

# Helping Clients Seize Energy Market Opportunities

We Specialize  
in Growth Strategies  
&  
Implementation Services



Boston

Houston

Los Angeles

Tokyo

Global Consulting Network

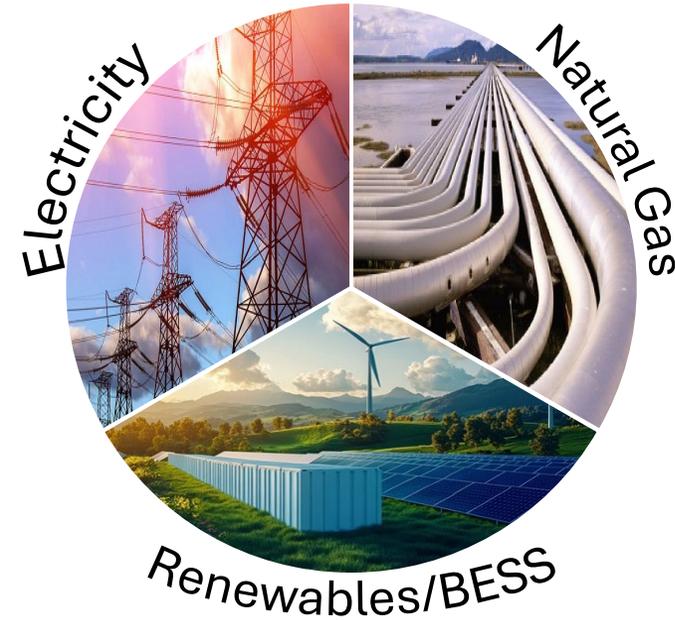
[SkippingStone.com](http://SkippingStone.com)

[SkippingStone.co.jp](http://SkippingStone.co.jp)

# Who We Are

**Skipping Stone is an award-winning global energy markets strategy consulting and implementation services firm launched by former energy CEOs.**

We work with clients across the diverse, yet intersecting, industry segments within the electric and natural gas marketplaces to help clients navigate market changes, capitalize on opportunities, and manage business risks.



# We Have A Global Reach



3 Decades  
of Service



57  
Countries



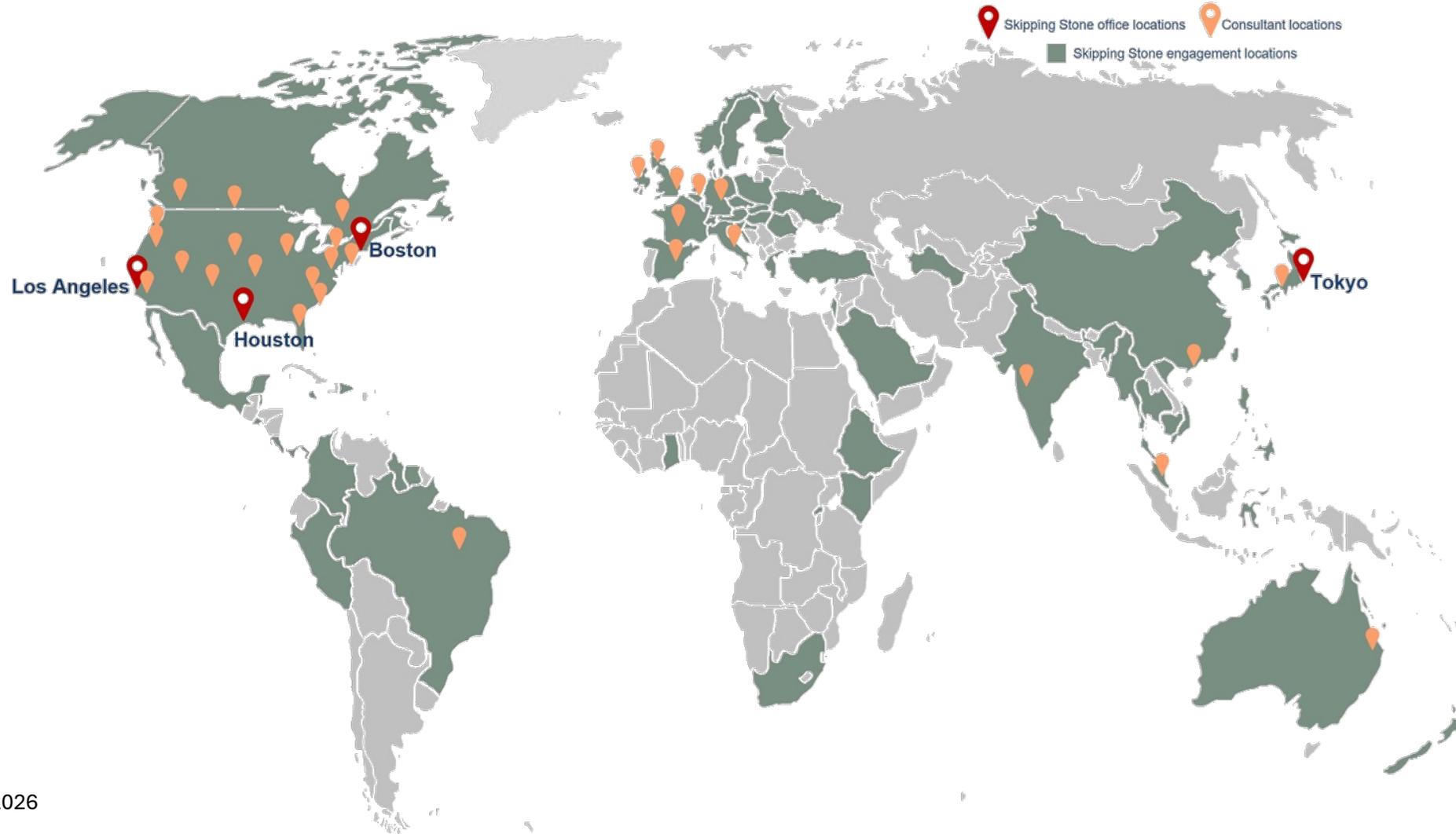
300+  
Consultants



300+  
Clients



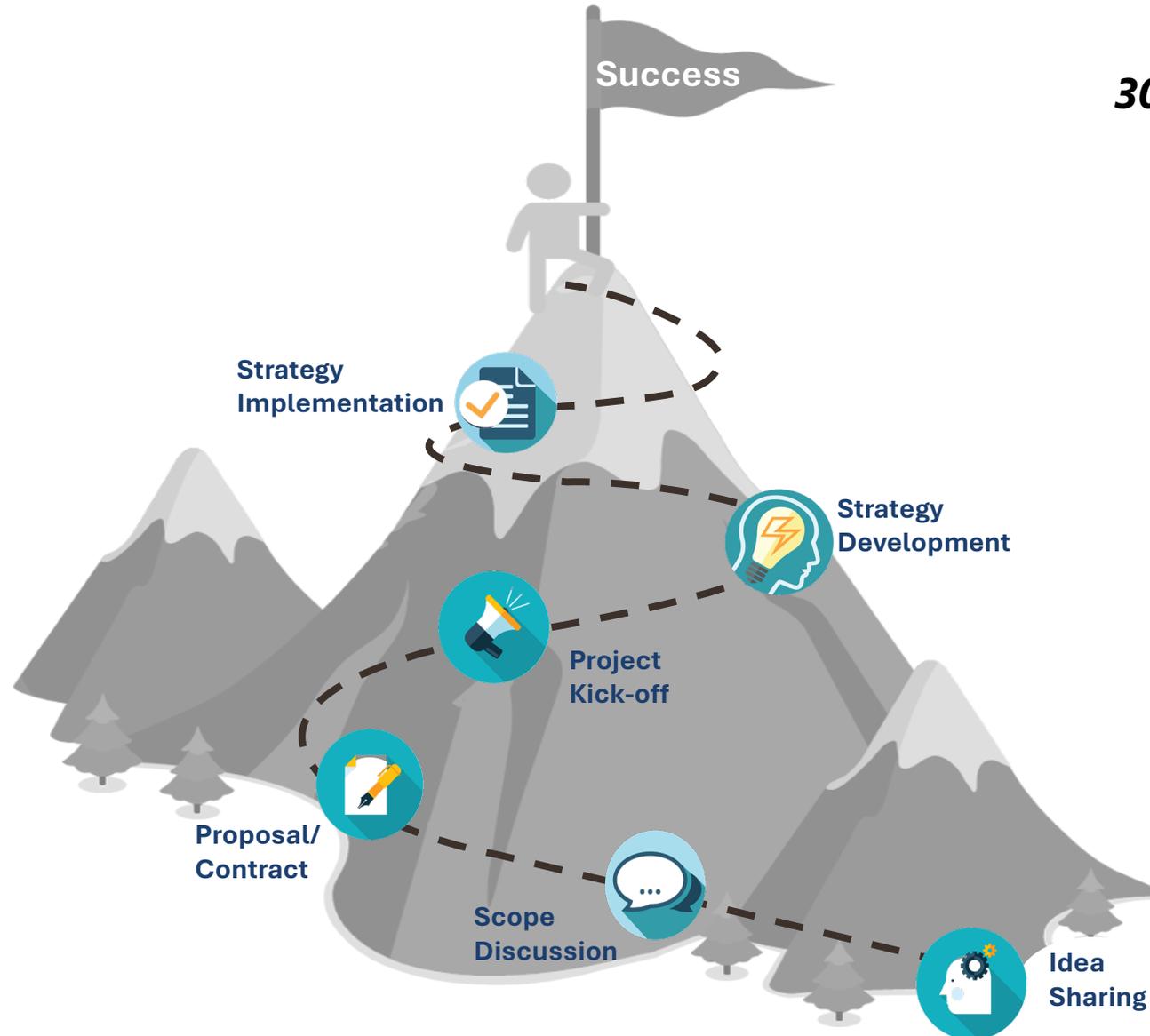
1,000's of  
Successful  
Engagements



Our specialty is collaborating on new ideas, strategies, and tactics, and then providing an array of implementation services to turn those strategies into success.



# We Can Work with You from Ideas to Success



## **300 Clients Worldwide and Growing**

- ✓ Trading Companies
- ✓ Energy Retailers
- ✓ Utilities
- ✓ Developers
- ✓ VC's/Private Equity
- ✓ Regulators
- ✓ Pipelines
- ✓ Technology Providers
- ✓ ESCO's
- ✓ Law Firms

[\*\*Client List\*\*](#)

*Click to see  
the client list*

# Global Leadership Team

## Peter Weigand

**CEO**

30+ Yrs. in Energy

*Industry Experience*

CEO Commerce Energy  
COO ACN Europe  
COO TransEnergy



- PennWell Top 50 Most Influential in Energy Markets
- Inc. 500 Fastest Growing – 3 Times
- Commerce Energy IPO
- 22+ M&A Deals
- 8 Boards of Directors
- Japan Market Expert

## Greg Lander

**COO**

35+ Yrs. in Energy

*Industry Experience*

CEO TransCapacity  
CEO Landmark  
President Citizens Gas



- NAESB Founder and Board Member
- FERC Advisor
- Led Gas Industry Deregulation
- Invented Pipeline Capacity Market
- 30+ M&A Deals

## Hiroshi Okuyama

**President, Japan**

30+ Yrs. in Energy Risk Management

*Industry Experience*

President Unicom International  
Multiple leadership roles with Nissan Securities



- Commodity Trading
- Futures Markets
- Risk Management
- Clearing, Int'l & Japan Markets

## Eric Alam

**President, NA**

30+ Yrs. in Energy

*Industry Experience*

CEO RPD Energy  
EVP Sales Viridity Energy  
EVP Sales & Operations World Energy



- E&E Innovation Award
- SED Best Project Award
- Invited Signatory to UN Energy 24/7CFE Compact
- Three company turnarounds with successful exits

## We are the “go to” people.

Our business model is based on a few simple principles:

- We deploy consultants who are energy industry veterans
- Clients don't pay for our learning curve
- We transfer our knowledge to clients
- We measure our success based on clients achieving success
- We believe there is a beginning and an end to every engagement
- We give clients our honest opinions

# We Start with Building a Relationship

**We would like to get to know you and explore how we might collaborate to help you achieve success.**

**Peter Weigand**  
**CEO**

+1 248-635-5405

[peterw@skippingstone.com](mailto:peterw@skippingstone.com)

**Eric Alam**  
**President, NA**

+1 832-368-3539

[ealam@skippingstone.com](mailto:ealam@skippingstone.com)

*Hiring Skipping Stone is like renting entrepreneurs, they really understood how to get our ideas off the drawing board and into the market.*

CEO – Energy Management  
Systems Company

*Like many others, I have been burned spending money on consultants with little to show for it. Skipping Stone has truly been a unique experience. I started as a skeptic, and now I am a believer.*

SVP - Utility Company

*One of the things I really like about Skipping Stone is they make introductions to their other clients when they see a mutually beneficial opportunity and strategic fit. They call it client knitting; I call it an unexpected benefit.*

CEO – Retail & Trading Company