



Allegro Development Corporate Overview

Allegro energy trading and risk management software delivers the fastest realization of business objectives and greatest flexibility with minimal risk and disruption. With more than 27 years of deep industry expertise, Allegro is the global leader in ETRM solutions for power and gas utilities, refiners, producers, traders, and consumers. 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, emissions, and other commodity types, allowing decision makers to execute with confidence.

Solutions

Allegro designs and delivers the industry's leading multi-commodity trading, transaction and risk management software. Allegro provides agile ETRM software solutions that deliver the fastest time to benefit with the least risk. Our advanced software architecture and component-based approach allow Allegro to rapidly deploy agile solutions to perfectly match customer priorities and deliver a high return on investment.

Allegro solutions help companies:

- **Improve Position Analysis and Valuation** - Make better business decisions with accurate and instantaneous views of positions and valuation
- **Improve Trader Productivity** - Streamline and automate trade processes to reduce the risk and cost of dual-entry and manual processes to allow maximum attention to profitable opportunities
- **Manage Market Price Exposure** - Mitigate exposure to volatile market prices with effective hedging and real-time updates, comprehensive metrics, and simulation
- **Manage Counterparty Exposure** - Mitigate exposure with credit and collateral management, and a flexible credit scoring process
- **Manage Liquidity Exposure** - Manage cash and capital adequacy with efficiency
- **Achieve Hedge Accounting Compliance** - Manage compliance with accuracy and confidence

Agility

Allegro energy trading and risk management software delivers the fastest realization of business objectives and greatest flexibility with minimal risk and disruption to our customers' business. The key to this approach is that every effort centers around a specific business objective. This focus minimizes the number of specific business processes involved in achieving the objective. It also minimizes the number of technology changes required and minimizes the number of personnel affected. The result of all these steps is a faster realization of business objectives for our customers, better cost/benefit alignment, and higher total benefits over time.

Customers

Allegro delivers agile ETRM solutions to power and gas utilities, refiners, producers, traders, and commodity consumers worldwide. Today more than 3000 users rely on Allegro to manage trading, risk management, physical logistics, and regulatory compliance across their portfolios in gas, power, coal, crude, petroleum, emissions, and other commodity types.

Technology

Allegro business components are deployed as independent components in a Service Oriented Architecture under Microsoft .NET technology. Allegro's software architecture has been designed with six key areas of focus,

- **Standardization** - Use of industry standards dramatically reduces the cost and time required for establishing network infrastructure, developing interfaces, support personnel, and systems administration.
- **Usability** - Ease of learning and ease of use are highly correlated to the proficiency of users. Highly proficient users will use the software more productively, generating a significant increase in business benefits. Allegro adheres to Microsoft Windows conventions for ease of learning and ease of use.
- **Reliability** - When users trust the software to be available when needed and to provide consistent and accurate results, it reduces reconciliation processes, support costs, and distractions from operational business processes.
- **Connectivity** - Sharing data between systems eliminates the costs of redundant data capture, improves the accuracy of information, and greatly accelerates the execution of critical business processes.
- **Scalability** - Rapid response to user requests facilitates multiple iterations and better decision making. As transactional volumes grow and become increasingly complex, rapid response becomes even more important. Allegro Grid technology is a key enabler of scalability and performance.
- **Adaptability** - Software must be as dynamic as the business it serves. Adaptability to change creates the innovation and continuous process improvement that organizations require. Allegro Software Extension technology allows Allegro 8 to be adapted to your unique and new business processes.

Foundation Implementation Methodology

The implementation of trading and risk management systems is inherently complex, and for more than two decades firms have struggled with the difficulties. Today, the situation is dramatically different with the introduction of Allegro's Foundation Implementation Methodology. The Foundation approach relies on the most rigorous scope definition process in the industry to deliver highly predictable project execution, and has an impressive string of successes. The methodology includes the systematic configuration of Allegro 8 to meet each customer's unique business or integration needs.

Support

Allegro provides a comprehensive customer support system to ensure customer success. Allegro's support options range from access during business hours, twenty-four hour support, or on-site support. Each customer chooses the level of support that meets their unique needs. Highly trained, experienced technical support staff is available to respond quickly to ensure customers are getting the most value from their Allegro solution.

Employees & Location

The Company employs over 200 professionals in North America, Europe and Asia. Allegro has a talented team of seasoned industry experts with knowledge spanning the global energy and commodity markets. To ensure employees are current with industry and technology trends, Allegro invests significantly in training, education, and research. Headquartered in Dallas, Texas, Allegro has offices in Calgary, Houston, London, Singapore and Zurich.

Partners

Allegro collaborates with a broad network of partners to provide leading solutions and services to address each customer's unique business needs. Our partners are classified into four main categories: Consulting Partners, Data Partners, Software Partners and Exchange Partners. These partners provide the consulting and implementation services, connectivity, and integration that support greater operational efficiency and competitive advantage of our customers.

Allegro University A well trained user community is essential to maximize the business benefits that our customers can realize with Allegro 8. Consequently, Allegro has made significant investments to develop Allegro University, which today offers more than 80 technical courses across 8 industry and business tracks. Courses are offered both on line and on site. This education is also used extensively by Allegro staff and our partners. Allegro's commitment to education is unmatched in our industry.

History & Awards The Company was founded in 1984 by current CEO, Eldon Klaassen. Allegro is now in its eighth major software generation in 27 years. Allegro has recently been recognized with the following awards:

- Top Ranked as a “Leader” in IDC MarketScape: Worldwide Energy Trading and Risk Management 2011 Vendor Assessment
- 2011 Leader’s Quadrant in Gartner report “Magic Quadrant for Energy Trading and Risk Management Platform.”
- 2011 Energy Risk Software Survey: #1 in Ease of Use & Customer Support
- 2009 Energy Business Awards: Silver Award for Excellence in Energy Technology
- 2009 Energy Risk: Software House of the Year Award
- 2008 Energy Business Awards: Gold Award for Excellence in Energy Technology
- 2008 Energy Risk Asia: Software House of the Year

Shareholders

- North Bridge Growth Equity
- Tudor Ventures
- Allegro Management Team

Board of Directors

- Bob Forlenza, Managing Partner and Founder, Tudor Ventures
- Ray Hood, President and CEO, Qumu
- Eldon Klaassen, Chief Executive Officer, Allegro Development
- Mike Pehl, Managing General Partner, North Bridge Growth Equity
- Patrich Simpkins, Managing Partner, GPS Capital Partners

Management The Company is under the direction of an experienced management team whose key members include:

- Randy Asire, Vice President, Systems and Support
- John Brown, Vice President, Services
- Evan Cox, Chief Technology Officer
- Christopher Ducanes, Vice President, General Counsel
- Brett Friedman, Senior Vice President, Sales
- Michael W. Hinton, Chief Customer Officer
- Jarett Janik, Chief Financial Officer
- Eldon Klaassen, Chief Executive Officer
- Reiner Musier, Chief Marketing Officer

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