LEAD by EXAMPLE

LEAD CONSULT

From Strategy to Seamless Delivery

HELPING ENERGY LEADERS UNLOCK EFFICIENCY, ACCELERATE INNOVATION, AND SCALE WITH CONFIDENCE ACROSS EVERY STEP OF THEIR DIGITAL TRANSFORMATION

| ETRM CONSULTING | IT & BUSINESS CONSULTING | SOFTWARE & PRODUCT DEVELOPMENT | MANAGED SERVICES & SUPPORT | AI, DATA & AUTOMATION | SYSTEM INTEGRATION | DIGITALIZATION |

▲ 5 LOCATIONS   ▲ 90+ EMPLOYEES   ▲ ~50% CAGR last 2 years   ▲ 3 PRODUCTS   ▲ 45+ CLIENTS

e·on — EnBW — VNG — uniper — iwb — syneco thüga solutions+ — Ørsted — PGNiG — bayerngas — Dalkia

Eesti Energia — nexus energía — D.TEK — ewb — ALPIQ — elenger — EWE — Energetech — GELSENWASSER — citiworks Energie. Lösungen.

COBBLESTONE ENERGY — AOT ENERGY — EUROPEAN ENERGY — UPM — NORTHPOOL TRADING ENERGY — oekostrom AG — ebn State Energy Company of the Netherlands — GETEC — BKW — SEFE ENERGY

INTRODUCING UNIVERSAL LOADER

Platform-agnostic enterprise service bus (ESB)

Universal Loader

LEAD Consult's Universal Loader is a no-code integration middleware designed for energy, utilities, and commodities trading companies. Deployed as a scalable, multi-tenant SaaS on Microsoft Azure, it enables fast and secure data exchange (import/export) between systems, including Allegro, Endur, Previse Systems, internal tools, market data providers, scheduling platforms, and more, all without requiring custom code.

With a configuration-only setup, real-time automation, mapping transformations, and full visibility, Universal Loader eliminates integration bottlenecks and simplifies complex system landscapes.
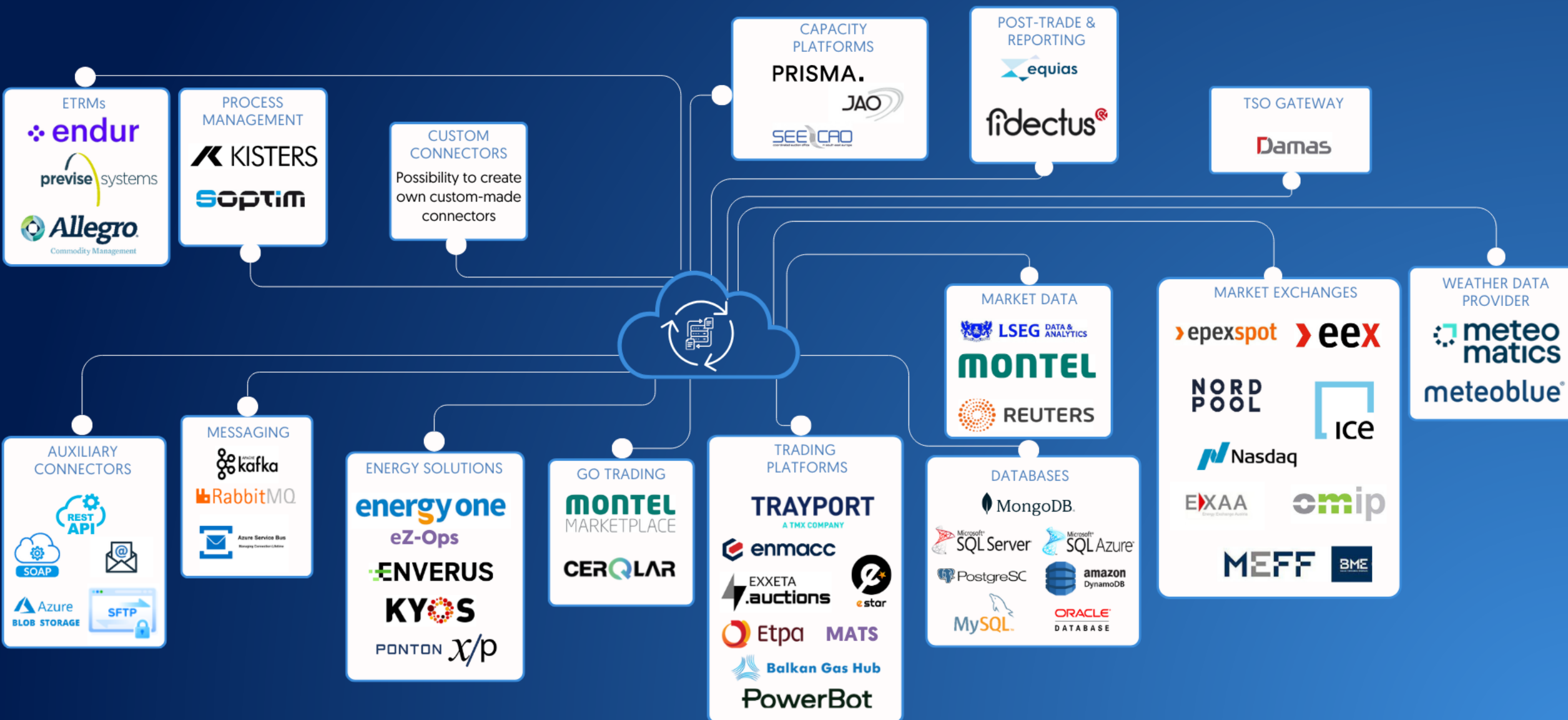
Universal Loader

LEAD CONSULT

Seamless. Scalable. No Code.
Everything you need for secure, enterprise-ready integration, built for energy & utilities.

HIGHLY SCALABLE & FLEXIBLE	BUSINESS-READY & USER-FRIENDLY	CLOUD-NATIVE, MULTI-TENANT & SECURE	NO-CODE INTEGRATION	ADVANCED DATA HANDLING	SMART MESSAGING & PRIORITIZATION	AI & ELASTICSEARCH FEATURES
Enterprise SaaS middleware built on scalable Azure services, enabling easy client personalization.	Designed for business power users - fast to learn, easy to use, no IT dependency.	Modern cloud-native, multi-tenant architecture with per-customer private, isolated data and API storage.	Connect and transform data via configuration - no coding required.	Supports all file formats (JSON, XML, Excel, CSV) and transport methods (API, FTP, email, etc.).	Azure Service Bus-based message queueing for secure, scalable communication.	AI-driven configuration and Elasticsearch for lightning-fast search across billions of records.

PRICING MODELS

SERVICES

All integration services are based on our standard rate card.

DISCOUNTED RATES FOR PARTNERS AND LARGE PROJECTS

For partnerships or projects exceeding 400 man-days, we offer specially discounted rates. These rates are agreed upon individually based on project scope and collaboration terms.

PRODUCTS:

- Our products are provided on a license fee basis.

- Clients using multiple connectors would receive a discount.

- As a standard practice, the license fee is payable after successful go-live.

- When a new connector needs to be developed:
  - If the connector can be reused for other clients, only the configuration hours are charged, and **not the full development cost.**
  - For highly specific connectors, a full or partial development fee may apply.

Configuration Fees
A one-time integration fee applies to all product deployments.

PRICING MODELS FOR CONNECTORS

LOW

MEDIUM

HIGH

COMPLEXITY LEVEL

LOW

- ▲ Involves **straightforward integration** with **minimal technical challenges**.
- ▲ Utilizes **standard communication protocols** and **widely accepted data formats**.
- ▲ The **workflow and business process are simple**, with **minimal customization** required.
- ▲ **Relatively simple data**, with **low complexity** in object structures and lifecycle management.
- ▲ Direct technical connectivity, involving **well-established and compatible technologies**.
- ▲ **Basic security requirements**, which are easily implementable.

MEDIUM

- ▲ Integration with **moderate efforts** due to **technical and business process complexities**.
- ▲ A mix of communication protocols, with **some specific data formatting**.
- ▲ Workflow with **conditional logic** or **moderate customization** due to business processes.
- ▲ **Data complexity is moderate**, potentially involving nested objects or **more dynamic lifecycle** management.
- ▲ Technical connectivity with **additional configuration** or intermediary steps.
- ▲ More **robust security measures**, requiring **additional authentication and encryption** layers.

HIGH

- ▲ **Complex integration** with significant technical and business challenges.
- ▲ Handling of **multiple, incompatible communication protocols** & specific data formats.
- ▲ **Complex workflow**, involving intricate business processes with **significant customization**.
- ▲ **Highly complex data**, with **intricate object structures, advanced lifecycle**, and potential for **large volumes**.
- ▲ **Challenging technical connectivity**, involving **legacy systems, custom connectors, or multi- intermediaries**.
- ▲ **Stringent security requirements** with advanced measures (multi-factor authentication, data encryption, etc.).