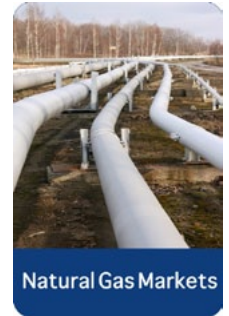


What We Do

- ◇ 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.

Natural Gas Market Services

Market Assessment	Strategy Development	Strategy Implementation	Managed Services	Talent Management
<ul style="list-style-type: none"> • Market Viability Studies • Price Forecasts • Competitive Benchmarking • Market Rules Assessments • Target Market Surveys 	<ul style="list-style-type: none"> • Brainstorming Sessions • Buy, Build, Partner Option Evaluations • Value Proposition Creation • Go-To-Market Planning • Business Case Development 	<ul style="list-style-type: none"> • Project SWAT Teams • Regulatory Support • Merger & Acquisition Services • Channel Partner Programs • Merger Transition Services 	<ul style="list-style-type: none"> • Market Launch Outsourcing • Business Development Teams • Transaction Processing/Clean Up • Channel Partner Management 	<ul style="list-style-type: none"> • Talent Acquisition • Interim/Contract Resources • Basics of Natural Gas Training • Organizational Assessments • Executive Retainers

Our Focus is Your Success

Morgan Stanley

Market Modeling & Due Diligence Support

Acquired Interstate Gas Pipeline

Strategy Implementation

HESS

Market Consolidation Strategy & Implementation

Acquisitions Have Resulted in Dominant Market Share

Strategy Development

PAIUTE PIPELINE COMPANY

Capacity Release Compliance Issues

Outsourced EDI & Capacity Release Compliance Services

Managed Services

Goldman Sachs

Market Modeling & Due Diligence Support

Several IB Client M&A Transactions

Strategy Implementation

Statoil

Organizational Assessment & Plan for Acquisitions

Designed New Structures & Recruited 30+ New Managers

Talent Management

GDF SUEZ

Assessment of New England Retail Gas

No Go Decision Saving Millions

Market Assessment

Talk To Us, We Know Natural Gas

Our natural gas leadership team has been engaged in the gas markets since the early 80's. We have participated in all facets of market reformation, including wholesale trading, pipelines, capacity release, retail markets, LDCs and financial markets.

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.

Greg Lander, President glander@skippingstone.com

An expert in capacity release, market rules and transaction management systems with over a dozen M&A support projects. Mr. Lander is also a founder of NAESB.

Peter Weigand, CEO peterw@skippingstone.com

An expert in developing natural gas service offerings and risk products. In addition to having run the largest publicly held retail energy company in the nation, Mr. Weigand has run numerous M&A, strategy development and market assessment projects.

866.891.2369

Over 230 Clients Worldwide

