

Helping Clients Seize Energy Market Opportunities

We Specialize in
Turning Ideas into Reality
&
Problems into Success

Boston

Houston

Los Angeles

Tokyo

Global Consulting Network

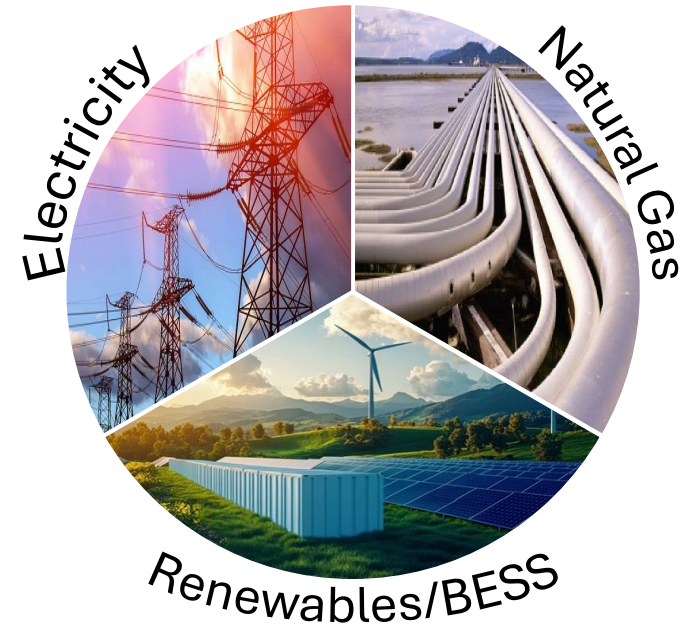
SkippingStone.com

SkippingStone.co.jp

Who We Are

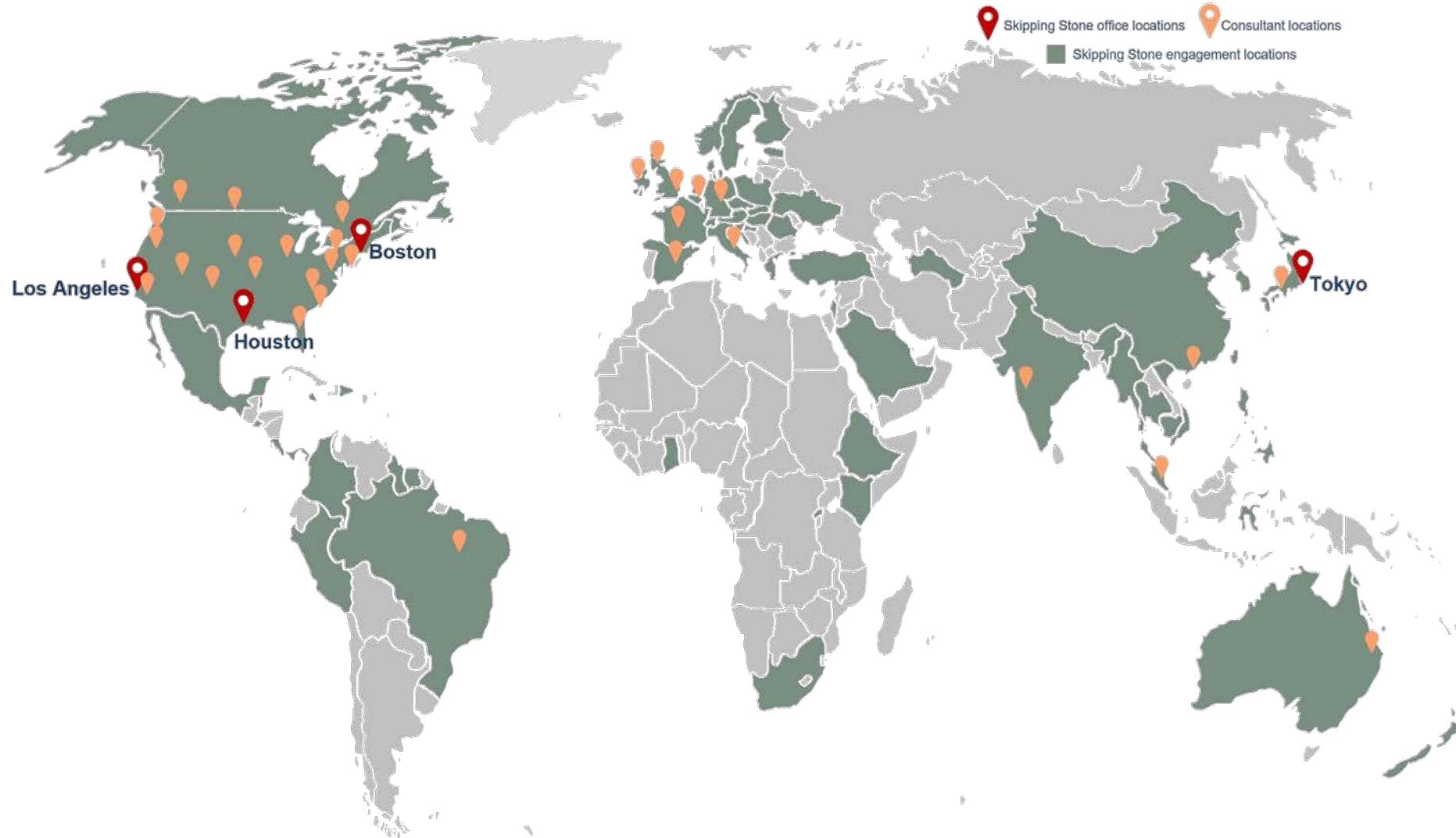
Skipping Stone's *Leadership Team* is former CEOs and energy entrepreneurs who have successfully built and grown energy and technology businesses. In addition, our global team of resources and partners all have years of energy market experience.

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

For over 30 years and thousands of engagements with more than 300 energy clients globally, Skipping Stone has provided a wide variety of consulting services through a unique approach that utilizes only industry-experienced veterans.



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



Success

Strategy Implementation



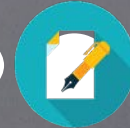
Strategy Development



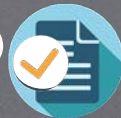
Project Kick-off



Resource Selection



Scope Discussion



Idea Sharing



300 Clients Worldwide and Growing

- ✓ Data Centers
- ✓ Wholesale Traders
- ✓ Energy Retailers
- ✓ Utilities
- ✓ Generators
- ✓ Renewable Developers
- ✓ Regulators
- ✓ Energy Software Developers
- ✓ BTM Solution Providers
- ✓ BESS
- ✓ PE/VC/IB Firms
- ✓ Market Operators

[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

President, 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



- Environment & Energy Innovation Award
- Smart Energy Decisions Top Project Award
- Invited Signatory to UN Energy 24/7CFE Compact
- Successful completion of 3 company turnarounds

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
Chairman & CEO

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Eric Alam
President

+1 368-3539

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