consulting

## What consulting services does e-Systems offer?

- System integration
- Business and system process analysis
- System design and development
- Facilitation/planning
- System quality assurance
- Project management



## Why choose e-Systems?

### *Expertise*

e-Systems' personnel have significant experience in the front, middle, and back offices of some of the largest energy companies in the country. Years of successfully performing trading, risk management, scheduling, finance, accounting, and management functions have given e-Systems a rich knowledge base to share with clients.

### *Business Philosophy*

e-Systems believes that business needs should drive systems and not the other way around.

### *Systems Philosophy*

e-Systems understands that a system should create efficiencies as opposed to new burdens.

### *Unique Approach*

Unlike typical consulting companies, e-Systems places a client's best interests above generating additional consulting revenue. If skeptical, a list of satisfied clients is available to back-up this claim.

### *Rare Perspective*

e-Systems' MBA's, CPA's and other highly trained personnel understand the challenges associated with commodity-based business models. Whether the commodity is power, gas, oil, coal, LNG or raw materials, e-Systems can put the metrics in place to better manage a client's business.



P.O. Box 36114 · Birmingham, AL 35236  
www.e-systems.net · (205) 991-1518

### *Experience*

- Multi-commodity: power, gas, oil, coal, LNG
- Risk Management: system design, development, and implementation
- Business process improvement and analysis
- Commodity trading
- Operational forecasting
- Online bidding
- Deal capture
- Operational scheduling
- Data warehouse design and mapping
- Market price data gathering
- Customization of commercial software
- Price projection process and logical design
- Accounting systems: derivative settlement, FASB requirements, mark to market calculations
- Integration of third party packages and in-house systems
- Middle office and risk management processes and systems
- Systems research and assessment
- Change management system
- Electronic data interfaces
- Implementing GISB e-commerce standards
- Industry deregulation
- Software selection research
- Advisory board membership
- Published articles on Risk Management

### *Systems Knowledge*

e-Systems has a thorough understanding of the most popular energy related software on the market. The team can provide objective council in:

- Selecting a software package
- Customizing an existing product to better meet needs
- Developing an in-house solution
- Performing a process review

### *Third Party Products*

e-Systems has developed an expertise in several of the most popular trading and risk management software solutions on the market. In addition, we also have worked with a number of propriety client systems.

### *Customized Solutions*

e-Systems partners with each client to provide the best solution based on client-specific needs.

### *Analytical Services*

e-Systems has qualified personnel that can provide assistance in a number of areas. Our experience and credentials provide our clients with the extra confidence they need when making decisions.

### *Bridging the Gap*

A successful system requires both business and technology proficiency. Professionals from both areas often have difficulty communicating with one another. e-Systems' experience in both disciplines allows us to serve as an interpreter and "bridge the gap" on the path to success.



P.O. Box 36114 · Birmingham, AL 35236  
www.e-systems.net · (205) 991-1518