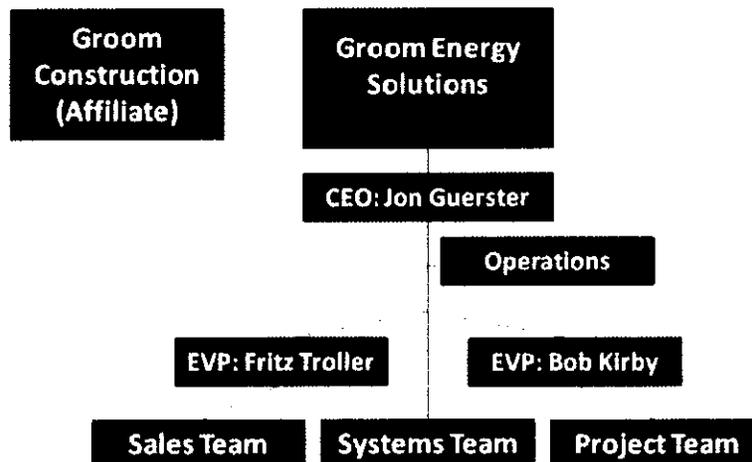


Attachment\_9A: Managerial Licensing Qualifications

Corporate Organizational Chart:



Groom Energy Solutions has been operating since 2005.

Executive Team Bios:

**Jon Guerster** Chief Executive Officer

As CEO of Groom Energy Solutions, Jonathan is responsible for strategy and daily operations. He taps his extensive experience leading and advising growth companies with emerging technology based services.

Prior to co-founding Groom Energy Solutions, Jonathan was a general partner at Charles River Ventures (CRV), a leading venture capital firm with \$1.5 billion under management. At CRV, Jonathan was an active lead investor, advisor or board member for high profile software and service companies such as BeFree (acquired by ValueClick), eDocs (acquired by Siebel Systems), Vignette (VIGN), Virtusa (VRTU) and Xign Corporation (acquired by JP Morgan Chase).

Before CRV, Jonathan held senior management positions at Open Market, a start up ecommerce software company that went public in 1996. Prior to joining the early Open Market team, Jonathan served in a variety of senior product marketing and sales management roles with Hewlett Packard and J.P. Morgan.

Jonathan has an MBA from the Kellogg Graduate School of Management at Northwestern University, and a Bachelor of Science in Electrical Engineering and Computer Science from Duke University. He is currently a member of Duke's Pratt School of Engineering Board of Visitors and The Museum of Science, Boston's Board of Overseers.

**Bob Kirby** Executive Vice President

Bob brings thirteen years of operational expertise in engineering, sales and operations to his role at Groom Energy Solutions. In his role with the company, he is applying his operating skills in facilities engineering, management and maintenance to the problem of demand side energy reduction for Groom's customer base.

Prior to co-founding Groom Energy, Bob held multiple positions within Orion Energy Services, a Midwest-based manufacturer of energy efficient commercial lighting and other technologies. Bob began his tenure

at Orion as engineering manager. From there he quickly moved from engineering to national account sales where he doubled revenues with a large customer base and was promoted to vice president of sales for the Northeast.

Earlier in his career, Bob spent eight years with Tecumseh Products Company, a Wisconsin-based manufacturing company. There, Bob held multiple roles including engineering manager, group plant engineer, and maintenance manager and manufacturing manager, in which he focused on the efficiencies related to process, facilities and energy.

Bob attended University of Wisconsin Fox Valley and completed degree programs in Electromechanical Technology, Industrial and Facilities Engineering, Energy Management and Procurement.

**Fritz Troller** Executive Vice President

Fritz's brings over 20 years of Senior Management experience in both the Industrial and Electrical distribution markets. In his role at Groom Energy Solutions, Fritz is responsible for all Business Development, Marketing and Product Management activities for the company.

Prior to Groom Energy, Fritz was President of Poplar Consulting Group, Inc., providing strategic consulting services to manufacturers, distributors and private equity firms in the supply chain markets. Earlier in his career Fritz was a senior executive with WW Grainger. During his 10-year tenure with Grainger, he held several senior management positions in Integrated Supply, National Accounts, as well as the Industrial Supply Division. As Vice President of Grainger Integrated Supply, he co-founded and built the \$240 M division into the industry's leading Management Services outsourcing entity.

Fritz has a Bachelor of Arts from Miami University (of Ohio), in Marketing with an emphasis in Finance. He has authored several articles for industry publications and has been a noted speaker at many industry conferences including National Association of Purchasing Management, Council of Logistics Management, and the International Parking Institute.