

Ascent



empowering energy leaders globally

ESG Ascent optimizes the acquisition of Customers through online prospecting, offer creation, product selection, pricing, contracting, onboarding and commissions.

Manage your day-to-day operations

Designed to serve any mix of in-house and outsourced sales & brokers, Ascent's focus on retail energy speeds pricing and reduces commissioning efforts.

Innovation is critical, and Ascent enables price quoting of modern retail energy products using a flexible architecture proven in nationwide markets since 2010. Compatible with gas & electric products, Ascent is capable of supporting both local LDC and zone pricing granularity.

**Product Design
Flexibility**

The 'Pricing-as-a-Service' model enables sales teams and brokers fast access to pricing to help close deals. With just location and usage information, your teams are able to price and negotiate deals. Linking to PDF contracts using tablet signature tools can be done onsite. Special pricing needs or exceptions are flagged for review.

**Pricing/ Contracting
Speed**

Optimize how agents communicate with Customers and with your back-office support teams using ESG's white-label Ascent Broker Portal. Brokers have everything they need to speed through the sales cycle, including pricing, proposal & contracting. Visibility improves trust & reduces demands on internal Sales Ops teams.

**Broker Portal Self
Service**



Optimize the acquisition of Customers with efficiency and improved productivity.

Close the loop with your sales and broker teams with a simplified, efficient commissioning engine. Pre-paid, flat, residual and other models maximize broker exposure.

Commissioning Simplified

Back-office Integration with the Ascent Broker Portal optimizes internal REP operations staff interactions with Brokers enabling them to better focus on onboarding.

Sales Operations Maturity

Ascent tracks broker productivity and grants Client with insight into performance at the broker/agent-level via reporting functionality and other analytics.

Visibility into Broker Performance

Online Deal Setup & Contracting

Pipeline & Channel Conflict Management

Brokers Self-Manage Pricing & Contract Queues

Automate and Upload Consumption Histories

Price Thousands of Electric & Gas Accounts

Upload Excel Curves, Matrix & Pricing data

Set & Manage Margin & Business Rules on Pricing

Flexible Commission Structures

Automatic Generation of Contracts

Paperwork Deadline Reminders

Control Pricing Risk & Timing of Quote Process

Nationwide Utility Profiles and Pricing

Why ESG?

With over 9 million meters in production, ESG's DMS is the most widely-used solution in the energy industry, supporting more than 150 electric and gas utilities across North America, Japan, UK and Ireland. ESG reduces costs and risks compared to developing and operating systems internally or with another less experienced vendor. DMS is just one offering in ESG's comprehensive suite of tightly integrated solutions covering every stage of the retail energy supply chain.