

Andrew Trump

Executive Consultant

Mr. Trump has over 23 years of experience working with utility and energy organizations. He has a broad understanding of North American energy markets, experience leading business development licensing activities for a major North American merchant power plant developer, and expertise in Smart Grid and Advanced Metering Infrastructure (AMI). Mr. Trump has supported utility clients in the following:

- Overall account leadership to the business team in the creation of smart metering infrastructure strategy, business cases, and project evaluations
- Leadership and responsibility for teams of expert witnesses in complex electric utility regulatory licensing and project approval proceedings
- Preparation and delivery of testimony to regulatory agencies in areas of power plant development and smart metering
- Creation and delivery of detailed financial analysis to support smart metering and generation project valuation
- Comprehensive sourcing (supply chain) support, including RFP solicitation strategy, contracting process management, RFP development, pricing evaluations, and contract negotiations support (facilitation, negotiation lead, pricing and value analysis, contract development)
- Development of smart metering assessment plans in support of regulatory funding approvals

Mr. Trump has experience representing railroads, merchant power station and electrical transmission projects and rulemaking matters before decision makers at the California Public Utility Commission, the California Energy Commission (CEC), the California EPA, the California Coastal Commission, the California State Lands Commission, various regional California Regional Water Quality Control Boards, the South Coast Air Quality Management District, and the California Air Resources Board. He has authored and provided testimony in power plant development projects, and has led teams of expert witnesses in these matters before the CEC and other authorizing agencies. He has represented these projects in public relation events, negotiation settings with government agencies responsible for land use decisions and mitigation agreements, and public workshop settings. Mr. Trump has led clients in highly visible public events at the local level before motivated and organized audiences on contentious power plant citing cases.

Since 2008, Mr. Trump has applied his regulatory energy project experience to Smart Grid. He has represented clients in regulatory affairs on smart metering issues, authoring testimony for utility managers, helping to create meaningful regulatory strategies for smart metering projects, and preparing analysis used in internal valuations and external proceedings. He represented one client at a hearing before its public commission regarding approval of its proposed AMI Pilot program.

Mr. Trump's background includes positions with Duke Energy North America (Director, Project Development), Schlumberger/CellNet Data Systems (Senior Manager, Business Development), California Environmental Associates (Senior Consultant), and Bain & Company (Associate

EXECUTIVE CONSULTANT

Specialization:
Smart Grid and AMI

Office Location
Philadelphia, PA

Education

- BA, Physical Sciences/Economics, (Honors) Harvard University
- Masters in Public Policy, George Mason University, Arlington, VA
- Professional Certificate in Project Management, UC Berkeley Extension

Year Career Started
1985

Year Started with B&V
2010

Consultant). He also spent two years working in Malawi, Africa for an organization working on rural water projects.

PROFESSIONAL EXPERIENCE

Black & Veatch | 2010 to Present

Executive Consultant

Enspira Solutions, Inc. | 2008 to 2010

Executive Consultant

Duke Energy North America | 2000 to 2008

Director, Project Development

Schlumberger/CellNet Data Systems | 1996 to 2000

Senior Manager, Business Development

Marketing Manager

California Environmental Associates | 1988 to 1996

Senior Consultant

Bain & Company | 1984 to 1985

Associate

PROJECT EXPERIENCE

Alliant Energy

Mr. Trump developed Alliant Energy's AMI/MDMS Business Case financial model and RFP commercial and pricing tools, and led the evaluation of vendor pricing.

Anaheim (CA) Public Utilities

Mr. Trump developed Anaheim's MDMS Business Case financial model and RFP commercial and pricing tools, and led the evaluation of vendor pricing.

Baltimore Gas & Electric (BGE)

Mr. Trump developed BGE's AMI "operational" Business Case financial model and RFP commercial and pricing tools, and participated in the evaluation of vendor pricing. He facilitated and supported BGE's evaluation of vendor proposals, and facilitated vendor negotiations in several areas of the AMI initiative. He also provided guidance and oversight of the cost and operational benefit models used to support BGE's regulatory filings.

BC Hydro

Mr. Trump provided strategy consulting services in the development of the company's Smart Metering Business Case and its RFP development and contracting processes

Cleco Power LLC

Mr. Trump led an engagement resulting in the development of CLECO's initial Smart Meter Business Case and project valuation.

Commonwealth Edison (subsidiary of Exelon)

Mr. Trump provided leadership and analytical and modeling subject matter expertise in the development of ComEd's Smart Meter Business Case and project valuation.

ENMAX (Calgary)

Mr. Trump provided strategy consulting services in support and development of the Company's Smart Metering Business Case, facilitating workshops in areas of costs and benefits, and developing the business case financial model used to assess project economics.

PECO (subsidiary of Exelon)

Mr. Trump provided strategy consulting services in support and development of the company's Smart Metering Business Case and Smart Metering Plan filed with the Pennsylvania PUC. He continues to provide consulting support for PECO's strategic and financial evaluation of AMI gas and electric services.

Pepco Holdings, Inc.

Mr. Trump developed key updates to the company's AMI Business Case financial models. He developed the strategy for RFP solicitation, led the evaluation of vendor commercial responses including the evaluation of pricing, and led various parts of the company's negotiation efforts leading to smart meter service contracts, including the development of key contract elements such as warranty, performance measures, and incentive structures.

San Diego Gas and Electric

Mr. Trump developed key updates to the company's AMI Business Case financial models. He participated in the development of the strategy for RFP solicitation and led the evaluation of vendor community commercial responses including the evaluation of pricing, warranty, performance measures and incentives.

Southern California Gas

Mr. Trump developed the materials for the company to use in the evaluation of vendor responses and facilitated the review of materials and the vendor interviews.

Southern Maryland Electric Cooperative

Mr. Trump provided strategy consulting services leading to the development of a comprehensive Smart Meter and Demand Response Plan. He led the development of the company's financial business case, authored materials used for hearing, and represented the utility before the Commission in consideration of the client's AMI Pilot proposal.

PUBLICATIONS AND PRESENTATIONS

Advanced Metering Infrastructure (AMI) Evaluation, Completed for Commonwealth Edison Company (ComEd), June 2011. (This report is publically available).

"The DR and Smart Grid Industry Speaks (Roundtable)." 2011 National Town Meeting on Demand Response and Smart Grid.

“Smart Grid: Technologies and Economics.” (Co-presented with Bill Kemp, Black & Veatch), Wall Street Utility Group, July 2010.

“Where is Smart Grid Going From Here.” *Pennwell Smart Grid eNewsletter*, July 2010.

“Business Case Tradeoffs: Shaping Long-term Smart Grid Strategy.” *Public Utilities Fortnightly*, June 2010.

“Smart-Grid Stimulus: Utilities hurry up and wait to apply for grant money.” *Public Utilities Fortnightly*, June 2009.

“Planning for AMI/Smart Grid Adoption in a Difficult Economic Climate.” *Electricity Today*, April 2009.

“Planning Guide for AMI: How to manage the metering selection process.” (Co-author Ivo Steklac), *Public Utilities Fortnightly*, September 2007.

Extensive public record of reports and testimony is available for the Duke Energy LLC Morro Bay Power Plant Re-licensing effort, a proceeding before the California Energy Commission. See Application for Certification before the California Energy Commission for the Duke Energy LLC Morro Bay Power Plant Re-licensing effort. (Contributions date from January 2000 through 2002). The public record includes the extensive Application for Certification (AFC). Mr. Trump was responsible for authoring or overseeing the authoring of the docket contained in this case during this time period.

Application for Certification before the California Energy Commission for the Duke Energy LLC Chula Vista Power Plant Re-licensing effort. (Mr. Trump’s contributions date from 2003 to 2006).