Paul M. Hofmann
One Maynard Drive
Park Ridge, NJ 07656

Employment History

NUS Consulting Group June 2000 – Present

Tariff and Commodity Manager Manages the daily operations of the Tariff & Commodity Specialist Department. Facilitated the continuing issuance of new recommendations to NUS client
base throughout the United States. Updated and maintained a nationwide rate and tariff library including information from all investor-owned utilities, cooperatives, municipalities, federal, state
and local tax agencies and commissions. Responsibilities also included meeting with and evaluating
proposals from electric and natural gas marketers and brokers, particularly third party supply arrangements

Orange and Rockland Utilities, Inc. Apr 1981 – June 2000

Supervisor of Pricing Responsible for the analysis, development, and implementation of unbundled/alternative pricing structures and tariffs to meet corporate and regulatory goals in the reregulated/competitive utility environment. Hire, train, and supervise Tariff Administrator and Pricing Specialists responsible for the physical and electronic maintenance of the Company tariffs as
well as those of other companies. Responsible for the annual preparation of five-year corporate electric and gas revenue forecasts and reporting and analyzing monthly variances from actuals. Extensive interaction with regulators from New York, New Jersey, and Pennsylvania. Negotiate and
administer contracts between the Company and other parties for substation and transmission service, flexible rate service, cogeneration service, etc. Responsible for the Company's fuel and gas
cost adjustment mechanisms. Prepare testimony and exhibits for use in regulatory proceedings.

Pricing Supervisor Developed documentation for job requirements and designed
special training programs. Provided extensive hands-on training for new hires. Consulted with Marketing and Management to ensure prices support Company objectives. Directed the development of fuel and gas cost adjustments and supporting data for monthly/annual filings and reports. Conducted studies to determine feasibility of modifications to the fuel and gas cost adjustment clauses. Interpreted Company and competitive tariff schedules. Administered contracts
with customers and suppliers with respect to purchase, sale, or exchange of energy. Responsible for
Departmental forecasting and budgeting. Maintained/upgraded computer resources.

Market Planning Administrator Developed Key Accounts Program. Researched and identified major customers, analyzed product usage, and requirements, and established primary liaisons for executive staff and field personnel to provide optimal servicing of accounts.

Various Rate Department Duties

Education

Bachelor of Science Finance – Fordham University 1981

Michael Harris
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Park Ridge, NJ 07656
(201) 391-4300 extension 139

Employment History

National Utility Service, Inc. d/b/a NUS Consulting Group **July 1980 – Present**
Senior Rate Analyst
Responsibilities include the analysis of client invoices in order to verify utility calculations and determine more economical pricing options available. Writing reports advising clients of electricity and water/sewer cost reduction opportunities. Interact with utility representatives facilitating the implementation of the cost saving proposals on behalf of clients. Assist in the training of new employees as well as refresher training for current employees. Prepare surveys of average utility costs nationwide. Keep abreast of new developments in the electric and water/sewer industry as well as research utility and commission web sites in order to stay on top of new cost savings opportunities.

M. L. Rothchilds, Inc. **June 1975 – July 1980**
Department Manager
Managed day-to-day department operations for TSS Department Stores.

Education

Bachelor of Science Marketing – New York Institute of Technology 1980
MBA Finance – New York Institute of Technology 1984

Jeffrey D. Mlinscek
One Maynard Drive
Park Ridge, NJ 07656

Employment History

NUS Consulting Group April 2000 – Present

Position: Rate Analyst

Responsibilities: Review and analysis of client utility bills to ensure invoices are calculated correctly, the most economical rate schedules are being applied, and if applicable, pursue pricing options available from a third party marketers or broker. Create written reports to convey our recommendations to the clients. Assist our client consultants as they work to implement our cost savings recommendations with utility suppliers. Review utility sections of leases for those client locations whose electricity costs are governed by such documents. Ensure that Landlords are billing said clients in accordance with terms set forth in the lease. Keep abreast of new developments in the electric industry and monitor utility, commission and local tax agency web sites in order to stay on top of new cost savings opportunities.

Pearson & Evans Corporation August 1989 to April 2000:

Position: Senior Energy Analyst

Responsibilities:

Same as NUS.

Sears Roebuck Catalog Store September 1973 to August 1989:

Position: Manager

Responsibilities:

Ran day to day retail operations. Prepared reports/projections for Sears Home Office.

Education

DeWitt Clinton High School, Bronx, NY -1968

Fordham University, Bronx, NY – September 1968 – May 1969
September 1973 – May 1975
Completed equivalent two years in Accounting

Stephen Swaim

One Maynard Drive
Park Ridge NJ 07656
(201) 391-4300 extension 137

PROFESSIONAL EXPERIENCE

NUS Consulting Group **2008-Present**
Procurement Specialist
Responsible for project managing procurement of new and renewal natural gas and electric contracts on behalf of NUS clients. Responsibilities include gathering load data for bid process, submitting bids to third party providers and submitting results to analyst and consultants for client signature and timely contract execution.

EFS Structures, Inc. **2007-2008**
Project Manager
Responsible for project managing and supervising Northern NJ job sites, including new Hilton Homewood Suites. Responsibilities include coordination and tracking of materials, interface with distribution centers, general contractors and owners.
Notable Achievements: Successfully met significant milestones for completion of floor pours.

Telstra Inc.
Global Program Manager **2006-2007**
Responsible for project managing, tracking of all order flow for Telstra international orders in China, South East Asia, India and South America for top customers including; NOKIA, Kennametal and Rockwell Automation. Interface with all levels of Telstra as well as suppliers.
Notable Achievements: Successfully completed both the RA project as well as the Nokia SA collocation move.

Level (3) Communications
Customer Program Manager **2003-2006**
Responsible for project managing, tracking of all order flow and vender implementation of top accounts including; Verizon, Bell Atlantic and Net2 Phone, KDDI, Japan Telecom, Patriot Media, CSC Holdings. L3 products include; Dark Fiber, Collocation, Waves, Private Line, Voice, VOIP and IP services.
Notable achievements include: Involved in the successful implementation of the Verizon GNI nationwide Wave and National Long Haul Backbone network rollouts. Involved in customer migrations. Member of Voice TAG team. Involved with daily interaction with Sales and Operations to ensure efficient project management.

Fastnet Corporation

Senior IP Consultant **2003**

Responsible for supporting sales of all products and services to new and existing customers in the NYC area.

Notable achievements include: Awarded 'Rep of the month' for June with 163% of quota, 'Rep of the Month' for July with 136% of quota and 'Rep of the month' for August.

Teligent, Inc. **1999-2001**

Capacity Manager

A member of the North East regional team supporting the design, engineering of the 24 GHz RF, transport backhaul/wireline, and switch interconnection ATM backbone to wireless network. Managed the tracking of capacity of customer usage on existing network and inventory of venders. Ensured that pricing and term agreements with LEC venders were in agreement with regional budget.

Notable achievements include: Developed a regional capacity report to monitor existing customer usage for sales and marketing. Responsible for marketing this report tool aboard the USS Intrepid to the regional sales force. Acted as a Liaison with the regional RF engineers. Established weekly conference calls with each group that fostered an improved coordination process in the overall build-out of the network. Worked with the Regional Director to establish the overall process and procedures for regional order flow. The process became the model and standard for the company to follow. Involved in selection process of venders for efficient network build out.

MCI WorldCom **1993-1999**

National/Global Account Representative

A member of the NA Philips/Polygram, Bertelsmann/BMG , Bristol-Myers Squibb account team. Responsible for managing, tracking and support of all voice and data products including TDS, Frame Relay and 800 services. The project managing resulted in a consistent growth of new business exceeding the team quota by 117%. Winner of National trip Award 1997, Winner of NY Shark Club Award 1996, Winner of NY Shark Club Award 1995, Winner of the 100-Club Award 1993.

Notable achievements include: Took part in Strategic selling for Global/National accounts. Responsible for building relationships with key members of Operations and Implementation. Instrumental in the coordination of new voice and data 'cutovers' for demanding customers. Worked closely with customers and implemented seamless turn up of new MCI services. Worked closely with Business Development on RFP's and contracts. Addressed a dissatisfied important customer's concern regarding private line billing, met with the key decisions maker at their location to investigate the issue. As a result of the meeting and resolutions, the satisfied customer provided new orders averaging an additional $5,000.00 per quarter. Responsible for training a fellow colleague in a very short period of time; this elicited praise from the Senior Vice President.

Allnet Communications, Inc. **1989-1993**

Communications Specialist

Managed for over a year the top 150 revenue producing VIP accounts in Mid-Atlantic region. Responsible for the support and selling of switched voice and value-added services. Achieved Recognition of Excellence Award January 1993, Recognition of Excellence Award February 1993 and Top Communication Specialist for New Revenue 1992.

City Manager

Managed for over a year six Account Representatives in four regional offices, New York City, White Plains, Long Island and New Jersey. Duties included hiring, training and rep. development, production, reviews, forecasting, tracking, account attrition and product analysis, and customer escalation. Ensuring that regional sales force was properly alerted on new products and product enhancements.

Account Representative

Managed for over a year 150 New Jersey based switched voice accounts. Duties included sales, retention, and selling value-added features. Tournament of Champions Award - MVP for Retention June 1990.

Notable achievements include: Took part in periodic offsite presentations to various sectors of the company regarding "state of the region" achievement against corporate goals.

Cable & Wireless Communications, Inc. **1987-1989**

Senior Account Manager

Duties for 1 year included selling switch access services to businesses. Duties included selling and upgrading services for 40 highly visible accounts. Consistently achieved over 100% of quota.

Senior Marketing Representative

Duties for 1 year included selling switch access services to businesses. Achieved Honor's Club Award 1987.

Notable achievements include: Devised a cold call monitoring system that allowed for the tracking of all relevant prospective customer information. This highly organized and detailed system allowed for a consistently achieving 100% quota. As a result, Honors Club status was achieved and a promotion to Senior Account Representative level.

Education and Training

Kutztown University of Pennsylvania

BS Degree, Telecommunications 1986

Continuing Industry Education

Company sponsored training classes including; product, systems, industry and management

Fiber Optic Fundamentals sponsored by The Light Brigade

On going PM Certification

Skills

Microsoft Office suites, Visio, Clarify/Newtonian/SOMA, MetaSolv, Latis-Pro

References upon request

Stephen Schnaer
NUS Consulting Group
One Maynard Drive
Park Ridge, NJ 07656

Employment History:

Jan '06 to Present **NUS Consulting Group, One Maynard Drive, Park Ridge, NJ 07656**

Sr. Rate Analyst – Perform detailed audit and analysis of NUS clients' utility costs; develop and refine computerized analytical tools; develop recommendations to reduce clients' utility costs; create reports detailing recommendations and strategies for implementation; develop and maintain vendor supplier relations; conduct training seminars.

Mar '00 to Jan ' 06 **UtiliSave, LLC, One Radisson Plaza, New Rochelle, NY 10801**

Sr. Rate Analyst - Generate reports and consult with clients, utilities and marketers on implementing utility savings proposals. Research and uncover new income opportunities. Develop Excel spreadsheets with Visual Basic Applications to perform utility rate as well as marketer cost comparisons and generate savings participation invoices. Develop applications for scanning volumes of historical usage data and uncovering anomalies. Establish training manuals and train new personnel.

July '76 to Mar '00 **National Utility Service, Inc., One Maynard Drive, Park Ridge, NJ 07656**

1/89 – 3/00 **Tariff & Commodity Specialist** – Developed Excel applications to assist staff in analyzing utility costs. Edited and disseminated rate information for the analytical staff including commentaries on cost trends and breakeven scenarios. Interpreted and evaluated utility tariffs and offered consultation on rates and analysis. Prepared national surveys of utility costs. Conducted training classes on factoring and analysis of utility rate structures.

7/85 – 1/89 **Senior Account Executive** - Trained and supervised staff of Junior Executives. Formulated a comprehensive training program and streamlined work procedures.

7/76 – 7/85 **Account Analyst** - Energy cost consultant for commercial and industrial clients. Responsible for all aspects of client relations. Presented analysis reports and assisted in implementation of utility cost savings. Portfolio included a number of Fortune 500 clients.

EDUCATION: Kingsborough Community College - Two years' credits toward Associates Degree in Liberal Arts.

Abraham Lincoln High School - Academic Degree

Gary Mason
NUS Consulting Group
One Maynard Drive
Park Ridge, NJ 07656

Employment History:

Sept 2008 – Present **NUS Consulting Group, One Maynard Drive, Park Ridge, NJ**

Procurement Specialist- Compile, assess and tender client energy data for RFP process to energy suppliers; review supplier pricing offers and provide data in pricing matrix for client review; formulate purchasing methods and recommendations based on supplier offers; review with colleagues to ensure understanding of recommendations and assist in client interaction.

Jul 2007 – Sept 2008 **Assoc. Energy Consultant-** Manage assigned client portfolio to assist clients in implementing recommended energy cost reduction strategies; interact with clients via meetings, telephone and email; compile and generate reports on cost-saving opportunities; implement recommendations through client and supplier interaction; distribute billing for shared savings; assist clients in understanding current market situations and resolve local issues.

Jun 2003 – Jan 2008 **BuyBuy Baby Inc; 240 Rt. 17 N, Paramus, NJ**

Customer Service Specialist- Interact with customers to assist in purchases, returns and resolve issues; answer client questions regarding products and services; assist in scheduling deliveries to clients and offloading store deliveries; create and maintain sales displays; complete client transactions on cash register; interact with clients in person and via telephone to answer inquiries regarding products, services and store policies.

Education:

Aug 2002- June 2006 **King's College, Wilkes-Barre, PA**
B.A., History; minor Political Science

Paramus Catholic High School- Paramus Rd., Paramus, NJ
High School Diploma