Where There's a Will, There's a Way...,

SCOTT VOGAN VP Sales

LDC Gas Forums Southeast | April 16th, 2025 | Savannah, GA



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Founded in 2010, with offices in San Francisco and Houston, Trellis Energy supplies the industry's only **all-in-one, end-to-end SaaS ETRM and ETMS platform** for all forms of natural gas, including RNG, LNG, and NGLs.

Your Solution Footprint from Wellhead to Burner-tip



Actively covering 42 states...





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Automation noun

au·to·ma·tion (o-tə-'mā-shən)

Automatically controlled operation of an apparatus, process, or system by mechanical or electronic devices that take the place of human labor.

Merriam-Webster

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Example : Monetizing RNG



Physical Gas → Pipelines → Sell at Market Prices

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Microsoft TV Ad (1990)

Created in 1985 ... and has changed relatively little in 40 years!

Life Ldd Taymula Tarmat Data Options Macro Window Help

1100

2200

3300

6600

1000

2000

3000

6000

2400

3600

390

NM

E 3 9 4 4

2 Tennis

Goð

4 Salari

5 Total

1992 01







Food For Thought



- Spreadsheets \rightarrow likely a place to automate
- When you see a spreadsheets, ask deeper questions...
- Accepting "it's always been that way" is a killer of progress!

"Where there's a will, there's a way..."