

ATTACHMENT 7

ResCom Energy LLC Illinois's Managerial Qualifications Pursuant to the Illinois Public Utilities Act Part 451.340

ResCom Energy, LLC was formed in August, 2009 by David Cohen to become a retail electric supplier in Connecticut. Since then, ResCom has enrolled almost 200,000 customers in Connecticut (Docket #100906), Maryland (Docket #126895), New Jersey (Docket #EE10120946L) and Pennsylvania (Docket #A-2011-2220388). ResCom Energy is licensed by FERC (Docket #ER09-1423-001 and #ER09-1423-002) and is a participant in the New England Power Pool (NEPOOL Participant Number 51254) and PJM (Org. ID 17114). ResCom Energy, LLC is a wholly-owned subsidiary of ResCom Holding Company, Inc. which is 100% owned by David Cohen. Through common ownership, ResCom Energy is closely affiliated with Standard Oil of Connecticut, Connecticut's largest independently owned heating oil company.

In addition to founding ResCom Energy, Mr. Cohen is an owner of Standard Oil of Connecticut, Inc. and Standard Security Systems (one of Connecticut's largest electronic security companies). Together, the Standard companies service over 35,000 customers in the Connecticut marketplace and have over 250 employees. In 2007, Standard Oil won all four first place awards from the Connecticut Better Business Bureau for marketplace ethics, consumer education, web site marketing and superior service. Standard Oil was also one of five finalists, along with eBay, CarMax and Kraft Foods, for the International Better Business Bureau awards.

For the past 21 years, Mr. Cohen has managed the operations of Standard Oil and, as such, has extensive experience in managing the sales, marketing, purchasing and delivery of retail-oriented, energy-based products and services. Mr. Cohen also serves on the board of directors of Betatronics, Imedx, Setem Technologies, and SOMS Technologies. Mr. Cohen holds a BA from Harvard College and an MBA from the Harvard Business School.

The operations of ResCom Energy are managed by an outstanding team of professionals with extensive experience in operations, finance and energy scheduling and procurement. Mr. Cohen is assisted in the management of ResCom Energy, by Marc Kippur. Mr. Kippur has over 22 years of experience as Chief Corporate Economist, Pricing Manager, Risk and Commodity Market Strategist, Director of Risk Management and Supply with energy companies such as Keyspan Energy and Total Gas & Electric. Marc is an expert in procurement, hedging, and risk assessment.

ResCom Energy's procurement, scheduling and hedging activities are managed by GP Renewables & Trading, LLC under the direction of its president, Gabriel Phillips. Mr. Phillips has over seven years' experience working in the electric energy regulation system working in all aspects of the alternative energy supplier industry including as a load scheduler and buying and selling electric energy in wholesale

markets. He has worked extensively with both retail electric suppliers and electric generation utilities in various jurisdictions including Connecticut, New Jersey, Pennsylvania, and New York. He advises his clients on all elements of regulatory compliance, including electric system operations, buying and selling energy, renewable energy credits, and associated products in wholesale markets. Prior to founding GP Renewables, Mr. Phillips was an energy trader with Sempra Energy. Mr. Phillips is an engineering graduate of Johns Hopkins University.

ResCom Energy's ESI transactions are managed by EC Infosystems, Inc., the leading provider of ESI solutions in the alternative retail electric supplier industry. EC Infosystems provides billing and EDI services in 19 states to over 70 utilities and 150 customers. Transaction management is provided through EC Infosystems' EC-Central (online portal for Transaction Entry), True Track (Free Tracking Portal) and Utilibill technology solutions. Among other services, EC Infosystems provides back office support for account assignments, payments, customer enrollments, tracking current and historical usage, and remittance advice to ResCom Energy.

ResCom Energy's customer support services are provided under the direction of Guy Ferraiolo of Positive Energy Electric Supply, LLC. Mr. Ferraiolo is a highly accomplished operations manager with over 30 years of operations management experience including serving as Vice President of Operations for US Surgical, a leading worldwide manufacturer of medical products.

Key support functions for ResCom Energy, including accounting, finance and information technology, are provided by ResCom Energy's affiliated company, Standard Oil of Connecticut. Standard Oil's accounting and finance functions are supervised by its Chief Financial Officer, Ramy Peress. Mr. Peress holds a BA in Accounting from Tel Aviv University and an MBA from the University of Bridgeport. Mr. Peress is a Certified Public Accountant (CPA) and has been chief financial officer of Standard Oil for over 25 years. Standard Oil's information technology department is supervised by its Chief Information Officer, Bishad Ghimire. Mr. Ghimire holds BS and MS degrees in Computer Science and Electrical Engineering from the University of Bridgeport.

Name: David Cohen
Position: President
Business Address: 20 East Avenue
Bridgeport, CT
Norwalk, CT 06610
Business Phone: 203-334-5532 x3012

Name: Marc J. Kippur
Position: Director
Business Address: 22182 County Road 250
Live Oak, FL, 32060

Business Phone: 386-658-1353

Name: Ramy Peress
Position: CFO
Business Address: Standard Oil
20 East Avenue
Bridgeport, CT, 06610
Business Phone: 203-334-5532

Name: Bishad Ghimire
Position: CIO
Business Address: Standard Oil
20 East Avenue
Bridgeport, CT, 06610
Business Phone: 203-334-5532

Name: Gabriel Phillips
Position: CEO
Business Address: GP Renewables & Trading
123 Morningside Dr. S.
Westport, CT 06880
Telephone: 203-216-8081
Fax: 203-295-3794

Name: Guy Ferraiolo
Position: COO
Business Address: Positive Energy electricity Supply, LLC
751 Straits Turnpike
Suite 2000
Middlebury, CT 06762
Telephone: 203-725-0803
Fax: 203-528-0251

Name: Mohan Wanchoo
Position: President
Business Address: ECInfosystems, Inc.
200 Garden City Plaza, Suite 210
Garden City, NY 11530
Telephone: 513-739-1001
Email: mwanchoo@ecinfosystems.com

David S. Cohen

54 The Circle, Easton, CT 06612
dcohen@standardoil.net · (203) 374-3191

education

1982-1984

HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION
BOSTON, MA

Graduated with Master in Business Administration, June 1984. Member of Management Consulting Club and Marketing Club. Founded HBS Printing And Distribution Concession.

1976-1980

HARVARD COLLEGE
MA

CAMBRIDGE,

Graduated Bachelor of Arts *cum laude* in Biology, June 1980. Served as President and Chairman of Harvard Student Agencies, Inc., a student-run company with 9 business agencies, including the Let's Go! budget travel guide series. Harvard Student Agencies employed over 1000 Harvard Students.

experience

1991-present

STANDARD OIL OF CONNECTICUT, INC.
CT

BRIDGEPORT,

Executive Vice President and Co-Owner

Responsible for day to day management and long range planning for this leading supplier of heating oil in southwestern Connecticut. Grew active oil accounts 100% through organic marketing. Also founded the Standard Security Systems division, currently one of the leading home security companies in Connecticut. Standard Oil currently serves over 35,000 residential, commercial and municipal accounts. In 2007, Standard Oil won all four first place awards from the Connecticut Better Business Bureau for marketplace ethics, consumer education, website marketing and superior service.

1989-1991

LRF INVESTMENTS, INC.
MA

NEWTON,

Vice President

Responsible for evaluating, consummating, and monitoring venture capital investments.

1987-1989

SHAWMUT NATIONAL CORPORATION, NA
MA

BOSTON,

Vice President

Responsible for initiating and consummating investment banking activities for this leading New England bank. Successfully completed numerous capital raising, leveraged buy-out, mergers and acquisition, and business valuation assignments.

1984-1987

LEGAL SEA FOODS, INC.

ALLSTON,

MA

Chief Financial Officer

Responsible for all financial and planning activities for this chain of sea food restaurants. Implemented menu pricing, cost accounting and transfer pricing systems that significantly improved profitability. Negotiated leases and oversaw development of two additional restaurant locations.

Mr. Marc J. Kippur
ResCom Energy LLC

Telephone: (386) 658-1353

Email: mkippur@rescomenergyllc.com

Mr. Kippur has over 22 years experience in the energy industry including holding positions within KeySpan Energy, a New York Headquartered utility, as Chief Corporate Economist and Director of Risk Management and Trading. In addition Mr. Kippur has held numerous positions with deregulated energy companies including positions as Pricing Manager, Commodity and Market Strategist and Chief Risk Officer.

Mr. Kippur has also served as an expert witness in support of rate testimony in front of the New York State Public Service Commission. Mr. Kippur holds an MPA and former commissioned service in the US Army.

BISHAD J. GHIMIRE

29 UNITED PLACE, SHELTON CT 06484

Tel: (203)520-8978 Email: BGHIMIRE@STANDARD OIL.NET

EDUCATION

M.S. in Electrical Engineering	<i>May 2004</i>
University of Bridgeport. Bridgeport, CT. [GPA 3.9/4.0] <i>Thesis: Real-Time Content Analysis and Smart Archiving for a VoIP based Call Center.</i>	
B.S. in Computer Engineering	<i>Dec. 2000</i>
University of Bridgeport. Bridgeport, CT. [GPA 3.2/4.0]	
Intermediate in Science (I.Sc.)	<i>May 1995</i>
Tribhuvan University. Kathmandu, Nepal. [First Class]	
CERTIFICATE PROGRAMS:	
Computer Communications and Networking	<i>Dec. 2003</i>
Microelectronics and Computer Architecture	<i>May 2000</i>

PROFESSIONAL EXPERIENCE

Standard Oil of Connecticut, Inc. Bridgeport CT. *May 2004 – Present*
Chief Information Officer

Provide strong leadership and broad business intelligence in developing and implementing technology driven solutions for a \$175+ million dollar company and its affiliates. Manage IT staffs, consultants and vendors to research, design and implement enterprise-wide solutions with a broad array of distributed systems, applications, secure voice and data networks. Work with senior management in streamlining and automating business processes. Architected, managed and developed several custom, cutting-edge and high ROI systems including:

- *AGNEE*, a completely paperless, distributed wireless application for managing the entire process of delivering heating oil, including routing, dispatching, GPS mapping and tracking, transaction processing, accounting and payroll. *AGNEE* is now being licensed to other petroleum delivery fleets with thousands of delivery vehicles. System boosted productivity and significantly reduced costs.
- *SURYA-OIL*, a Web/IVR based real-time solution for enrolling and managing retail oil-contracts, and payment processing with integrated Bank of America services. System eliminated the old paper-based process, provided a real-time inventory analytics and lowered financial risks.
- *XPERT*, an artificial intelligence based self-learning wireless application for managing and dispatching field service technicians, including best-fit task routing, inventory tracking, automated billing and accounting. System improved field service productivity, lowered operation costs and automated back-office tasks.
- *INDRAA*, a software solution to streamline and automate end-to-end sales. System provided unified sales database for tracking hundreds of thousands of consumer prospects and streamlined the account set up process, including forecasting oil consumption, checking credit and automating correspondence.

School of Engineering, University of Bridgeport. Bridgeport CT.
Graduate/Teaching Assistant

Jan. 2002 – Dec. 2003

Worked with the Dean of the School of Engineering in implementing and completing e-content and e-assessment projects. Helped design a web-based system/software for performing complete electronic assessment of the undergraduate engineering programs both for ABET and CSAB accreditation. Assisted the dean in teaching undergraduate engineering courses by lecturing and conducting help sessions, creating and grading assignments, projects and exams.

Cisco Systems. San Jose CA.
Hardware Design Engineer

Feb. 2001 – Aug 2001

Designed boards for midrange routers which involved schematic capture and FPGAs. Performed unit testing of the designed boards. Involved in a re-spin based board design of an ISDN BRI daughter card (BRI WIC). Participated on projects with a team of engineers in the specification, design, development and testing of WICs, network modules and daughter cards.

Pitney Bowes. Shelton CT.
Test Engineer

Feb. 2000 – Jan. 2001

Managed systems test lab for hardware and software testing. Coordinated software development testing in the simulation lab. Improved quality assurance procedure for the *Click Stamp Online Technology*. Configured network segment/systems and simplified software testing environments. Researched and revised competitive analysis.

TECHNICAL SKILLS

Development: Verilog/VHDL/SPICE, .Net (C#, ASP, ADO), Shell Scripting, Java Script, Web Design.

Platforms: Windows XP/7 & 2003/2008, Linux, Cisco IOS.

Database: SQL Server 2005/2008.

Design Tools: Altera, Xilinx, Schematic Capture [ViewDraw, ORCAD], Synplicity [Synplify, Synplify Pro], Mentor Graphics Suite, Leonardo Spectrum, Modelsim, HDL Designer, System View, MATLAB, Mathematica, VDSP++, VS .Net 2008 suite, Macromedia Studio 8 suite.

Networking Protocols/Services: Network Management [Microsoft, Cisco IOS & Internetworks], Routing & Switching, TCP/IP, LAN/WAN, Wireless Networks, Active Directory, Remote Access and VPN, Enterprise Network Security [Firewalls, Anti-X, Mail Security], Telephony Applications and VoIP, Enterprise Data Backup/Replication & Recovery.

PUBLICATIONS

- Lawrence V. Hmurcik, Bishad Ghimire, Guerman Tchistakhodov, Kirankuman Vasudevan, "Using LVDS Logic Architecture in a Digital Course/Lab," to appear in the IEEE Transactions on Education.
- T. Sobh, R. Mihali, B. Ghimire, K. Vovk, G. Gosine, P. Batra, "Web-controlled Devices and Remote Manipulation: Distance Learning Case Studies." International Journal of Robotics and Automation, Vol. 17/number3/2002.
- T. Sobh, R. Mihali, B. Ghimire, K. Vovk, G. Gosine, P. Batra, A. Singh, S. Pathak, "Case Studies in Web-Controlled Devices and Remote Manipulation." In Proceedings of the International Workshop on Intelligent Data Acquisition and Advanced Computing Systems: Technology and Applications (IDAACS 2001), Foros, Crimea, Ukraine, July 2001.

- T. Sobh, A. Abuzneid, B. Ghimire, K. Vovk, G. Gosine, P. Batra, A. Singh, S. Pathak, T. Tomas, A. Rosca and R. Mihali, "Case Studies in Web-based Robotics, Automation and Prototyping." In proceedings of the AMSE Conference on Science, Technology and Entrepreneurship, Washington, D.C., October 2000.

CONFERENCE PRESENTATIONS

- "AGNEE – An Adventure In Do-It-Yourself Wireless Systems," D. Cohen and B. Ghimire. Presented at 6th Annual Wireless and Mobile Technology Conference, Orlando, FL. [April 2008]
- "Internet Controlled Robotic System," K. Vovk and B. Ghimire. Presented at ASEE (American Society for Engineering Education) Annual Conference, University of Massachusetts at Lowell. [April 2000]

AWARDS & ACHIEVEMENTS

- Academic Achievement in Electrical Engineering (For Top Student in M.S. Program), University of Bridgeport. 2004
- Who's Who Among Students in American Universities & Colleges. 2003 – 2004
- Member of Phi-Kappa-Phi Honor Society. 2003
- Certificate of Participation at ASEE New England Conference. 2000
- Academic Excellence and Leadership Scholarship, University of Bridgeport. 1998 – 2000
- Dean's List, University of Bridgeport. 1998 – 1999

ACTIVITIES

- President of Bodine Residence Hall Government, University of Bridgeport.
- Vice President of International Student Government, Arkansas Tech University.
- Volunteer for ConCAP Program 2000 (Mentoring High School Students), University of Bridgeport.
- Organized international cultural/educational programs, University of Bridgeport.
- Advisor to University Officials on Residential Undergraduate Life, University of Bridgeport.
- Active member of the Himalayan Club, University of Bridgeport.

Other Interests: Outdoor Adventure, Racquetball, Tennis, Soccer, Biking, Music (Guitar).

REFERENCES

Available upon further request.

Gabriel Phillips

Professional History:

GP Renewables & Trading; Founder & CEO- June 2010 – Present; New York, NY

- Managed the daily forecasting, bidding, and scheduling for over 4 ARES with over 500 MW load portfolios in the NYISO, ISO-NE, PJM.
- Created financial hedging strategies for ARES customers
- Executed financial hedging strategies with a variety of counterparties
- Managed daily collateral and P&L for ARES customer with counterparties and ISOs
- Procured RECs to satisfy ARES customer RPS needs

Sempra Energy Trading; Term Power Trader/Assistant Trader- September 2007 – May 2010; Stamford, CT

- Traded a portfolio of short and long term financial and physical power and natural gas positions spanning four ISO territories, the NYISO, ISO-NE, PJM and the Ontario IMO.
- Priced deals to service customer flow business with an average duration of less than 2 years.
- Managed basis risk to 75 different locations using over the counter basis markets and Financial Transmission rights (FTR) markets to hedge exposure.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Managed financial tolling deals for two NY power plants totaling 600mws modeled as options driven by various fuel prices and internal option models.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Gained proficiency in managing and mitigating the financial impact of doing physical and financial direct customer and cleared speculative business in various regions by initiating transactions to reduce ancillary services costs generated by carrying large physical positions and to reduce Original Margin requirements with various exchanges including NYMEX and ICE.
- Built various stack and transmission models for Day Ahead and Term trading; including calibrating the model DAYZER to run in conjunction with internal systems for PJM, and two excel based stack models for NYISO and ISO-NE respectively.

Sempra Energy Trading; Real Time Power Trader- September 2006 – September 2007; Stamford, CT

- Traded day-ahead and hour-ahead financial and physical power in the WECC region, including California Independent System Operator (CAISO) and the Alberta Electric System Operator (AESO).
- Built and capitalized on customer relationships in taking advantage of arbitrage and spread opportunities.
- Took day-ahead transmission positions to be utilized in real time.
- Gained proficiency in creating NERC required tags to represent the flow of energy in Real Time.
- Studied the fundamentals of the power industry as they relate Hour Ahead and Day Ahead trading; including the affect of the generation stack, transmission constraints, congestion, load forecasts and weather on prices at the various trading hubs in the WECC.

Sempra Energy Trading; Day-Ahead Power Scheduler- July 2006-September 2006; Stamford, CT

- Coordinated the flow of long term and day-ahead physical power transactions for the West Coast Power Desk in the WECC region.
- Communicated with a large number of customers daily to search for Bookout opportunities in order to reduce overhead in each of the profit centers on the desk.
- Provided the desk with market intelligence gathered during communication with customers and scheduling/tagging process.
- Learned to make NREC required tags to represent the flow of energy from generator to sink anywhere in the WECC region.

Sempra Energy Trading; Collateral Analyst- December 2005- July 2006; Stamford, CT

- Processed and executed all collateral requests made by and on Sempra Energy Trading Corp, Sempra Energy Europe Ltd and Sempra Oil Trading Sarl., covering all counter parties worldwide.
- Assisted in managing basic liquidity needs by coordinating with CCO and Treasury department in the deployment of cash collateral and letters of credit.
- Reconciled the value of all types of transactions in all of SET's portfolios against the counter parties for the purpose of increasing the coverage of our credit exposure during a margin call dispute resolution. This process must be accomplished in a timely fashion without divulging sensitive information.
- Consistently work towards improved process efficiency and accuracy by increasing automation and enhancing the features of the Java application used as the Margin System.

Sempra Energy Trading; Business Analyst- September 2005-December 2005; Stamford, CT

- Supported the trading floor by interpreting the intricacies of how SET's internal trading and reporting system (Affinity) calculates the value of various deals and stores/displays information for the entire trading staff in Stamford, CT alongside only two other Business Analysts.

- Translated elements of the trading business from settlements and trade entry to P&L calculation to aid the development staff in creating more efficient and accurate systems.
- Coordinated and ensured the accuracy of pricing feeds and reporting updated our systems' information feeds from the nation's ISO's as well as maintained connectivity with data providers such as Reuters and LIM.

JONATHAN SPIVAK

50 Prince st., Apt. 6L New York, NY 10012 • Mobile: (203) 858-0696 • Email: jonspiv@gmail.com

EXPERIENCE

GP Renewables & Trading, LLC, New York, NY

April 2011 – Present

Director

- Provide daily load forecasts for several energy suppliers spanning four states, and three ISOs with a combined client book of over 200,000 customers.
- Schedule power in the day-ahead markets. Forecasted and maintained physical power hedges in the forward market.
- Create daily, weekly, and monthly settlements reports in order to analyze costs to maximize book profitability.

RBS Sempra Commodities, New York, NY

August 2008 – April 2011

Financial Risk Analyst

November 2009 – April 2011

- Scheduled power in the day-ahead market in the New England and PJM ISOs.
- Maintained firm-wide official profit and loss, generating integral and time-sensitive company reports pivotal to all of risk management
- Prepare and maintain excel based reports using various data sources such as pricing, P&L, positions, VaR, stress etc. under rapidly changing requirements
- Verified and corrected in-house trades within various trading platforms, implemented process to verify and track explanations on trades generating substantial revenue, submitted external price reporting of physical basis and fixed natural gas trading activities on regular schedules
- Provide daily profit and loss explanations for physical and financial natural gas revenue

Margin/Credit Analyst

August 2008 – November 2009

- Responsible for all margin activities including daily calls to over fifty counterparties, confirm settlements, and manage letter of credit activities.
- Primary contact for dispute resolution including exposure, interest rate and contract discrepancies
 - Identify forward pricing issues via excel pivot table analyses
- Generate ideas to improve the efficiency and accuracy of the Credit Management System
- Communicate daily cash flow and letter of credit movements through intraday reports.

Bloomberg LP, New York, NY

January 2007 – August 2008

Analyst/Brokerage Sales Representative

- Completed the Financial Sales Training program at Bloomberg LP:
 - Role as an analyst consisted of providing clients with Bloomberg solutions to help them conduct research as well as utilize the Bloomberg terminal to perform analyses across all market sectors
- Bloomberg Product Specialist:
 - API/Excel - Offered clients several solutions for their analytics using the Bloomberg API product to extract data into Excel

- Commodity/FX - Presented Bloomberg Commodities solutions as well as gained valuable client exposure through client trainings and seminars
- Managed and trained new hires to the Analytics Department as well as spearheaded vital changes to improve the efficiency of the training program

Robb Report, New York, NY

August 2005 – October 2006

Sales Coordinator

- First point contact for all clients in areas of jewelry, luxury automotive, financial, private aviation, and consumer electronics
- Created Pre-Call Analyses for the president, vice-president, and the advertising sales directors; researched client advertising history, editorial credits, contact information, and prepared demographic analysis models in Excel
- Handled all administrative tasks for supervisors including expenses and preparation for all meeting and events

EDUCATION

Bucknell University, Lewisburg, PA

Fall 2001 –

Spring 2005

Degree: Bachelor of Arts, Major: Economics Minor: Political Science

Dean's List: Fall 2004 – Spring 2005

ALEXANDRE BALDASSANO

247 Parkview Avenue, Apt 5S, Bronxville, NY 10708

203.391.4990

aabaldassano@gmail.com

EXPERIENCE

GP Renewables & Trading – Stamford, CT

11/10 – Present

Director, Renewables & environmental Services

- Analyze federal and regional renewable energy and environmental policy
- Create and market compliance and voluntary environmental credit products
- Expand renewable generation project pipeline
- Analyze state Renewable Portfolio Standard market fundamentals
- Develop spot and futures environmental credit trading strategies for managed accounts and proprietary portfolios
- Use proprietary forecasting models to purchase day-ahead hourly wholesale power from PJM and ISO New England

Natsource Asset Management LLC – New York, NY

04/08 – 10/10

Contract Manager

10/09 – 10/10

- Manage all worldwide institutional relationships for \$500mm carbon commodity fund
- Compose monthly and quarterly investor reports for all hedge funds, managed accounts, and commodity funds
- Supervise ongoing contractual commitments between institutional investors, investment manager, and underlying investment

Operations, Sales, and Risk Associate

04/08-10/09

- Determined end of month beta exposures and asset allocation breakdowns for all portfolios
- Acted as a liaison between existing and potential investors, and the Director of Marketing and Sales
- Researched and grew marketing distribution channels for the Director of Marketing and Sales
- Analyzed and communicated daily carbon and FX beta exposure for largest fund directly to Senior Management
- Identified and rectified daily trade and cash reconciliations while acting as liaison between the trading desk and prime brokerage

Philip Morris USA – Brooklyn, NY & Stowe, VT

05/04 – 04/08

Territory Sales Manager

- Managed over 200 accounts to share growth that exceeded all local and regional objectives
- Analyzed quarterly sales and marketing reports to find new revenue streams and increase marketing pipeline
- Expanded existing customer sales by emphasizing increased profit margins and marketing analytics
- Prospected new accounts

Credit Suisse First Boston, New York, NY
05/01 – 08/01

Private Client Sales

Summer Analyst

- Identified industry and company trends and communicated them to retail clients
- Performed cash flow analysis for portfolios of various clients
- Found accounting errors leading to cash leakages in different accounts

EDUCATION

Fordham University Graduate School of Business – New York, NY
M.B.A – Finance and Marketing Concentration (Expected 2012)

Haverford College – Haverford, PA
B.A. – Economics, May 2003

Temple University – Rome, Italy
General Coursework, 8/01-12/01

Guy A Ferraiolo

15 Smoke Rise Rd Wallingford Ct 06492 203-265-6571 guyf@comcast.net

Positive Energy Electricity Supply LLC CFO / COO

6/10 – Present

- Operations / In House Production
- Call Centers
- FOS/Strategic Partners
- Accounting/Budgeting/Cost Reductions
- Quality Assurance
- Customer Service
- Energy Services Management / Commission Compensation
- Human Resources

American Health Kennels, Pompano Beach, FL 7/07 – 3/10

President

- Operations, Research and Development, Accounting and Sales.
- Time management.
- Developed Quality Control closed loop system.
- Reduced packaging operations, increasing yield by 40%.
- Installation of FIFO system and perpetual inventory (WIP, RAW & FG).
- Re-organized Human Resource Department, saving company \$130K per year
- Reduced Workman's Comp premiums by 60%

Ottawa Enterprises / CT Housing Co, Milford CT Business Director

10/06 – 6/07

- Established sell-off pricing of all properties.
- Budgeted project; interfaced with GC and vendors to ensure project deadline.
- Installed new Purchasing system, including selection of software.
- Managed all purchasing. Created an ROI justification on all house renovations.

BW Manufacturing, Bristol, CT VP of New Product Development / General Manager.

11/03-10/06

- Responsible for all day-to-day operations
- Grew sales from \$4.5 million to \$10.5 million in the first year; reduced overhead and expenses by 60%; reduced scrap to 1.5% overall.

DePuy -Accromed –Johnson & Johnson, Raynhem, MA 7/02-11/03

VP of Spine Development,

- Assisted in the creation of an entire Spine / Trauma system with an Operating budget equaling \$4 million.
- Other responsibilities included vendor approval and guidance during new product development.

Link Spine, Branford, CT Vice President of Operations

10/01-7/02

- Responsible for Research & Development, new product launch, manufacturing and training of surgeons.

United States Surgical / TYCO International, Norwalk, CT

8/81-10/01

Vice President of Operations

- Primary focus on cost reduction, research and development, new product launch in addition to all operations.
- Responsible for manufacturing / distribution in North Haven and Norwalk, CT, Elan Court, France, Berkeley and Menlo Park, CA.
- Total Operating Budgets for all areas \$350 million, producing \$800 million in medical devices, surgical staplers, spinal implants and instruments.
- Opened Wellness Center decreasing employee absenteeism by 65%.

During my last 7 years of employment at United States Surgical, I also held the following positions in addition to Vice President of Operations.

*1996 -1999 Vice President, Research & Development for Surgical Dynamics Inc.

*1995 -1999 Business Director of Montana Pride – Dillon, Montana

*1994 -2000 Divisional Vice President of International Distribution USSC, Élan Court, France

Education

Graduated East Haven High School, East Haven CT

Associates Degree in Business Science at South Central Community College, New Haven, CT

Bachelors Degree at Southern Connecticut State University (pending), New Haven, CT

Mohan Wanchoo

Mohan Wanchoo is the President of EC Infosystems, a Nationwide EDI Transaction Management and Integrated Billing Services provider to the Energy Industry. His expertise in Information Systems spans over 30 years in the Energy, Ports & Terminals, Cable Television & Advertising, Banking, Manufacturing and Distribution industries.

Mohan has provided leadership to EC Infosystems in the areas of Management, Business Development and Software Architecture. He has provided leadership at a strategic and systems level in shaping the company's product lines in the energy industry. His vision has led to a robust suite of product offerings including EC Central for EDI Transaction Processing, UtiliPort for EDI Transaction Management, UtiliBill for Retail Energy Billing & CIS, UtiliForecast for Load Forecasting services in the electric, gas and water industries.

Mohan has over 15 years of experience across many facets of the energy industry including deregulated retail markets, wholesale markets and ISOs. He has a grass root understanding of deregulated and regulated utilities, energy cooperatives and municipal utility districts. His keen understanding about energy marketers, aggregators and service providers has catapulted EC Infosystems into a market leader position in the energy service provider industry.

Mr. Wanchoo has written several articles for industry magazines and has spoken at several Industry Conferences. He holds a Masters Degree in Computer Science.