

Electric Cooperative Industry User Group

The load growth surge: planning for a demand boom



Your Speakers



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Agenda

- 1 The Challenge Today
- 2 Prophix One Use Cases
- 3 Prophix Demo
- 4 Breakout Session
- 5 Wrap-up & Next Steps

Housekeeping



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Q&A

Feel free to ask questions throughout the presentation

The grid has changed

Co-ops are being asked to make the biggest capital decisions in their history — with more uncertainty, and less time, than ever before.

\$7B+

RUS 2026 lending authority⁽¹⁾

Demand already exceeds the cap

~20%

Data center requests⁽²⁾

that actually materialize

2–3yr

Transformer lead times⁽³⁾

Capex commitments before cash flows

You're being asked to commit capital earlier, move faster, and manage more uncertainty than ever before

Managing this crisis requires a different approach to finance

Most co-op finance teams are managing these pressures reactively. Here's what proactive looks like.

Reactive — how most co-ops manage today



Proactive — what this environment demands

Revenue forecasting

\$7B+ RUS cap

Flat growth percentage applied to last year's actuals. One number presented to the board.



Driver-based model by member class and large-account. Revenue tied to real demand signals — not assumptions.

Capital planning

~20% materialize

Commit to infrastructure when demand feels certain. React to board questions with manual spreadsheet rebuilds.



Scenario-based capital plans modeled before commitments are made. Board sees a range of outcomes, not a point estimate.

Budget vs. actual

2–3yr lead times

Variance surfaces at month-end close. Finance chases explanations, rebuilds the forecast manually, delays response.



Variance tracked by driver in real time. Reforecast triggered immediately when actuals shift. Board always has a live picture.

Three things in Prophix One built for this moment

You already own these capabilities. Here's how leading co-ops are putting them to work.

01

Revenue Planning

Model kWh revenue by member class and large-account drivers. When a data center calls, your team can model the full revenue impact — by rate, volume, and start date — in hours, not weeks.

"How does your team currently forecast revenue?"

02

Scenario Planning

Run high/base/low demand scenarios simultaneously. Flip one input — the data center start date — and watch revenue, TIER, and capex all update instantly. This is the 'board-ready' moment.

"Can your board see a range of outcomes, not just one number?"

03

Budget vs. Actual

When revenue misses, see variance by member class — not one total. Commentary captured in-platform. One click to reforecast the rest of the year. No email chase.

"How long does it take to explain a miss to your board?"

Let's see how this works in Prophix...

Revenue Planning

Scenario Planning

Budget vs. Actual

Live discussion & breakout groups

Now we want to hear from you.

In breakout groups, discuss how you handle these challenges today in Prophix One, or discuss other use cases you have implemented in Prophix One.

What you can do next

Each of these steps will move you closer to the experience you saw today.

Connect with Prophix Team

Book time with your CSM/CAM

Meet with your CSM/CAM to identify where Prophix can help your team move faster. From driver-based revenue planning to scenario modeling, many of these capabilities may already be available within your existing platform investment.

Expand your platform

Connect your full platform

Prophix connects planning, consolidation, and reporting into a single environment. Each application you add reduces the number of systems your team has to manage.



Book a call with your account manager

Have a voice

Join the early access group

Give direct input on the roadmap, test new capabilities before general release, and ensure the product is built around how your team actually works.



This week

Visit the product & design team

We're here at the conference. Come find us, share your experience, and tell us what would make this indispensable for your team.

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Thank you!



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