

**EXHIBIT I.2.c.**

**Customer Value Management Results**

## **Customer Value Management Results**

Customer Value Management is a market research methodology that can help find out what drives customers' purchasing decisions, how loyal they are, and what factors would cause them to switch to a competitor. Measured over time, this valuable data can be extremely beneficial in helping you more effectively serve your customers.

This section summarizes the Customer Value Management methodology and the results from the survey of St. Joseph County businesses.

### **Introduction**

The basic philosophy behind Customer Value Management is:

- Customer satisfaction and customer loyalty depend on how customers perceive a firm's performance relative to other similar service providers; and
- It is possible to create an index of performance based on attributes that are important to utility customers, and mark for improvement those areas that provide the utility's customers with the greatest perceived performance improvement.

In this case, we have collectively defined "Utility Customers" as customers of the electric utility, local telephone company, cable television provider, Internet providers, and/or cellular telephone providers. The Customer Value Management methodology consists of three main steps:

1. Generating a list of attributes of service common to all five utilities and surveying customers to determine how important each of these attributes are to providing utility service.
2. Measuring initial customer perceptions of each utility's performance in each of these attributes of service.
3. Measuring, over time, how the perceived quality and price of each utility's service change in relation to their competitors.

## **Introduction (cont.)**

Intuitively, one would expect that generating greater perceived value, that is, high quality at a low price, would result in a high market share. Indeed, this has been repeatedly shown in industry studies. For the purposes of a feasibility study, a Customer Value Management approach is valuable because it shows:

- What attributes of communications services like telephone and Internet are viewed by customers as being “must-haves”,
- What attributes of communications services are most important to increasing customers’ happiness,
- How secure incumbent providers are in their market position, that is, how well their perceived quality is matched by their perceived cost of service.

## **Attribute Weights**

In order to understand the following data, one must first understand the difference between what customers say is important and the attributes that actually drive customer satisfaction, and how these different weights are interpreted.

- The “what customers say is important” weighting method involves asking the customer to rank each attribute in order of importance. Attribute weights obtained using this method tend to focus more heavily on those attributes, if any, that have become standard offerings of any company selling that service or product.
- The “what actually drives customer satisfaction” method uses statistical techniques to correlate the customers’ perceptions of the utility’s performance with overall satisfaction ratings. Attribute weights obtained using this method provide more of an insight as to the actual determinants of customer satisfaction.

This is not to imply, of course, that the attribute weights determined through the “what customers say” method are invalid or otherwise not valuable. Although doing well on those attributes weighted heavily according to this method won’t necessarily make the customer appreciably happier, neglecting these issues will have significantly negative effects. An analogy would be helpful.

Consider the market for lamps, and suppose lamps have four attributes:

1. Design
2. Brightness
3. Price
4. On/Off Switch

If a customer were asked to rank which of these attributes was most important, he or she would clearly rank having an on/off switch as an important feature. On/off switches are so common as to be considered standard features of lamps – very few lamps today lack an on/off switch. This attribute would be highly weighted based on what the customer said.

## Attribute Weights (cont.)

On the other hand, it probably isn't the case that whether or not a customer is satisfied with a certain lamp overall that this is because that lamp has an on/off switch. More likely, the customer is especially pleased with the design of the lamp, or some other attribute. Some attribute other than an on/off switch would be more highly weighted based on the importance derived using the "actual satisfaction drivers" method.

This difference is especially noticeable in the utility industry where the only direct interaction between the provider and the customer is through customer service. Most customers take the reliability of their service more or less for granted. Even though customers would recognize reliability as a very important attribute, their perceptions about the performance of the utility can be heavily influenced by interactions with the utility, especially the most recent interaction with the utility.

## Utility Comparisons

In the next section, we will provide comparison of the electric, telephone, Internet, cable television, and cellular telephone providers.

Figure 1 shows how, in the eyes of businesses, each utility is performing relative to other utility providers. We have shown both weighting methods.

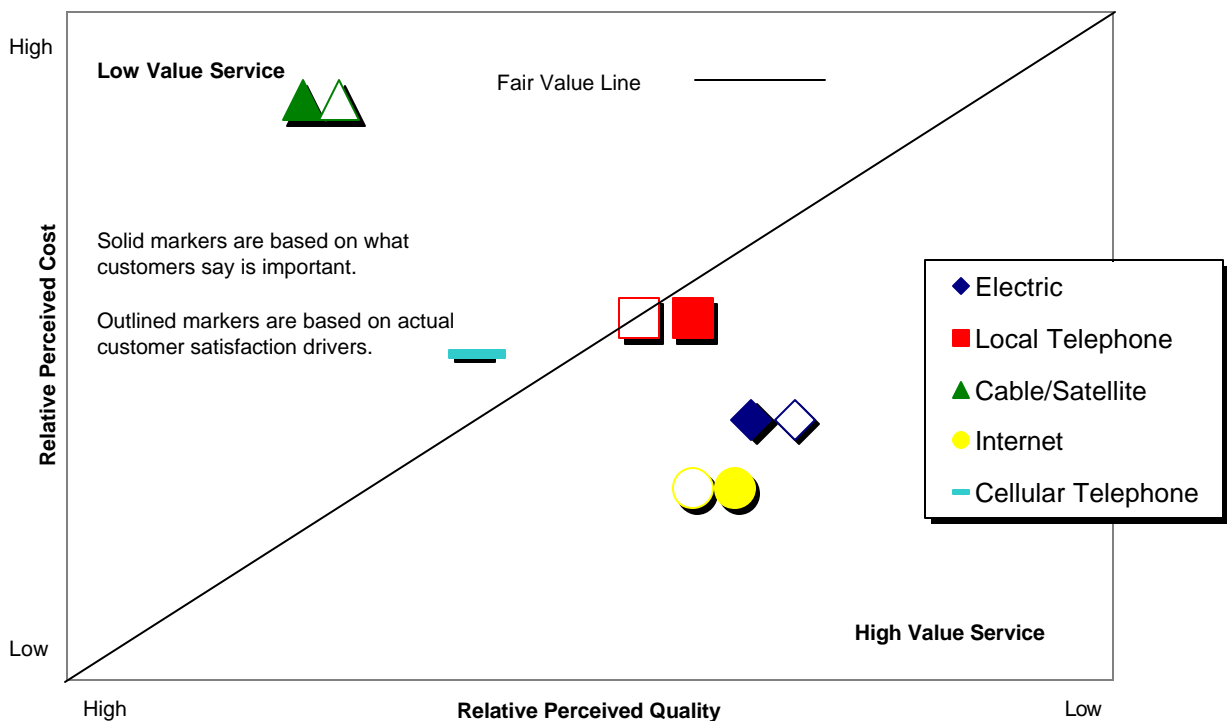


Figure 1 – Customer Value Map

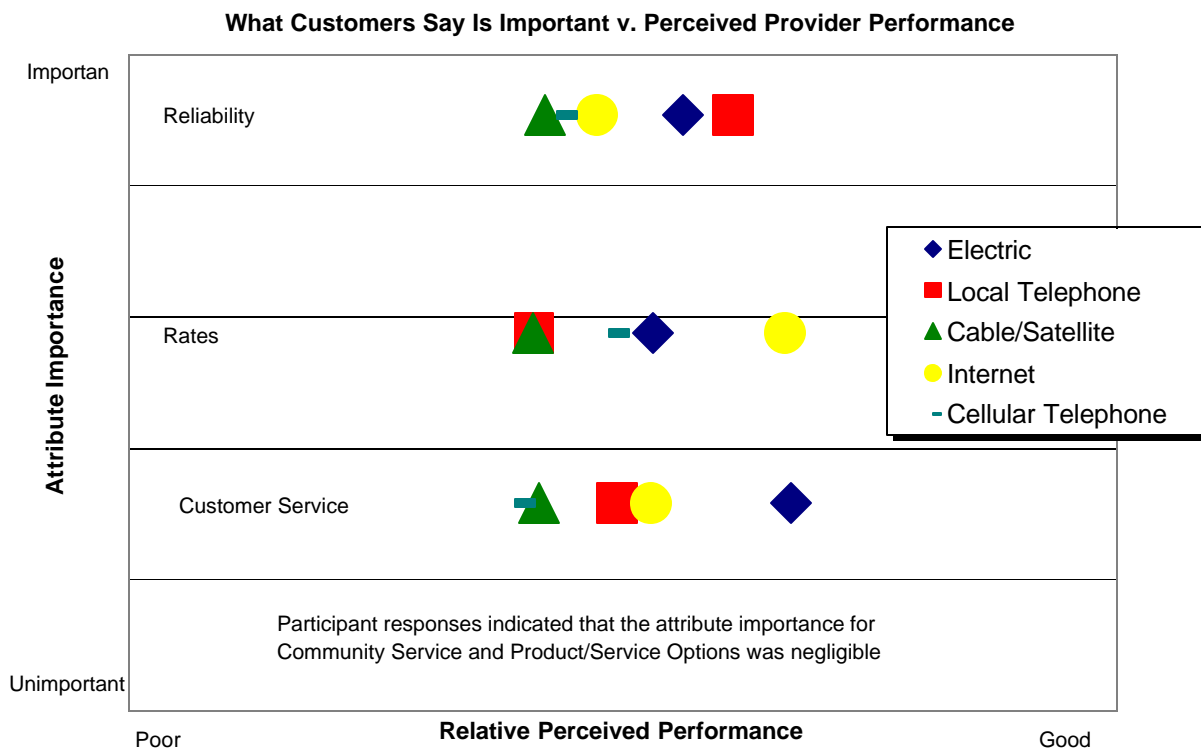
## Utility Comparisons (cont.)

In the figure above, the line in the middle represents the “fair value line”, at which the price paid for a service is exactly balanced by the quality of that service. Data points below this line indicate that that service provider is returning high quality, relative to the price of its service, to its customers.

The survey results show that St. Joseph County business customers perceive that the electric, local telephone and Internet providers are providing high-value service based on the criteria of cost and quality. They felt that the cable/satellite and cellular telephone providers are providing a low-value service.

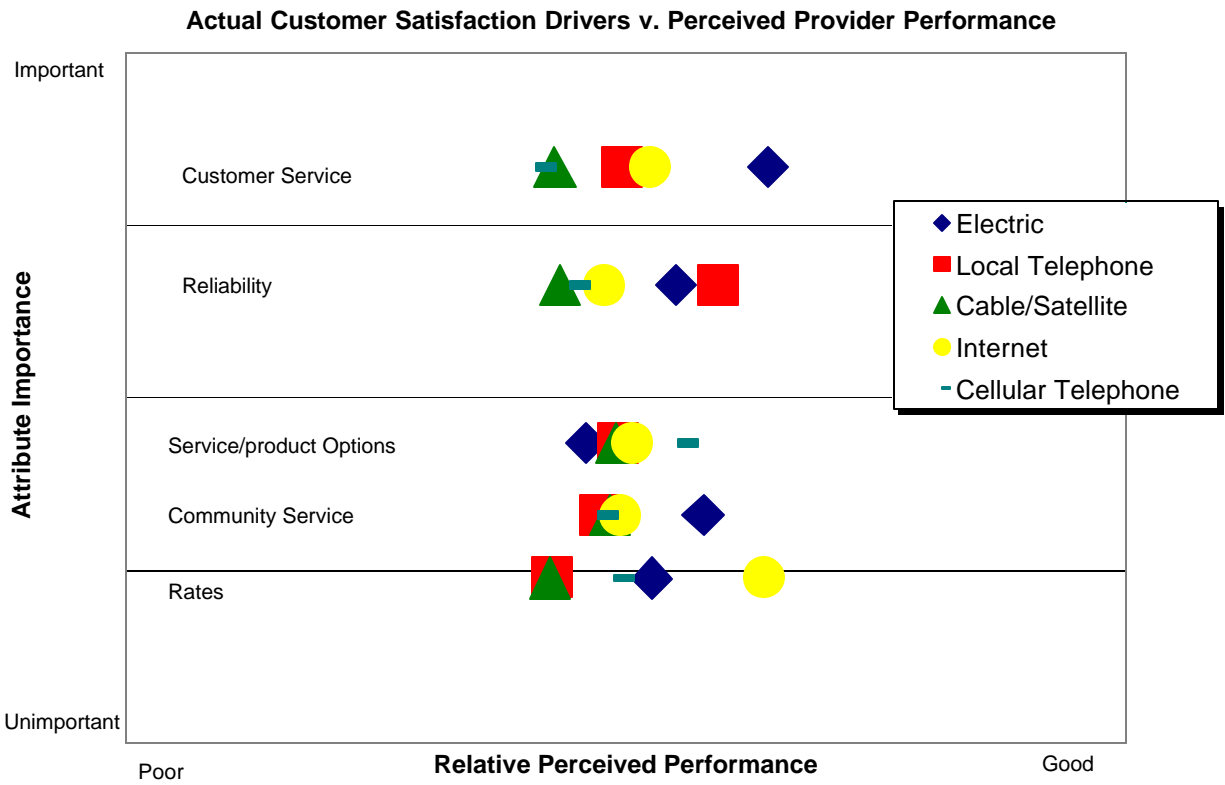
Figures 2a and 2b show that St. Joseph County businesses regard reliability to be the most important utility attribute using the “what customers say is important” weight method. Customer service surfaced as the most important attribute using the “actual customer satisfaction drivers” method.

- The electric provider scored best on the customer service attribute which surfaced as the most important attribute using the “what actually drives customer satisfaction” method.
- The Internet providers scored best in the rates category.
- The cable/satellite television providers were generally among the lowest performers in each attribute category.



**Figure 2a – Utility Attribute Weights and Performance**

## Utility Comparisons (cont.)



**Figure 2b – Utility Attribute Weights and Performance**

Table 1 presents the importance of the measured attributes. Most of the information in Table 1 repeats what has been shown in Figures 1 and 2, but we see here clearly the difference between the weighting systems.

**Table 1 – Attribute Weights Table**

	<b>What Customers Say is Important</b>	<b>Actual Customer Satisfaction Drivers</b>
<b>Utility Reliability</b>	45%	27%
<b>Utility Rates</b>	29%	10%
<b>Customer Service</b>	16%	33%
<b>Community Service</b>	5%	13%
<b>Product Options</b>	5%	17%

The sum of attribute category weights – that is, reliability, rates, customer service, community service, and service/product options – equals 100%.

## **Utility Comparisons (cont.)**

The “what customers say is important” weighting system shows that utility reliability is the most important utility service attribute category, according to business customers. This is followed by rates charged for service. The customer service weight is significant, but less than rates or reliability. Community service and service/product options weights are close to zero.

The “actual customer satisfaction drivers” weighting system, as mentioned in the introduction, gives an indication of which service attributes have the greatest effect on customer happiness. We see that customer service is of highest importance followed by reliability, product options, community service and rates.