

FOCUSED **ON** EXCELLENCE



The Power of Partnership PowerStream Perspective

May 02, 2015

Go **Green**
with **PowerStream**



About PowerStream

provides energy &
related services

owned by Barrie,
Markham and Vaughan

> \$1B in assets

370,000 customers

854 sq kms

1 million people

CDM Target 552

500 employees

LEED Gold
Certified
Buildings

2015, 2014, 2013, 2012 Greater
Toronto's Top Employers Award

2014, 2015 Canada's
Greenest Employers Award

Peak 2,000 MW

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Evaluation Framework: New Partnership Opportunities



- Alignment with Strategic Plan
- Alignment with Shareholders
- Alignment with Existing Partnerships
- Impact on Customers
- Impact on Brand Equity/Reputation
- Regulatory Impact
- Environmental Impact
- Tangible Benefits
- Organizational Readiness
- Financial Impact
- Phased approach (pilot)

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Partnership Goals

1. To design a partnership that maximizes the benefits to both parties and leads to long term sustainability
2. To design a partnership that optimizes the customer value proposition and experience
3. To design a process that leverages each organizations core competencies, core assets and existing skillset

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Existing Partners

Municipalities



Emerging Technologies



Academic



Operational

