

Northern Illinois Gas Company d/b/a Nicor Gas Company
Response to: Illinois Attorney General
Ill.C.C. Docket No. 10-0562
AG Second Set of Data Requests

AG 2.09 Q. What is the cost to Nicor incurred to date for the work provided by Bass & Associates for the plan presented in this docket? How much did Bass & Associates bill the Company for the development and performance of a market potential study?

AG 2.09 A. Nicor Gas conducted seven Scope of Work (SOW) contracts with Bass and Company Management Consulting (Bass). Costs incurred thru November 1, 2010 for each are as follows.

<u>SOW</u>	<u>SCOPE</u>	<u>Expenditure</u>
SOW1	Business Launch	\$ 183,451
SOW2	Business Model Design	\$ 326,642
SOW3	Market Potential Study	\$ 486,858
SOW4	Stakeholder Management	\$ 104,963
SOW5	EE Plan Development	\$ 613,169
SOW6	Operational and Technical Design	\$ 323,569
SOW7	Regulatory Support	\$ 156,980
		\$ 2,195,632

Descriptions of the seven SOW's are as follows:

- SOW1 – Business Launch – includes project planning, budgeting, governance, education and reporting across the entire project.
- SOW2 – Business Model Design – Assessment of Nicor Gas' current operational and technology capabilities including financial, audit, communication, procurement and customer care functions. Development of business model options and recommendations for Nicor Gas' future design.
- SOW3 – Market Potential Study – Survey of over 1000 customers and trade allies, analysis of available energy savings technologies, baseline development of appliance saturations and building stock in Nicor Gas' service territory, development of customer demographics, cost-benefit analyses and other territory specific information to support technology selection and design.
- SOW4 – Stakeholder Management – identification of strategic stakeholders, development of key issues for positioning and communicating to stakeholders.
- SOW5 – EE Plan Development – Program design portfolio goals and benefits, program and measure cost-effectiveness, integration with other parties, identification of support requirements.

- SOW6 - Operational and Technology Design – Process flows, technology architecture, support functions alignment.
- SOW7 – Regulatory Support – Data requests, expert testimony, and overall support during the regulatory approval process.

Witness: James J. Jerozal Jr.