

Channel Partner Questionnaire



*Thank you for your interest in becoming a Channel Partner with TXU Energy!
The questions below will help us better understand your business model in order to better serve your needs in the future.*

- 1: What is your company's name?*
- 2: What is your company's legal name (as registered with Secretary of State)?*
- 3: What is your company's physical address?*
- 4: Please provide a contact name, phone number, and e-mail address.*
- 5: What is your corporate website?*
- 6: Is your company a member of TEPA?*
- 7: What is your company's value proposition to customers?*
- 8: How many customers does your company represent inside and outside of ERCOT?*
- 9: How much load (in MWh) does your company represent annually inside and outside of ERCOT?*
- 10: What is your company's average load size per customer?*
- 11: What % of your clients occupy the following four zones in ERCOT?*

North:	%
South:	%
Houston:	%
West:	%
- 12: How many REPs serving ERCOT load are currently in your portfolio?*
- 13: Does your company offer any services in addition to procurement specialization? If yes, please explain.*
- 14: Does your company prefer Third Party payments on an accrual (cash flow) or upfront basis?*
- 15: When making a contract recommendation to a customer, what is the most important? Price, Ease of Doing Business or Contracts (Language and Negotiation).*

**Please return completed questionnaires to the Third Party Desk via email to txu.channels@txu.com.
We look forward to working with you soon.**