

# Easiplan

A FIXED PRICE FOR CERTAINTY AND SIMPLICITY



## IN BRIEF



Easiplan gives your business a fixed price for all its energy usage. It's a set-and-forget option that provides protection from fluctuations in the spot market, giving you the confidence of knowing exactly what price you'll pay for your energy every month.

### It's for:

Easiplan is attractive for businesses that need certainty and simplicity in managing their electricity account. It's best suited for businesses in one or more of these situations:

- they can't justify dedicating management time to monitoring and reacting to changes in the spot market
- they have limited ability to react to changes in the spot market over the short or medium term
- they aren't able to implement permanent energy reductions through increasing efficiency or changing practices.

Easiplan also makes sense for businesses who regularly face unplanned fluctuations in their energy use – eg. manufacturers who may have to add shifts to fulfil last minute orders.

If these situations don't apply to your business, Meridian Energy has a range of other product options which may be more suitable. To find out more please talk to your Account Manager.

### How it works:

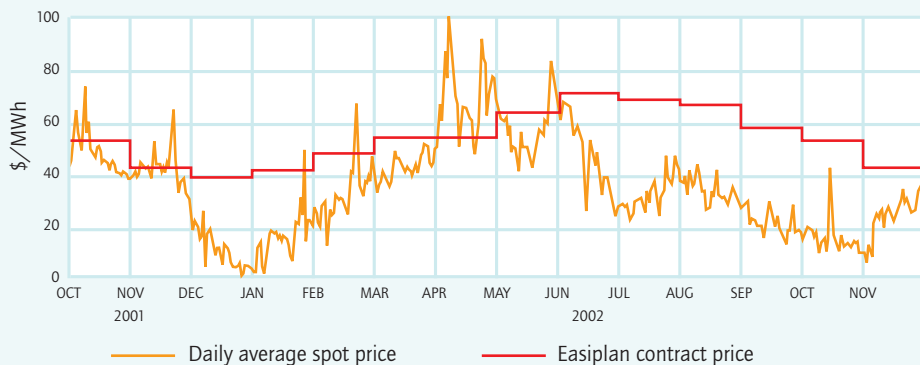
**Easiplan is a variable volume/fixed price product.**

We review your recent usage, discuss your expectations for the future, and provide a fixed price per time period for the full term of the contract. This fixed price applies regardless of what happens to the spot market, or in your business, through the term of the contract.

There is no ceiling on how much energy you can use, and no minimum volume requirement either.

### Easiplan in action

Easiplan vs. the spot market\*  
FROM 1 OCT 01 TO 30 NOV 02



When spot prices are high, Easiplan provides price certainty

When spot prices drop, Easiplan customers continue paying the agreed contract price

\* Spot prices measured at Benmore. Easiplan prices indicative only

### How your business can benefit:

Easiplan is simple, it gives you certainty and lets you budget with confidence for a variety of reasons:

- if cold snaps or low rainfall affect spot market prices, your business is insulated from the changes
- you always know how much you're paying. You can increase energy usage (eg. put on extra shifts or put in new equipment) knowing the extra energy you need is still charged at the fixed price. You can just as easily reduce your demand and still enjoy the fixed price
- it's simple to administer - once the fixed price is set you can get on with running the rest of your business.

### Easiplan and the spot market

Variations in supply and demand create price fluctuations on the spot market, where electricity is bought and sold. As the graph shows, the fluctuations can be quite marked.

The red line is for a typical Easiplan product. When spot prices are high, this business is insulated from their effect. But it isn't able to capitalise when spot prices drop.

For more information on the spot market, including current and historic spot prices, visit [www.comitfree.co.nz](http://www.comitfree.co.nz)

### To find out more about Easiplan:

Call your Account Manager to find out how Easiplan or any of our other product options could work for your business. Or, visit our website at [www.meridianenergy.co.nz](http://www.meridianenergy.co.nz)