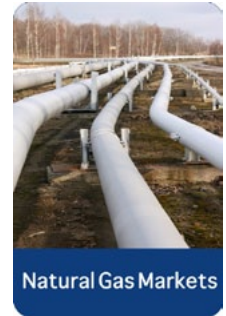


What We Do


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



Skipping Stone is a different kind of energy consulting company. All of our client resources have worked as executives 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 complementary 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.

Energy Technology Services				
Market Assessment	Strategy Development	Strategy Implementation	Managed Services	Talent Management
<ul style="list-style-type: none"> • Market Viability Studies • Market Trend Analysis • Competitive Benchmarking • User Satisfaction Assessments • Target Market Surveys 	<ul style="list-style-type: none"> • Brainstorming Sessions • Buy, Build, Partner Option Evaluations • Application Design Reviews • Go-To-Market Planning • Business Case Development 	<ul style="list-style-type: none"> • Project SWAT Teams • Requirements & Design Projects • Merger & Acquisition Services • VAR Partner Programs • Version Migration Projects • Documentation Services 	<ul style="list-style-type: none"> • Market Launch Outsourcing • Business Development Teams • Implementation Outsourcing • VAR Program Management • User Group Management 	<ul style="list-style-type: none"> • Talent Acquisition • Interim/Contract Resources • Training Classes • Organizational Assessments • Executive Retainers

Our Focus is Your Success



Customer Service & Business Process Plan

Software Implementation & Process Improvements
Save Double Cost

Strategy Implementation



Systems and Business Process Assessment

Millions in Efficiency Gains & Compliance Achieved

Managed Services



Requirements & Implementation of CRM System

Implemented Under Budget

Strategy Implementation



Strategy & Implementation To Leverage Technology

New Customers & Revenue + Strategic Partnerships Signed & Producing

Strategy Development



Customer Base Expansion Implementation

Private C-Level Events With 150 CEOs

Strategy Implementation



Deregulated Transaction Systems Strategy & Plan

Software Company Acquisition

Strategy Development

Talk To Us, We Know Energy Technology

Our energy technology leadership team has been engaged, both as consultants and technology company owners, across the energy spectrum and value chain of technology solutions. Whether sorting out application design and market fit or building companies and supporting customer adoption of new solutions, our team has the experience it takes to help you succeed

Talk to us. Give us your challenges, test our ability to succeed on your behalf and allow us to share our knowledge and contact network with you, and for you.

866.891.2369

Ross Malme - Partner rmalme@skippingstone.com

An expert in demand response and power market technologies from software to hardware as well as meter and communications protocols. Mr. Ross has invented several hardware and software applications to date.

Tracy Morgan - Principal tmorgan@skippingstone.com

An expert in retail & wholesale market rules as well as back office, billing and transaction systems design and implementation. Ms. Morgan has project managed many EDI and software implementations for a variety of energy clients.

Greg Lander - President glander@skippingstone.com

An expert in transaction and back office systems, business process design and application documentation for both gas and power systems. Mr. Lander founded NAESB and wrote many of the standards for energy technologies.

Over 230 Clients Worldwide

