



"We are focused on providing natural gas services to other utilities. With the commodities market, things move fast and we wanted our staff to have the ability to easily pull prices into any kind of spreadsheet needed to manage their function within the company."

Sequent Energy Management

Ensuring clients receive the latest, most reliable market information

Sequent Energy Management, Houston, Texas

Sequent Energy Management, headquartered in the heart of Houston's energy center, is a wholly owned subsidiary of Atlanta-based AGL Resources. It works to deliver smarter ways to optimize natural gas assets and effectively utilize transportation and storage services. Sequent is ideally positioned to provide wholesale natural gas marketing and asset management services for companies seeking to outsource these activities to experienced asset managers. Sequent serves the needs of utilities, marketers, retail aggregators, municipalities, and large industrial customers in the United States. The company focuses on asset management and the wholesale marketing, trading, storage, and transportation of natural gas. In addition, it provides commodity delivery services to natural gas producers.

"DTN ProphetX was really the most adaptable technology on the market for our company to use in our daily business. One system, across multiple platforms and locations, is what allows our company to continue succeeding in the trading environment."

What they were up against.

Sequent Energy required a simple, cost-effective, and comprehensive platform to access real-time market information for its customers. It needed web-based multifaceted technology that provided weather, pricing, and charting all in one solution. One of the company's major requirements was the ability to provide clients with the most up-to-date and reliable market information, something that previously technology could not offer.

What we did to help.

Sequent Energy chose DTN ProphetX® Energy Edition — a complete market information solution from the front to back office. It delivers exceptional power, productivity, and reliability, allowing asset managers to link together a wealth of information for up-close monitoring, charting history, and full analysis of market information. The system accesses market information through state-of-the-art multi-redundant ticker plants and quote servers, and delivers it through an intuitive and user-friendly interface. The software also includes DTN's highly accurate proprietary weather forecasts and severe weather warnings.

In addition, each of Sequent Energy's clients receives a dedicated specialist who provides 24-hour assistance and a team of DTN support staff with the knowledge and capability to provide additional help if needed. Dedicated specialists also work with the client to roll out new systems so the client can feel confident moving forward with the implementation and training.

What the impact was.

Sequent Energy has received tremendous value from DTN ProphetX. Employees have said that all their needs are met; it's a simple, reliable, and comprehensive solution that delivers exactly what people in business want today.

With DTN ProphetX, Sequent Energy receives a variety of information from news to weather to pricing and charting, all in one platform. This allows employees to provide smarter, faster pricing charts and trends for its customers without worrying about the reliability of data. It's been the most adaptable technology on the market for Sequent to use in its daily business. Its "one system across multiple platforms and locations" attributes also have been cited as a main reason that Sequent Energy continues to succeed in the trading environment.