

## **Symposium:**

# **Procurement Consultant's View**

**(Greg Clarke, Director, Energy Services, Energy Ottawa Inc.)**

The restructured Ontario electricity market now offers customers choices about who will supply them with electricity but it also introduces new risks that customers should consider. What are your choices and what things do you need to consider in defining your electricity purchasing strategy? What are the risks in the new market and what can you do to manage these risks? How do you prepare yourself for purchasing electricity in this new market?

Energy Ottawa is a diversified and innovative energy company that generates green power and offers residential and commercial customers a variety of energy related products and services including an energy procurement advisory service. Energy Ottawa is a wholly owned subsidiary of Hydro Ottawa Holding Inc. and an affiliate of Hydro Ottawa.

## **Bio**

Greg Clarke has over 15 years of experience in the fields of energy services and energy performance contracting. Currently, as the Director for Energy Services for Energy Ottawa (an affiliate of Hydro Ottawa), Mr. Clarke is responsible for overseeing the development and delivery of a variety of energy-related products and services including an energy procurement advisory service. Prior to joining Energy Ottawa, Mr. Clarke was the General Manager of one of Canada's leading Energy Performance Contracting firms. In this role he managed the delivery of energy services such as energy audits, feasibility studies, engineering design, project management, contractor management and energy monitoring for a diversified client base. Mr. Clarke also worked in various capacities in the Ontario utility industry and was involved in developing energy management programs and establishing time of use rate structures for large users.