



“Where There’s a Will,  
There’s a Way...”

**SCOTT VOGAN** VP Sales

LDC Gas Forums Southeast | April 16<sup>th</sup>, 2025 | Savannah, GA





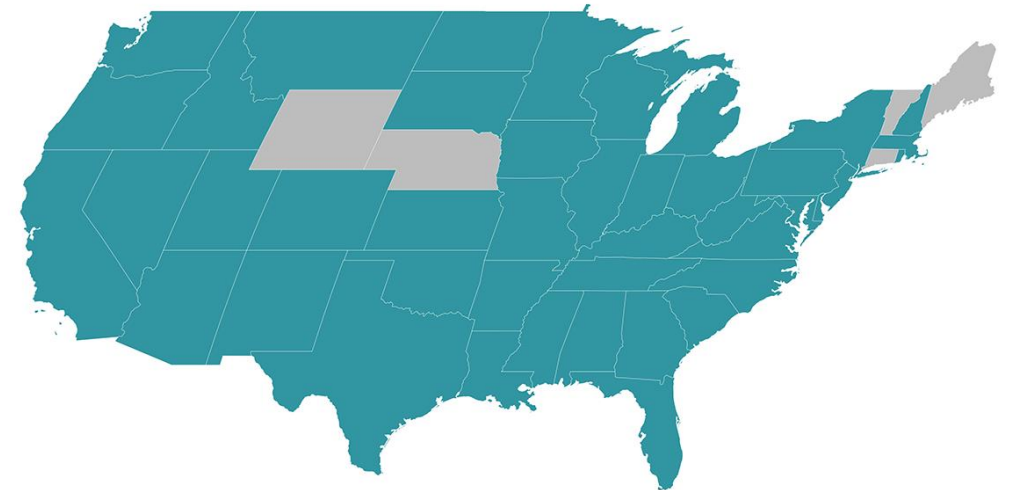


Founded in 2010, with offices in San Francisco and Houston, Trellis Energy supplies the industry's only **all-in-one, end-to-end SaaS ETRM and ETMS platform** for all forms of natural gas, including RNG, LNG, and NGLs.

### Your Solution Footprint from Wellhead to Burner-tip



### Actively covering 42 states...











# Automation

noun

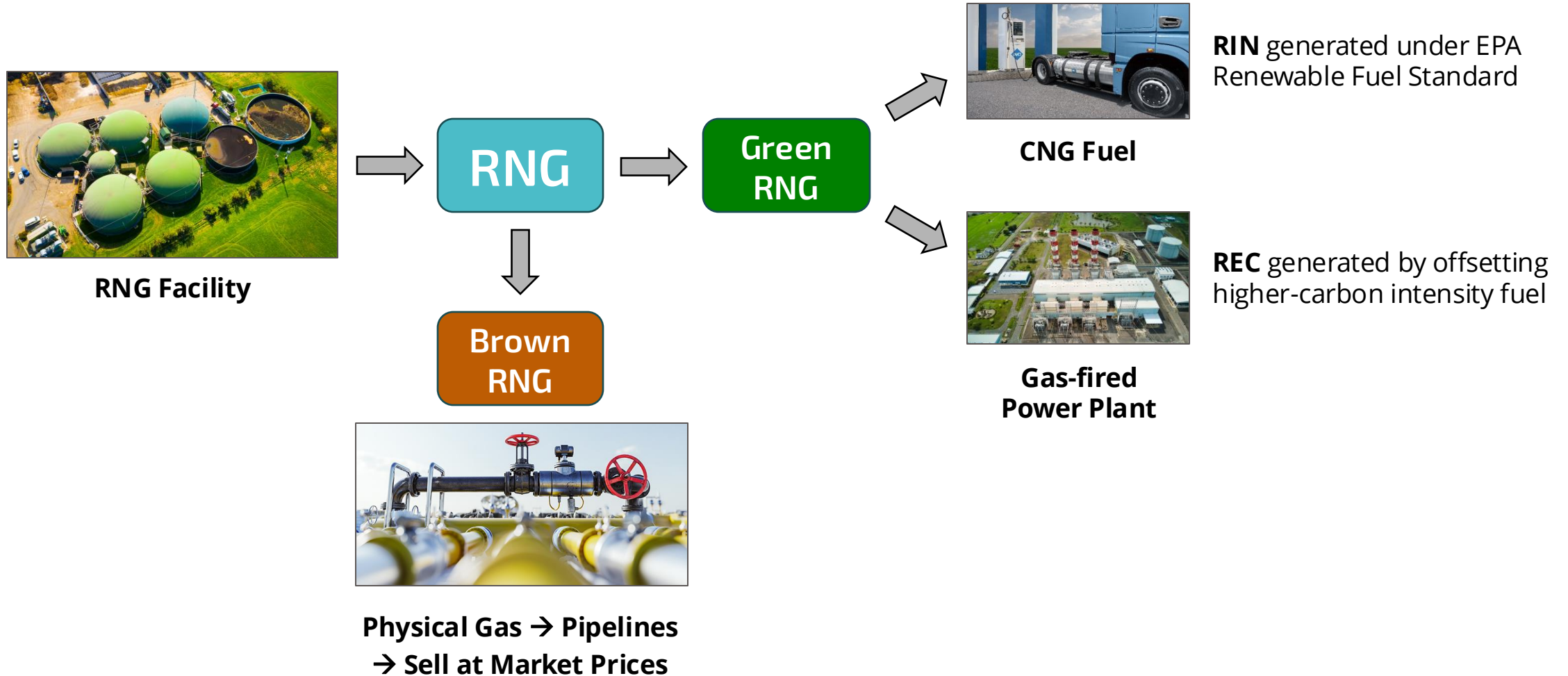
au·to·ma·tion (ò-tə-'mā-shən)

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

Merriam-Webster



# Example : Monetizing RNG



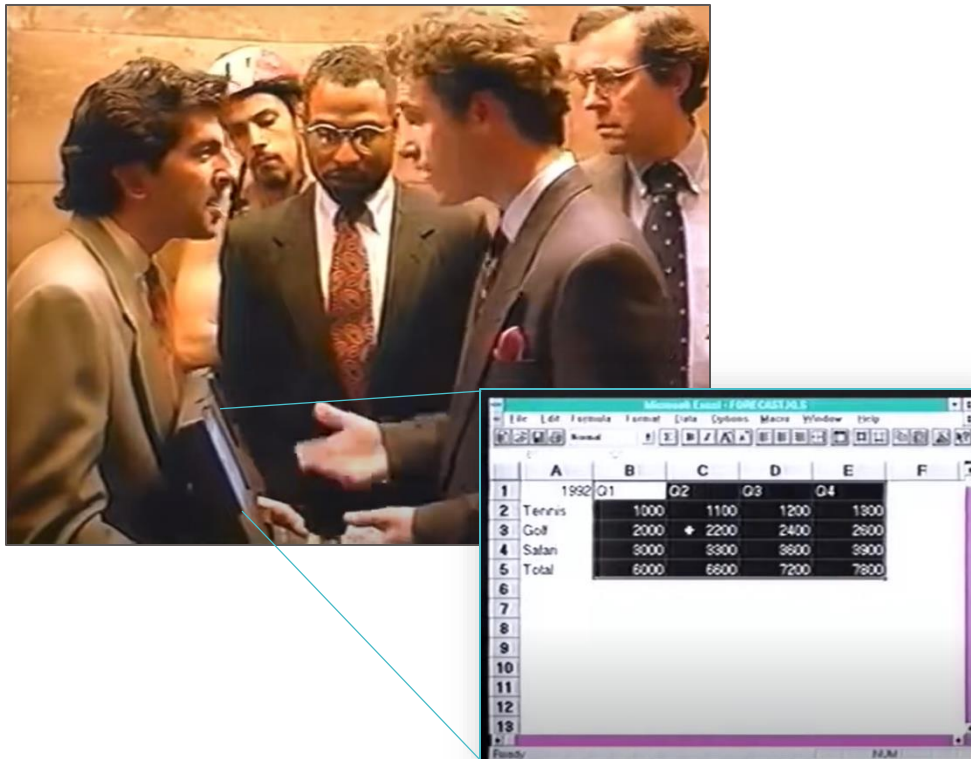


# Let's Talk Excel

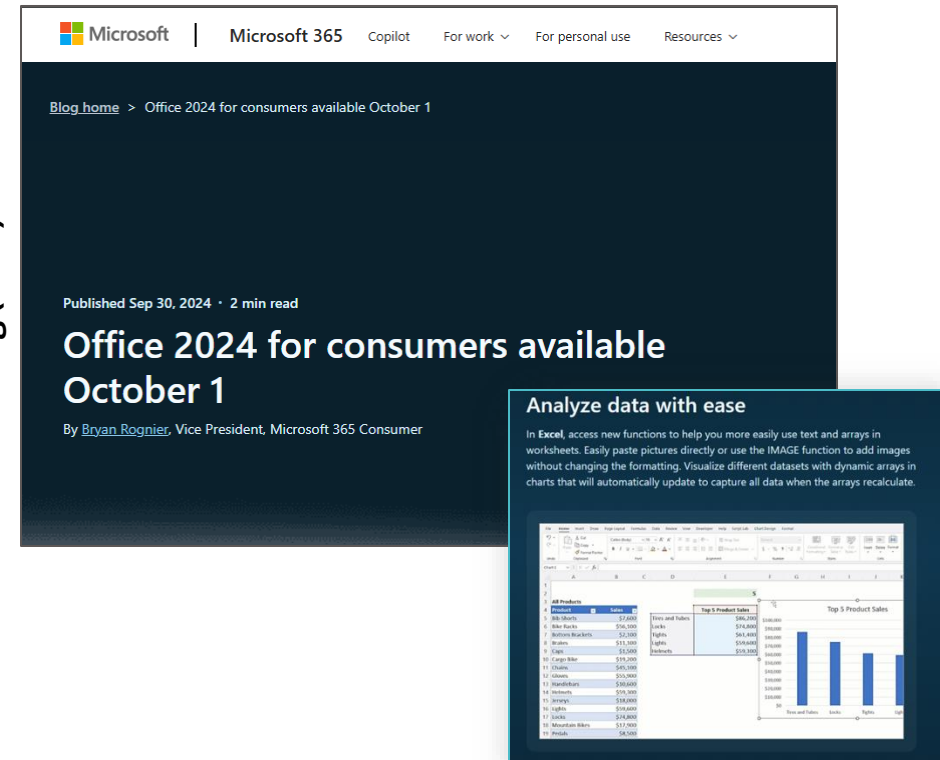


Created in 1985 ... and has changed relatively little in 40 years!

Microsoft TV Ad (1990)



Microsoft Blog (2024)







# Food For Thought

- Spreadsheets → 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... ”**