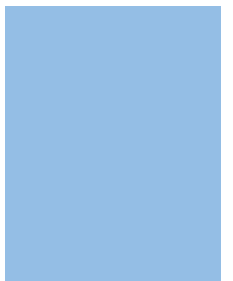


FoundationSM

Allegro Implementation Methodology

Allegro[®]

www.allegrodev.com





Allegro FoundationSM Provides:

- A framework for implementation
- Standard configurations to reduce definition costs
- Maximizes project benefits
- Minimizes project duration and cost
- Manages project risks



Achieve your business objectives rapidly with Allegro's Foundation Implementation Methodology

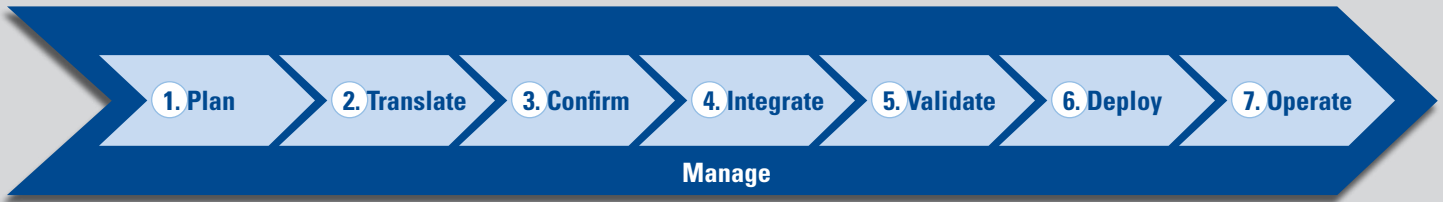
Allegro delivers agile ETRM solutions that enable companies to rapidly meet their targeted business objectives with minimal risk and disruption. The key to this approach is that every effort centers on a single business objective. Focusing on distinct business objectives results in a series of projects where each project impacts a limited number of business processes and customer personnel. These distinct, smaller implementations are more likely to stay on budget and on time. Most importantly, companies see costs that clearly align with benefits. Allegro's Foundation Methodology perfectly aligns with agile principles to support rapid implementation and efficient integration of focused projects. With Allegro's Foundation Implementation Methodology, organizations can deploy only the software needed to meet current objectives, easily expand to meet future requirements, and realize true value soon after the project is launched.

The Foundation implementation process ensures customers receive the best possible service and results by:

- Assigning dedicated Allegro support personnel at the beginning of the implementation
- Establishing open communication channels with Allegro consultants and customer teams
- Delivering frequent and transparent reporting
- Validating data specifications and requirements early and frequently throughout the project
- Having the flexibility to make improvements throughout the implementation process
- Ongoing customer engagement helps keep projects on time and on budget

Allegro brings more than two decades of implementation expertise to deliver projects that are on time and on budget.

Building a foundation of expertise, trust, accountability and results is the critical starting point for any successful implementation project. Customer interaction early in the process aides in building this foundation and ensures the best results. Allegro's Foundation methodology utilizes proven processes to meet business needs and objectives, on time and within budget. A central theme of the process is immediate and continuous engagement of customers to understand business sensitivities, timelines, and objectives. From better exposure visibility, improved forecasting, more accurate settlement, to regulatory compliance, Allegro's goal is to provide your company a comprehensive solution that improves your business and helps you meet your goals.



How the Foundation Methodology Works

The Foundation Implementation Methodology is a clear seven stage process whose central theme is to combine customer goals and priorities with Allegro's expertise and breadth of knowledge. Our team of experts leverage customer input to ensure the timely and precise implementation of the project.

1. Plan

Foundation begins with the Plan Stage. Allegro works with the customer's project team to confirm the project scope, develop the project work, resource, and communication plans, and initiate the project. The Plan Stage includes:

- **Project Plan.** Allegro works with you the customer to confirm the accuracy of the project scope, including the Transaction, Business Process, Data Conversion, Data Configuration, and Software Extension Schedules. We develop a Project Work Plan, a Staffing Plan, and a Communications Plan in conjunction with your project management team.
- **Project Initiation.** Allegro and the customer project lead conduct a Project Initiation meeting that includes all project participants. The Allegro and the customer team leads communicate the project objectives, scope, approach, details of the Project Work Plan and the project administrative policies.
- **Plan Stage Completion.** To close the Plan Stage, we submit a Stage Completion Notification to the customer project lead to document the mutual agreement of both teams to the completion of the stage.

Solidifying this blueprint from the outset improves the likelihood of customer satisfaction and a successful project. Creating a successful plan helps identify critical inter-dependencies and helps Allegro eliminate any potential bottlenecks.

2. Translate

During this stage, the customer provides Allegro with their data which Allegro then converts and configures into a standard format. Customers can rely on Allegro's vast industry expertise and proven methodology to prepare data for upcoming stages. The Translate Stage includes:

- **Project Infrastructure.** After the customer provides the project network infrastructure Allegro delivers the software and works with your IT staff to install and create the required project databases.

- **Data Source Definition.** We meet with your team to review the data that will be converted as part of the project. We then identify and document the source for each data set. Source data is then loaded into the database using a reproducible data load process that allows us to easily refresh the data as necessary throughout the project.
- **Data Conversion.** We populate a Configuration database with industry standard reference data and customer specific configuration data. We execute data conversion scripts to migrate data from the Data Source and Configuration databases into a Conversion database.
- **Data Verification.** We execute business processes in-scope, using customer data to ensure the accurate and complete migration and integration of data from the Allegro and customer sources.
- **Translate Stage Completion.** To close the Translate Stage, Allegro submits a Stage Completion Notification to customer project lead to document the mutual agreement of both teams to the completion of the stage.

At the conclusion of the Translate Stage, all data has been converted and configured into a standard format.

3. Confirm

During the Confirm Stage all in-scope business processes are reviewed with the customer using their data in the Allegro system. Allegro and customer users then determine which extensions will be in project scope to resolve any potential gaps. The Confirm Stage includes:

- **Business Process Confirmation.** We work with your subject matter experts to confirm the proposed execution of each of your business processes, in the Allegro system, using your actual converted data. We record any incremental requirements and collaborate with you to determine the best resolution for each incremental requirement. Typical resolutions include changes to data conversion, changes to business processes and procedures, development of extensions (data model, visual model, messaging, connection, report and web services objects), or removing the requirement from the scope of this project. One of the strengths of Allegro is the ability to extend product functionality without requiring enhancements to the core code. Through Allegro extensions our consultants can enable your unique business requirements within the application.
- **Extension Scope Definition.** Allegro and the customer agree to the list of extensions in-scope as a result of the incremental requirements and resolutions identified during Business Process Confirmation.
- **Confirm Stage Completion.** To close the Confirm Stage, Allegro submits a Stage Completion Notification to customer project lead to document the mutual agreement of both teams to the completion of the stage.

At the conclusion of the Confirm Stage the customer has seen their business processes demonstrated in the Allegro system and a plan for resolving any incremental requirements has been clearly articulated. This helps ensure that customer expectations are clearly addressed within the scope and the time parameters of the project.

4. Integrate

This phase consists of addressing any in-scope incremental requirements that were identified during the Confirm Stage to ensure the project business objectives are met. The Integrate Stage includes:

- **Extension Specification.** Allegro develops a detailed Extension Specification for each extension identified in the Confirm Stage.
- **Extension Development and Test.** During this step, the Allegro team configures the extensions defined in the Confirm stage. There are six extension types: Data Model, Visual Model, Messaging, Connect, Report, and Web Services.
- **Extension Validation.** After the extensions are developed and tested, we review each extension with the same user personnel that were involved in business process confirmation and demonstrate the extensions for the user. We document any variances between user expectations and extension design and address these variances.
- **Security Definition.** We work with your team to develop a Security Specification that outlines user access and defines which processes users can perform and what data can be utilized.
- **Integrate Stage Completion.** To close the Integrate Stage, we submit a Stage Completion Notification to customer project lead to document the mutual agreement of both teams to the completion of the stage.

5. Validate

Validate is designed to give the customer the opportunity to formally validate the system. The newly configured and integrated system is used as a guide for formal user acceptance. The Validate Stage includes:

- **Validation Plan.** Allegro develops a plan for user validation by the customer's project team. For each business process, the Validation Plan will designate the customer user that will execute the process; the scope of the business entity, user groups, commodities, locations, contracts, and transactions for the process; and the time period for this scope.
- **Production Infrastructure.** At this point, the customer establishes the network infrastructure for production deployment of the system, including database servers, application servers, desktops and laptops.
- **Validation Data Conversion.** We execute the data conversion scripts to migrate data into the production environment.
- **Validation Execution.** The customer project team then validates each business process in the Validation Plan. Allegro provides personnel to support the execution of user validation and assist in the resolution of business procedure, data and technical issues.
- **Validate Stage Completion.** To close the Validate Stage, we submit a Stage Completion Notification to the customer project lead to document the mutual agreement of both teams to the completion of the stage.

Allegro determines that project scope specifications have been achieved, and assists the customer as they validate business processes and users begin to formally adopt the system.

6. Deploy

During the Deploy Stage end-users of the system are trained, and the final configured system and data is delivered into production. The process provides end-users with the knowledge and skills needed to effectively utilize the software in their role. The Deploy Stage includes:

- **Deployment Plan.** Allegro prepares a training syllabus and exercises, supported by a training database, for each course. The Deployment Plan contains the training details for each course, including the course name, instructor, participants, location and dates.
- **Deployment Training.** We conduct user training courses at the location designated in the Deployment Plan. User training class attendance by your users is critical to the on-going success of the project.
- **Final Data Conversion.** We execute the data conversion scripts to migrate data into the final production databases.
- **Deploy Stage Completion.** To close the Deploy Stage, we submit a Stage Completion Notification to customer project lead to document the mutual agreement of both teams to the completion of the stage.

Allegro's training curriculum helps ensure that customer teams understand the resources now available to them. Users of the system gain hands on experience through instructor led exercises. Throughout the Deploy Stage, Allegro teams stay on-site to address system or process issues. The team works in conjunction with end-users and the customer's information technology department to ensure a successful transition.

7. Operate

During the Operate Stage, Allegro provides on site assistance to help customers with questions and to resolve business procedure, data and technical issues. The duration of this on site assistance varies depending on the customer's requirements. At the conclusion of operation assistance, Allegro provides continued support in accordance with Allegro's License Support Services Policy. To close the Operate Stage, Allegro submits a Stage Completion Notification to customer project lead to document the mutual agreement of both teams to the completion of the stage.

Manage Services

Project management is the foundation of all the stages of an Allegro project. The presence of robust project management is noticeable through the initial orientation with a new customer, all the way through the final sign-off of the project.

Allegro maintains and produces an open project issues log, which identifies any required decisions or actions taken by Allegro, the customer or a third party. Weekly status reports and monthly management meetings allow Allegro and its customer to communicate openly about issues, progress, and expectations. At the end of every project, Allegro documents all lessons learned to facilitate continuous improvement of the Allegro implementation process.



support

Customer Support

Fast, flexible support from Allegro ensures quick resolution to issues or even fast changing environments. Every support call begins with an expert: our technical support hot-lines are staffed exclusively by Allegro-trained and certified professionals who know our solutions and understand your business. Allegro support staff has far-ranging experience and routinely troubleshoots complex energy information issues and decision support environments.

You get fast results because our support teams rapidly escalate and resolve issues. We offer global support online and by phone, can embed on-site support with your team, or tailor a program to meet your unique requirements.

training

Training and Ongoing Education

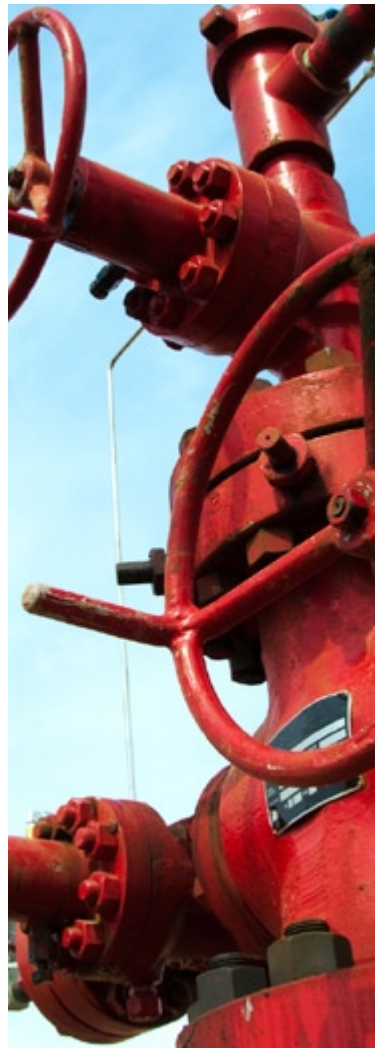
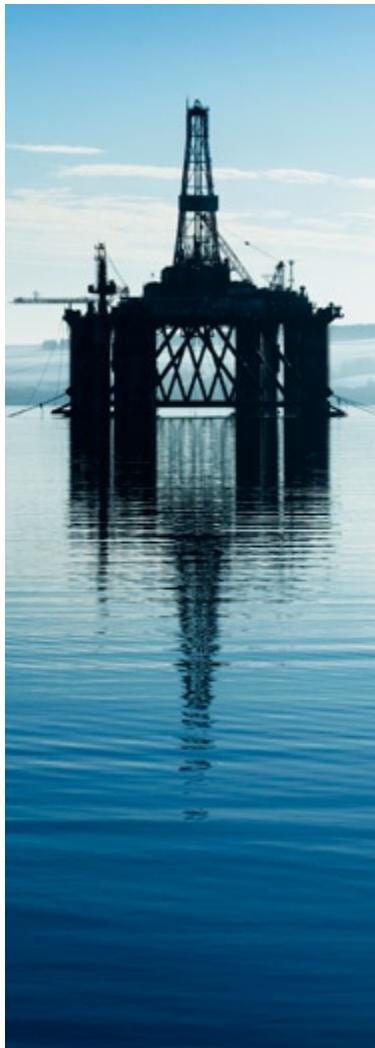
Allegro education and training services add value at every stage of the implementation life-cycle, from project initiation through deployment and through ongoing user refresh and support.

Allegro delivers highly focused training that enables users to learn only what is relevant to their role. Leveraging standard training material, Allegro's services staff is experienced in accelerating knowledge transfer through learning sessions and can design custom training programs that address unique business needs, skills and abilities of your internal teams. Our approach reduces unproductive classroom time and enables a more effective learning experience. Intensive, hands-on instruction means users can sprint through the learning curve, increasing your productivity from the outset.

In addition to on-site training, Allegro offers a variety of education and training programs that can be taken remotely through web-based learning management systems.

We also offer certifications, formal testing and documentation ensuring that your people are completely up to speed.

services



Allegro[®]

www.allegrodev.com

Allegro is a global leader in commodity trading and risk management solutions for power and gas utilities, refiners, producers, commodity traders, and commodity consumers. With more than 26 years of deep industry expertise, our enterprise platform drives profitability and efficiency across front, middle, and back offices, while managing the complex logistics associated with physical commodities. Allegro provides customers with agile solutions to manage risk across gas, power, coal, crude, petroleum, agricultural, emissions, and other commodity markets, allowing decision makers to hedge and execute with confidence. Allegro has recently been recognized as the Energy Risk Software House of the Year and received The Energy Business Awards Gold Award for Excellence. Headquartered in Dallas, Texas, Allegro has offices in Calgary, Houston, London, Singapore and Zurich, along with a global network of partners.

For more information go to www.allegrodev.com or contact our corporate office at 214-237-8000.

© 2011 Allegro Development Corporation. All rights reserved. All trademarks and copyrights are the property of the respective owners. All Allegro information, images and graphics are the property of Allegro. This material cannot be duplicated or distributed without express written permission of Allegro Development Corporation. Allegro[®] is a registered trademark of Allegro Development Corporation.