

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B3400111

PRINT DATE: 09/29/16

PAGE: 01

SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

VENDOR ID:

WORLD ENERGY SOLUTIONS INC
100 FRONT ST 20TH FL

WORCESTER, MA 01608
(508)459-8100

REFER QUESTIONS TO:

KAREEN DAVIS
(410)767-4945
KAREEN.DAVIS@MARYLAND.GOV

ITB: 001IT818373

EXPR DATE: 08/31/17
POST DATE: 10/02/12

DISCOUNT TERMS: . NET 30 DAY
CONTRACT AMOUNT: 450,880.00

TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

DGS FUNDING:

H00 12 44109 0899 - \$ 8,381.84
H00 13 44109 0899 - \$105,000.00
H00 14 44109 0899 - \$285,173.02
H00 15 44109 0899 - \$ 90,270.52
H00 16 44109 0899 - \$ 25,145.50
H00 17 44109 0899 - \$ 16,763.60

CONTRACT TERM: SEPTEMBER 1, 2012 THRU AUGUST 31, 2017

<u>LINE #</u>	<u>STATE ITEM ID</u>	<u>U/M</u>	<u>UNIT COST</u>
0001	90668	EA	450,880.0000

POWER GENERATION, TRANSMISSION, DISTRIBUTION
CONTRACT TO PROVIDE INTERNET BASED, REAL-TIME, ONLINE REVERSE-ENERGY
AUCTIONS AND RELATED CONSULTING SERVICES TO HELP MAXIMIZE THE RESULTS
OF REVERSE-AUCTIONS TO PROCURE ELECTRIC ENERGY CONTRACTS FOR THE
STATE.

END OF ITEM LIST

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TERMS (cont'd):

FEE FOR REVERSE AUCTION SERVICES:

FIRM FIXED SERVICE FEE (ELECTRICITY) 3,000 - 7,000 = \$30.00/ACCOUNT

FIRM FIXED SERVICE FEE (ELECTRICITY) 1,001 - 3,000 = \$45.00/ACCOUNT

FIRM FIXED SERVICE FEE (ELECTRICITY) LESS THAN OR EQUAL 1,000 =

\$70.00/ACCOUNT

FIRM FIXED SERVICE FEE (NATURAL GAS) 101 - 850 = \$60.00/ACCOUNT

FIRM FIXED SERVICE FEE (NATURAL GAS) GREATER THAN OR EQUAL 100 =

\$250.00/ACCOUNT

FEE FOR SUPPLEMENTAL ENERGY CONSULTING SERVICES:

PRINCIPAL/DIRECTOR = \$200.00

PROJECT MANAGER = \$125.00

SENIOR MARKET ANALYST = \$110.00

ANALYST = \$80.00

ADMINISTRATIVE SUPPORT = \$60.00

***** LAST PAGE *****

AUTHORIZED BY: _____ DATE: _____

BUYER AUTHORIZED DESIGNEE