



## Usource and BusinessEdge Sign Technology Partnership

January 26, 2000

**Hampton, NH** – January 25, 2000: Unitil Corporation (AMEX: UTL) ([www.unitil.com](http://www.unitil.com)) today announced it has signed an Agreement with BusinessEdge Solutions Inc. ([www.businessedge.com](http://www.businessedge.com)) to further automate the Usource product line for the mid-market segment of small to medium industrial and commercial customers. BusinessEdge, based in Edison, New Jersey, is a leader in delivering innovative, industry-focused eBusiness enablement and strategic Information Technology (IT) services.

Usource, Unitil's Internet energy auction system serving large commercial and industrial customers, was launched less than one year ago and is gaining increased customer acceptance throughout the Northeast. The Usource auction employs the award winning Enermetrix.com Exchange developed by Enermetrix.com of Maynard, MA ([www.enermetrix.com](http://www.enermetrix.com)). Unlike many Internet sites that merely compare prices for standard offers by suppliers, Usource is a live auction in which suppliers make firm bids against firm commitments by customers to buy their electricity and gas.

Under the technology agreement with Unitil, BusinessEdge will design and implement an eBusiness strategy utilizing flow-through processing of transactions in a deregulated energy environment. In the redesign of the Usource platform and front-end web applications, BusinessEdge will integrate Unitil's enhanced back-office applications with the Enermetrix.com Exchange while providing gateway connectivity to suppliers. The enhanced and expanded services address the needs and requirements of the mid-market customer segment and will significantly increase the total market for Usource products and services.

"The special needs of the mid-sized customer are not being met in today's market. With the assistance of BusinessEdge, Usource will be able to provide the same powerful Internet energy auction service to these customers as it presently offers to larger customers," said Unitil CEO, Bob Schoenberger. "BusinessEdge brings the best talent, expertise, and entrepreneurial spirit to the task – they are solid professionals with the energy industry and technical know-how to get the job done, and they have the experience of engineering similar business solutions in the deregulated communications industry."

Andrew Simon, principal, Energy Solutions Group for BusinessEdge, stated, "Unitil is ahead of its time with the Usource product line, and we look forward to working with them over the next few months to deploy an eBusiness strategy and technology platform on the cutting edge of value and performance for the mid-market customer."

Unitil is a public utility holding company with subsidiaries providing electric service in New Hampshire, electric and gas service in Massachusetts, and energy services throughout the Northeast. The Usource product line is operated by its subsidiary Unitil Resources, Inc., and is available at [www.unitil.com](http://www.unitil.com). Unitil's other subsidiaries include Concord Electric Company, Exeter & Hampton Electric Company, Fitchburg Gas and Electric Light Company, Unitil Power Corp., Unitil Realty Corp. and Unitil Service Corp.

Business Edge is a next generation, Industry eBusiness Integration firm specializing in eBusiness enablement and strategic Information Technology (IT) services for the Energy, Communications, Insurance and Financial Services Industry. BusinessEdge provides eBusiness and technology strategy, business process optimization, and eBusiness integration services that enable clients to gain a financial and competitive edge in their markets. In addition, BusinessEdge is a leader in developing and implementing innovative, industry-focused, high-impact eBusiness strategies and solutions that enable the competitive advantages associated with web-based transactions, including creating channels and expanding market access, while reducing cost of service. Founded in 1999, with over 275 employees, BusinessEdge is headquartered in Edison, NJ, and operates regional offices in New York, Dallas, TX, Denver, CO, and Washington, D.C. BusinessEdge is the sponsor of [www.industryedge.com](http://www.industryedge.com), a virtual community for the Energy, Communications, Insurance and Financial Services industries, and [www.velQSSity.com](http://www.velQSSity.com), an eBusiness integration center. For more information, visit the BusinessEdge website at [www.businessedge.com](http://www.businessedge.com).

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