







What's the difference?

Direct Supplier vs. Third-Party Brokers

The energy world can be a confusing place, especially when it comes to choosing who you do business with. So what's the difference between using a direct supplier, like IGS Energy, or using a third-party broker to source your energy?

BROKERS SUPPLIER > BROKER > CUSTOMER	VS.	DIRECT SUPPLIERS SUPPLIER > CUSTOMER
Add a layer of cost Brokers add an extra cost to your energy price, which can be significant and sometimes is added without transparency. Remember to ask the broker to disclose their commission or charge for it separately.	 PRICE	Eliminate broker fees By working with a direct supplier, like IGS Energy, extra fees and costs are removed.
Often motivated to take the 'lowest price' contract The lowest price contract often results in more risk, for you, the customer. Often times the lowest price contract has unexpected and unplanned charges, fees, and penalties.	 CONTRACTS	Customer focused contracts At IGS Energy, our contract is extremely transparent and aims to protect our customers. Our sales representatives take the time to review important details in the agreement to make sure you understand it and are getting an apples-to-apples comparison.
Brokers are not the contracting entity or energy supplier Although you may have a relationship with your broker, they are not the company you are contracting with. Ultimately the broker will select a supplier for you, and the supplier will be responsible for your contract, billing and other questions/concerns you may have about your service.	 RELATIONSHIP	Have a direct relationship with you, the customer At IGS Energy, a direct supplier, our employees work hard to help you understand the complexities of the market. You have a single point of contact who will proactively manage your account and you can call directly with questions. We strive to build long-term, direct relationships with our customers.
Receiving price quotes Brokers do not have direct involvement in delivering energy to your business through the grid or pipelines. Brokers focus on obtaining pricing options for you, the customer.	 EXPERTISE	Drives and delivers energy supply Backed by a team of supply, risk, regulatory, and weather experts, IGS Energy has brought energy supply to businesses, like yours, for over 30 years.