



Becoming a Skipping Stone Consultant

Our Talent Program

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We are Different



Skipping Stone is a different kind of energy consulting company. All of our resources have worked in the energy industry and now choose to consult. Our specialty is collaborating with clients on ideas, strategies and tactics, and then providing the array of services required to turn those ideas into successes. From the drawing board to the P&L, we measure every engagement based on our clients' success metrics.

Skipping Stone has offices in Atlanta, Boston, Houston & Los Angeles.

What We Do

- ◇ Strategy Development
- ◇ Strategy Implementation
- ◇ Market Assessment
- ◇ Talent Acquisition
- ◇ Energy Training
- ◇ Outsourced Services

Market Focus



Power Markets



Demand Response



Natural Gas Markets



Renewable Energy



Energy Technology



Energy Management

Over 230 Clients Worldwide



We Specialize in Taking Ideas from the Back of a Napkin to Reality



- ✓ We deliver measurable results
- ✓ All of our people are from the energy industry
- ✓ No learning curve saves time and money
- ✓ Strategies can actually be implemented
- ✓ We transfer knowledge to our clients

The Skipping Stone Talent Program



- We offer a unique method of finding rewarding work as a consultant, an employee, or transitioning to work for one of our clients.
- If you invest time in us, we will invest time in you.
- Ours is a step process:



Log onto www.SkippingStone.com/Careers and upload your resume today!

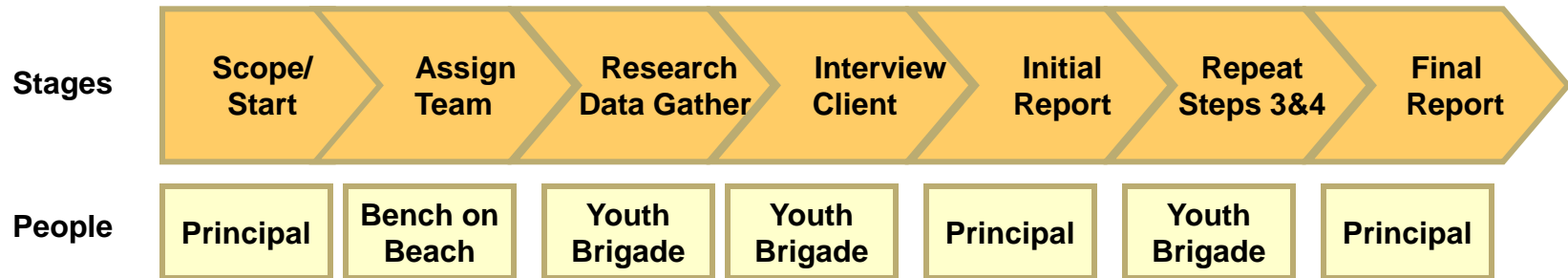
- **Training**
- **Dedicated support staff to assist you**
- **Online timekeeping and expense systems**
- **Billing, collections, accounting and back office support**
- **Technical support**
- **Extensive business development and marketing program**
- **Access to project templates and relevant research**
- **Peer group of energy veterans to network with**
- **A senior client leader to work with you every step of an assignment**

Perfect for professionals who prefer to remain independent or who are between opportunities

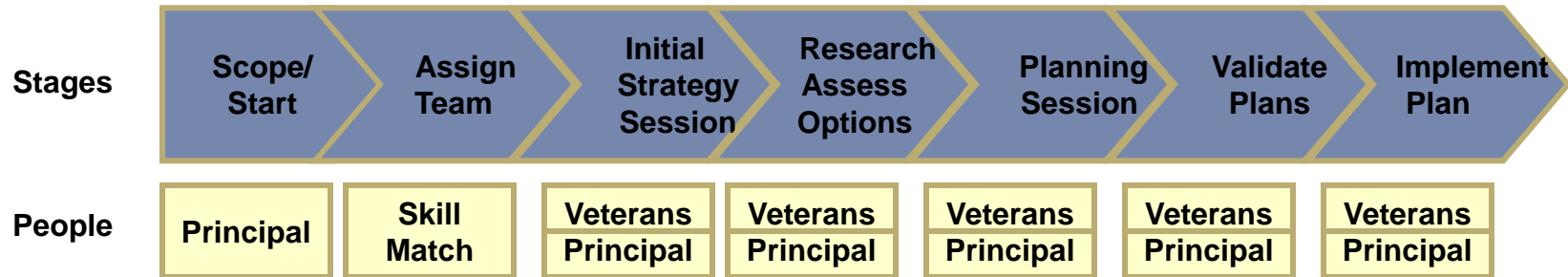
Our Client Engagement Approach



Traditional Consulting Method

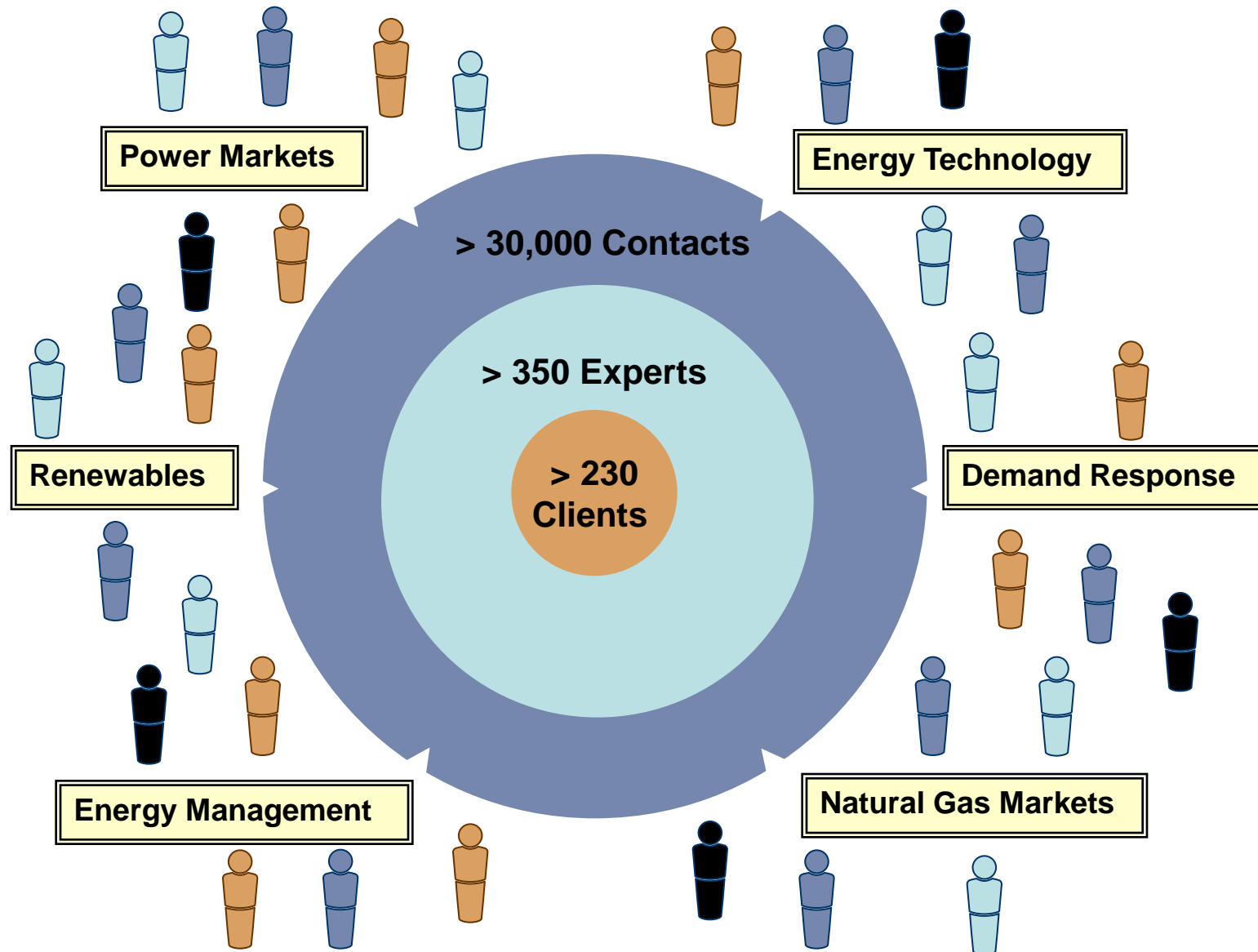


Skipping Stone Approach



- ✓ Our clients don't hire us to be traditional consultants, they want our experience
- ✓ All of our Independent and Staff consultants work with a Skipping Stone Principal
- ✓ It isn't unusual for a client to want to hire an Independent... we encourage it

Everyone Benefits From Our Network



WIN

Skipping Stone performs all of the marketing and business development to find you work so we can both make money.

WIN

Skipping Stone provides each consultant with multiple support mechanisms assuring the client gets our best, the consultant and client both benefit, and more opportunities or a permanent job results.

WIN

Skipping Stone manages all the back office functions so you don't have to do the tedious work.

Take Advantage of Our Talent Program and Join Us Today!