

OFFICIAL FILE
ILLINOIS COMMERCE COMMISSION
STATE OF ILLINOIS
ILLINOIS COMMERCE COMMISSION



ORIGINAL

Insight Sourcing Group, LLC

Application for Licensure of
Agents, Brokers, and Consultants
under Section 16-115C
of the Public Utilities Act.

Docket No. 15-0329

APPLICATION

Insight Sourcing Group, LLC ("Applicant"), hereby requests that the Illinois Commerce Commission ("Commission") grant it a license pursuant to Section 16-115C of the Public Utilities Act ("Act"). In support of its application, Applicant states as follows:

GENERAL [454.40, 454.50, 454.100]

1. Applicant's name and street address.

Insight Sourcing Group, LLC
5555 Triangle Parkway Suite 300
Norcross, GA, 30092

2. Related Information:

- Type of business entity: LLC
- Jurisdiction in which and under whose laws business entity was created: Georgia
- Other names under which Applicant does business (D/B/A): N/a

3. Contact Persons for the following:

a) Issues related to processing this application [454.130]

Erik Pearson
Analyst
770-308-1313
epearson@insightsourcing.com
5555 Triangle Parkway Suite 300
Norcross, GA, 30092

CHIEF CLERK'S OFFICE
2015 MAY -1 P 1:25
ILLINOIS COMMERCE COMMISSION

b) Issues related to complaint resolution [454.130]

Tommy Greer
VP Enterprise Energy Solutions
770-629-3157
tgreer@insightsourcing.com
5555 Triangle Parkway Suite 300
Norcross, GA, 30092

4. Description of Applicant's business. [454.40(c)(1)]

Insight Sourcing Group, LLC will provide independent energy supply sourcing to its industrial and commercial clients. Services to be performed include regulated rate analysis & optimization, energy procurement & risk management, and demand side management & energy efficiency.

5. A statement in support of application (including supporting documents and schedules if necessary) certifying the applicant meets the requirements of Section 16-115C of the Act. [454.40(d)(1)]

Insight Sourcing Group, LLC asserts that it meets the requirements of Section 16-115C of the Act. All necessary responses are included within this document. Additional supporting information is included in the appendices.

6. The name, address, telephone number, any facsimile number and any e-mail address of the agent registered with the Illinois Secretary of State. This information shall be kept current and any change regarding the licensee shall be reported within 15 days after the change occurs. The required information shall be filed with the Chief Clerk of the Commission at its Springfield office. [454.40(c)(3)]

Insight Sourcing Group, LLC will be acting as an energy consultant/broker and thus will not host an Illinois location for customer interactions.

7. A statement to disclose whether the Applicant operates as an agent, broker, or consultant in any other jurisdictions in a manner similar to that contemplated under Section 16-115C of the Act. Additionally, regardless of whether Applicant operates as an agent, broker, or consultant in Illinois or any other jurisdiction, the Applicant is directed to disclose whether it has had any complaints filed against it for its provision of any services in the electric or gas industry in this or any other jurisdiction. If any such complaints exist, the Applicant is directed to include in its response the nature of the complaint, the jurisdiction, and the ultimate resolution.

Insight Sourcing Group, LLC does not currently act as an agent, broker, or consultant in any other jurisdictions. Insight Sourcing Group has never had any complaints filed against it.

8. Applicant certifies that it:
- a) is licensed to do business in the State of Illinois and is in compliance with all other applicable laws, regulations and Commission rules and orders; [454.40(c)(2)] (NOTE to Applicant: be certain to include the Certificate of Good Standing obtained from the Illinois Secretary of State)
 - b) shall comply with all terms and conditions required by Section 16-115C of the Act; [454.40(d)(2)]
 - c) shall ensure any person who acts on behalf of the entity will comply with all sections of Part 454 applicable to the function or functions to be performed; [454.40(d)(3)]
 - d) shall remain in compliance with the provisions of the Act and Part 454; [454.50]
 - e) shall ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created; and [454.100(a)]
 - f) shall preserve the confidentiality of its customers' data. [454.100(b)]

Insight Sourcing Group, LLC certifies that it agrees with all provisions (a.-f.) of question 8.

MANAGERIAL LICENSING QUALIFICATIONS [Section 454.60]

9. Applicant meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment A&C. Attachment B includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachment A includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a).

Agree

TECHNICAL LICENSING QUALIFICATIONS [Section 454.70]

10. Applicant meets the technical qualifications set forth in Part 454.70, as demonstrated in Attachment A. Attachment A includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

Agree

FINANCIAL LICENSING REQUIREMENTS [SECTION 454.80]

11. Applicant is required to execute and maintain a license or permit bond in the name of the People of the State of Illinois issued by a qualifying surety or insurance company authorized to transact business in the State of Illinois. The amount of the bond shall equal \$5,000.

Agree

CODE OF CONDUCT [SECTION 454.90]

12. Applicant certifies that it shall:
- a) Disclose in plain language in writing the nature of the services offered by the ABC;
 - b) Prior to the customer signing a contract, disclose that they are not employed by the electric utility operating in the applicable service territory;
 - c) Disclose in plain language in writing to all persons it solicits the total price per kilowatt-hour, and the total anticipated cost, inclusive of all fees or commissions received by the licensee, to be paid by the customer over the period of the proposed underlying customer contract. In the event a person or entity required to be licensed pursuant to this Part uses an electric supply usage estimate for a particular customer, the person or entity required to be licensed pursuant to this Part must use the same electric supply usage estimate for all service offers it presents to that particular customer;
 - d) Any disclosure required by subsection (c) must be made prior to entering into the contract and signed by the customer;
 - e) Disclose if applicable, to all customers, prior to the customer signing a contract the fact that they will be receiving compensation from the supplier;
 - f) Not hold itself out as independent or unaffiliated with any RES, or both, or use words calculated to give that impression, unless the person or entity offering service under Section 16-115C of the Act has no contractual relationship with any RES or its affiliates regarding retail electric service in Illinois;
 - g) Not utilize false, misleading, materially inaccurate, defamatory or otherwise deceptive language or materials in the soliciting or providing of its services;
 - h) Maintain copies of all marketing materials disseminated to third parties for a period of not less than three years;

- i) Maintain copies of all disclosure statements required in subsections (a) and (b) for a period of not less than three years;
- j) Not present electricity pricing information in a manner that favors one supplier over another, unless a valid pricing comparison is made utilizing all relevant costs and terms; and
- k) Comply with the requirements of Sections 2EE, 2FF, 2GG and 2HH of the Consumer Fraud and Deceptive Business Practices Act [815 ILCS 505/2EE, 2FF, 2GG and 2HH].

Insight Sourcing Group, LLC agrees to all provisions of the Code of Conduct (Section 454.90) which are listed as 12: A-K in this application. However, Insight Sourcing Group plans on acting as an energy broker only.

REPORTING REQUIREMENTS [SECTION 454.110]

13. Applicant agrees to submit reports in accordance with annual reporting requirements. [454.110]

Insight Sourcing Group, LLC agrees to all reporting requirements (Section 454.110) which are listed as Section 13 in this application.

WHEREFORE, Applicant requests that the Commission grant its application for licensure as an agent, broker, or consultant to engage in the procurement or sale of retail electricity supply for third parties.

Respectfully submitted,

Insight Sourcing Group, LLC

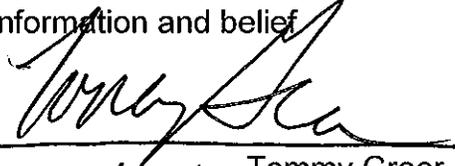
By: Tommy Greer, Vice President

VERIFICATION

STATE OF Georgia

COUNTY OF Cobb

Tommy Greer, being first duly sworn, deposes and says that he is the Vice President of Insight Sourcing Group, LLC; that he has read the foregoing Application of Insight Sourcing Group, and all of the attachments accompanying and referred to within the Application; and that the statements contained in the Application and the attachments are true, correct and complete to the best of his knowledge, information and belief



4/27/15 Tommy Greer

To be completed by a Notary Public

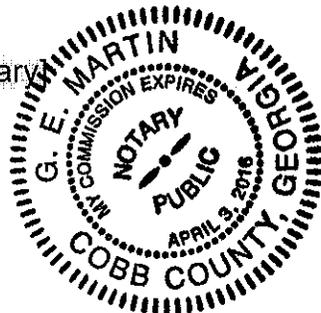
Subscribed and sworn to before me

this 27th day of April, 2015



Notary Public

[Stamp of Notary





OFFICE OF THE SECRETARY OF STATE

APRIL 07, 2015

JESSE WHITE • Secretary of State

0511191-9

C T CORPORATION SYSTEM
208 SO LASALLE ST, SUITE 814
CHICAGO, IL 60604-1101

RE INSIGHT SOURCING GROUP, LLC

DEAR SIR OR MADAM:

IT HAS BEEN OUR PLEASURE TO APPROVE YOUR REQUEST TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS. ENCLOSED PLEASE FIND THE APPROVED APPLICATION FOR ADMISSION.

PLEASE NOTE! THE LIMITED LIABILITY COMPANY MUST FILE AN ANNUAL REPORT PRIOR TO THE FIRST DAY OF THIS MONTH OF QUALIFICATION NEXT YEAR. FAILURE TO TIMELY FILE WILL RESULT IN A \$300 PENALTY AND/OR REVOCATION. A PRE-PRINTED ANNUAL REPORT WILL BE MAILED TO THE REGISTERED AGENT AT THE ADDRESS ON OUR RECORDS APPROXIMATELY 45 DAYS BEFORE THE DUE DATE.

MANY OF OUR SERVICES ARE AVAILABLE AT OUR CONTINUOUSLY UPDATED WEBSITE. VISIT WWW.CYBERDRIVEILLINOIS.COM TO VIEW THE STATUS OF THIS COMPANY, PURCHASE A CERTIFICATE OF GOOD STANDING, OR EVEN FILE THE ANNUAL REPORT REFERRED TO IN THE EARLIER PARAGRAPH.

SINCERELY YOURS,

A handwritten signature in cursive script that reads "Jesse White".

JESSE WHITE
SECRETARY OF STATE
DEPARTMENT OF BUSINESS SERVICES
LIMITED LIABILITY DIVISION
(217) 524-8008

Form **LLC-45.5**
May 2012

Secretary of State
Department of Business Services
Limited Liability Division
501 S. Second St., Rm. 351
Springfield, IL 62756
217-624-8008
www.cyberdriveillinois.com

Payment must be made by certified check, cashier's check, Illinois attorney's check, C.P.A.'s check or money order payable to Secretary of State.

Illinois
Limited Liability Company Act
**Application for Admission to
Transact Business**

SUBMIT IN DUPLICATE

Type or Print Clearly.

This space for use by Secretary of State.

Filing Fee: \$500

Penalty: \$

Approved: *[Signature]*

FILE #

05111919

This space for use by Secretary of State.

FILED

APR 07 2015

**JESSE WHITE
SECRETARY OF STATE**

1. Limited Liability Company Name: Insight Sourcing Group, LLC

2. Assumed Name: _____
(This item is only applicable if the company name in Item 1 is not available for use in Illinois, in which case form LLC 1.20 must be completed and submitted with this application.)

3. Jurisdiction of Organization: Georgia

4. Date of Organization: 7/30/2002

5. Period of Duration: Perpetual
(Enter Perpetual unless there is a Date of Dissolution provided in the agreement, in which case, enter that date.)

6. Address of the Principal Place of Business: (P.O. Box alone or c/o is unacceptable.)

5555	Triangle Parkway	300
Number	Street	Suite #
Norcross	GA	30092
City	State	ZIP Code

7. Registered Agent: CT Corporation System

	208	South LaSalle Street	Suite 814
	Number	Street	Suite #
(P.O. Box alone or c/o is unacceptable.)	Chicago	IL	60604
	City		Zip Code

Note: The registered agent must reside in Illinois. If the agent is a business entity, it must be authorized to act as agent in this state.

8. If applicable, Date on which Company first conducted business in Illinois: N/a

(continued on back)

9. Purpose(s) for which the Company is Organized and Proposes to Conduct Business in Illinois: Insight Sourcing Group's
purpose for organization in the state of Illinois is to provide energy supply management and consulting services to
commercial and industrial clients. While our clients typically compensate us through a monthly fixed fee as a
trusted advisor, we sometimes receive an adder directly from the supplier (we are NOT a supplier/aggregator, etc).

10. The Limited Liability Company: (check one)

a. Is managed by the manager(s) (List names and addresses.)

Tom Beaty - 5555 Triangle Parkway Suite 300, Norcross, GA, 30092

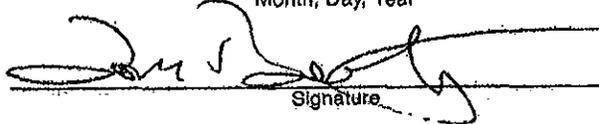
b. has management vested in the member(s) (List names and addresses.)

11. The Illinois Secretary of State is hereby appointed the agent of the Limited Liability Company for service of process under circumstances set forth in subsection (b) of Section 1-50 of the Illinois Limited Liability Company Act.

12. This application is accompanied by a Certificate of Good Standing or Existence, duly authenticated within the last 60 days, by the officer of the state or country wherein the LLC is formed.

13. The undersigned affirms, under penalties of perjury, having authority to sign hereto, that this application for admission to transact business is to the best of my knowledge and belief, true, correct and complete.

Dated: March 31, 2015
Month, Day, Year


Signature

Tom Beaty - Manager
Name and Title (type or print)

If applicant is signing for a Company or other Entity, state Name of Company and indicate whether it is a member or manager of the LLC.

Selective Insurance Company of America
Branchville, NJ

B 1153642

ABC (Agent, Broker, or Consultant) License or Permit Bond

KNOW ALL MEN BY THESE PRESENTS: That Insight Sourcing Group, LLC

located at (address/city/state/zip) 5555 Triangle Pkwy, # 300 Norcross GA 30092 AS

Principal; (hereinafter called Principal) and Selective Insurance Company of America, located in Branchville, New Jersey, as Surety (hereinafter called Surety) are held and firmly bound unto The People of The State of Illinois as Obligee, in the sum of FIVE THOUSAND AND NO/100 Dollars (\$5,000.00) to be paid to said Obligee, its successors and assigns, for the payment thereof well and truly to be made, we jointly and severally bind ourselves, our heirs, executors, administrators, successors and assigns firmly by these presents.

THE CONDITIONS OF THIS OBLIGATION ARE SUCH, That WHEREAS, the Principal has been or is about to be granted a license or permit to do business to operate as an ABC (Agent, Broker, or Consultant) under 220 ILCS 5/16-115C and is required to execute this bond under 83 Illinois Administrative Code Part 454:801 by the Obligee.

NOW, Therefore, if the Principal fully and faithfully perform all duties and obligations of the Principal as an ABC, then this obligation to be void; otherwise to remain in full force and effect.

WHEREAS the effective date of this bond is 1/6/2015

It is hereby agreed and understood:

- (1) Regardless of the number of years this bond shall remain in force and the number of annual premiums paid thereafter, the aggregate liability of the Surety hereunder is limited to the penal sum of this bond and any payment or payments made shall reduce the amount of the bond to the extent of such payment or payments.
- (2) This bond may be terminated as the future acts of the Principal upon thirty (30) days written notice by the Surety; said notice to be sent to 527 East Capitol Avenue, Springfield, Illinois 62701, of the aforesaid State of Illinois, by certified mail.

SIGNED SEALED AND DELIVERED this 6 day of January, 2015.

Principal: Insight Sourcing Group, LLC

By: _____

Printed name and title.

Surety: Selective Insurance Company of America

By: Frank Glenn

Frank Glenn

** Power of Attorney must be attached to the bond to be valid**



SELECTIVE®

Selective Insurance Company of America
40 Wantage Avenue
Branchville, New Jersey 07890
973-948-3000

Bond No. B 1153642

POWER OF ATTORNEY

ABC (Agent, Broker or Consultant) License or Permit

SELECTIVE INSURANCE COMPANY OF AMERICA, a New Jersey corporation having its principal office at 40 Wantage Avenue, in Branchville, State of New Jersey ("SICA"), pursuant to Article VII, Section 1 of its By-Laws, which state in pertinent part:

The Chairman of the Board, President, Chief Executive Officer, any Executive Vice President, any Senior Vice President or any Corporate Secretary may, from time to time, appoint attorneys in fact, and agents to act for and on behalf of the Corporation and they may give such appointee such authority, as his/her certificate of authority may prescribe, to sign with the Corporation's name and seal with the Corporation's seal, bonds, recognizances, contracts of indemnity and other writings obligatory in the nature of a bond, recognizance or conditional undertaking, and any of said Officers may, at any time, remove any such appointee and revoke the power and authority given him/her.

does hereby appoint **Frank Glenn**

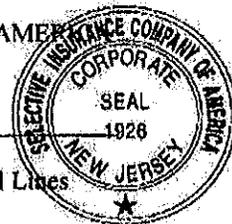
, its true and lawful attorney(s)-in-fact, full authority to execute on SICA's behalf fidelity and surety bonds or undertakings and other documents of a similar character issued by SICA in the course of its business, and to bind SICA thereby as fully as if such instruments had been duly executed by SICA's regularly elected officers at its principal office, in amounts or penalties not exceeding the sum of: **Five Thousand Dollars (\$5,000.00)**

Signed this 6th day of January, 2015

SELECTIVE INSURANCE COMPANY OF AMERICA

By:

Brian C. Sarlisky
Its SVP, Chief U/W Officer, Commercial Lines



STATE OF NEW JERSEY :

County of Branchville

COUNTY OF SUSSEX :

On this 6th day of January, 2015 before me, the undersigned officer, personally appeared **Brian C. Sarlisky**, who acknowledged himself to be the Vice President of SICA, and that he, as such Vice President, being authorized to do so, do, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by himself as Vice President and that the same was his free act and deed and the free act and deed of SICA.

Charlene Kimble
Notary Public of New Jersey
My Commission Expires 6/2/2016

Notary Public

The power of attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of SICA at a meeting duly called and held on the 6th of February 1987, to wit:

"RESOLVED, the Board of Directors of Selective Insurance Company of America authorizes and approves the use of a facsimile corporate seal, facsimile signatures of corporate officers and notarial acknowledgements thereof on powers of attorney for the execution of bonds, recognizances, contracts of indemnity and other writing obligatory in the nature of a bond, recognizance or conditional undertaking."

CERTIFICATION

I do hereby certify as SICA's Corporate Secretary that the foregoing extract of SICA's By-Laws and Resolution is in full force and effect and this Power of Attorney issued pursuant to and in accordance with the By-Laws is valid.

Signed this 6th day of January, 2015

Michael H. Lanza, SICA Corporate Secretary

Important Notice: If the bond number embedded within the Notary Seal does not match the number in the upper right-hand corner of this Power of Attorney, contact us at 973-948-3000.

CERTIFIED COPY

Attachment A

I. Summary of Responsibilities:

Tommy Greer is the Vice President of Enterprise Energy Solutions at Insight Sourcing Group. He will provide managerial and technical, oversight and training to all deliver personnel to be utilized to provide ISG's energy services.

II. Resume

Tommy E. Greer, Jr.
9470 Mistwater Close
Roswell, GA 30076
770-993-8816 (h)
678-296-1776 (c)
email: tommy_greer@bellsouth.net

Business Achievements

Proven Energy Supply/Demand Management success for a progressive, market-oriented company.

- Developed global energy supply & demand management business growing to \$6 billion spend under management.
- Transformed 8 person supply-side consulting firm in Atlanta to global business with 30 employees and \$8M in annual revenue in 30 months.
- Successfully built 2 energy supply and demand-side consulting businesses...sold after maximizing recurring revenue (3 yr growth period for each - GE and UAI).
- Acquired diversified supply chain experience globally in the electricity, natural gas, coal and fuel oil industry in both the unregulated and regulated arena.
- Negotiated implementation of capital projects through integration of supply side program.
- Rated "Top Performer" managing GE's energy sales organization.

Education

B.B.A. - Finance Major - G.P.A. 3.34, Columbus State University, Columbus, Georgia 1994 - Graduate School G.P.A. 4.0, Columbus State University, Columbus, Georgia.

- Ranked in the top 3% of students tested in business comprehension at Columbus State.
- Ranked in the top 13% of students tested nationwide.
- Selected for internship by the School of Business Dean for marketing at the Chamber of Commerce.

Industry Accomplishments

Recognized as “Top Performer” at GE and “Significantly Above” at Accenture for outstanding performance in development of energy supply/demand management program.

- Successfully created commercialized energy supply/demand management business to source energy, develop/implement price/risk management strategies, optimize regulated rates and implement energy conservation measures for global companies.
- Identified and managed external partners to optimize energy saving results to internal and external clients.
- Created network of external “agents” with C-Level relationships to expedite growth and generate high volume of sales activity.
- Accomplished diversity in revenues through a balanced approach to fixed fee, shared savings and broker fee structures.

Professional Experience

6/07 to current
Atlanta, GA

Accenture, LLP, Procurian, Inc. and Utilities Analyses, Inc –

VP Business Development

- * Created/managed 8 person sales team consisting of internal resources, external agents and channel partners
- * Grew revenues 4 times historical 12 months by broadening services and leveraging new sales channels
- * Developed new programs targeting a specific class of client resulting in multi-million dollar fees from individual clients
- * Coordinated demand response programs with providers and end-use clients.
- * Created national program to enhance demand-side offering with supply-side solutions.

- * Initially coordinated and managed national operations team in the delivery of energy supply/demand services to clients.
- * Selected and managed external partners to augment existing staff in execution of services.
- * Conduct presentations for energy management services to customers at the corporate and facility level.
- * Manage Client Management team to transition and implement energy supply/demand management services.
- * Origination of Energy Supply/Demand Management Services for Government/Commercial/Industrial clients.

3/05 to 6/07 **GE Energy/Corporate Licensing & Trading – Princeton, NJ**
Energy Supply Business Development/Program Director

- * Created energy supply/energy efficiency management program integrating internal process with external offering for \$3 billion/yr energy spend across 6,000 facilities globally.
- * Selected and managed external partners to meet client obligations relative to the procurement of energy, price-risk management, demand response, utility rate optimization, data management, as well as demand response, energy conservation, sustainable and renewable projects.
- * Managed internal team of risk management consultants relative to natural gas and electric commodities (physical and financial).
- * Established process protocol for energy procurement, risk management, rate optimization, energy conservation identification/implementation and data information management globally.
- * Coordinated operational delivery of energy supply/demand management program with various regional personnel and partners in North America and abroad.
- * Created program to integrate supply side program with demand side solutions.
- * Integrated facility modeling tool to optimize the purchase of energy across portfolio.
- * Conducted presentations for energy supply/demand management services at the corporate and facility level.
- * Developed strategic relationships internally and externally to optimize energy purchasing program through aggregation, etc.

2/03 to 3/05 **Ameresco Energy Services – Dallas, TX**
Manager, Energy Supply Business Development

- * Created national program to enhance demand-side offering with supply-side solutions.
- * Coordinated and managed national operations team in the delivery of energy supply/demand services to clients.
- * Selected and managed external partners to augment existing staff in execution of services.
- * Conduct presentations for energy management services to customers at the corporate and facility level.
- * Provide risk management consultation relative to natural gas and electric commodities
- * Manage the transition and implementation of energy supply/demand management services.
- * Origination of Energy Supply/Demand Management Services for Government/Commercial/Industrial clients.
- * Identified creative financing alternatives for clients to optimize benefits through energy conservation management program.

6/01 to 2/03

TXU Energy – Dallas, TX
Energy Manager, Strategic Accounts

- Manage the financial performance for Industrial/Commercial Strategic Accounts (Energy Supply Procurement, Rate Optimization, Risk Management, Data Management and Demand-side solutions).
- Identify and execute capital projects based on meeting customer financial criteria.
- Implement and coordinate supply management, DSM and Consolidated services.
- Optimize Energy Supply Services Contract to maximize TXU margin.
- Negotiate contract structure to include benchmark and performance criteria.
- Manage both internal and external resources in order to achieve mutually beneficial goals.
- Lead commodity/demand projects through relationships with client C-Suite (CFO-COO) level personnel.

9/98 to 6/01

Aquila Energy (Utilicorp Energy Management)– Kansas City, MO
National Account Energy Manager

- * Provide risk management consultation relative to natural gas and electric commodities
- * Managing power and Nat. gas supply for 80 industrial plants across the US
- * Manage energy supply procurement, as well as daily energy responsibilities for national account sites.

- * Create and manage RFQ process for customers, in addition to generating proposals.
- * Negotiate bypass, balancing penalties and transportation rates with a large number of LDC's and suppliers.
- * Identify and execute capital projects based on meeting customer financial criteria
- * Implement and coordinate supply management, DSM and Consolidated services.
- * Conduct presentations for energy management services to customers at the corporate and plant level..
- * Conduct presentations for energy management services to customers at the corporate and plant level.

5/88 to 9/98
Overland

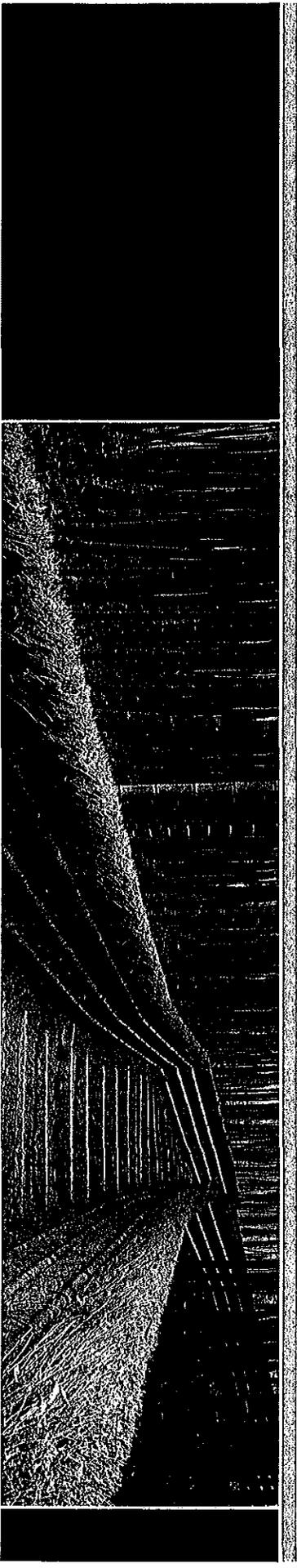
ATMOS Energy - United Cities Gas Company - Columbus, GA &
Park, KS

Industrial/Commercial Accounts – Sales Representative

- * Presented energy analysis to customers and rate analysis to management, whereby both could make informed business decisions.
- * Influenced and developed relationships with energy service companies, engineering and architectural firms in the K.C. metro area.
- * Negotiated transportation and main extension agreements with customers.
- * Converted electric equipment to natural gas when economically feasible.
- * Represented company as primary negotiator and influencer in marketing natural gas to customers in the Kansas, Iowa and Missouri territories.
- * Provided consultation to large volume customers about the benefits and pitfalls of transporting natural gas in a deregulated environment.
- * Developed strategy for marketing representatives to utilize when competing for gas cooling and multi-family projects.



INSIGHT
SOURCING GROUP

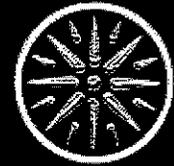


Attachment B/C

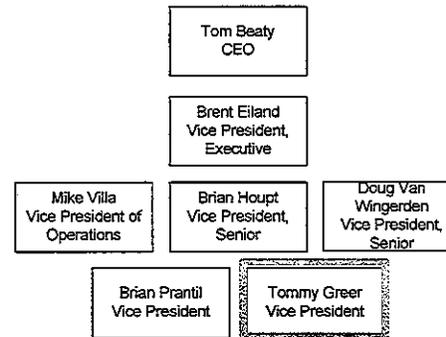
ISG Corporate Organization Chart

Last Updated: 12/03/14

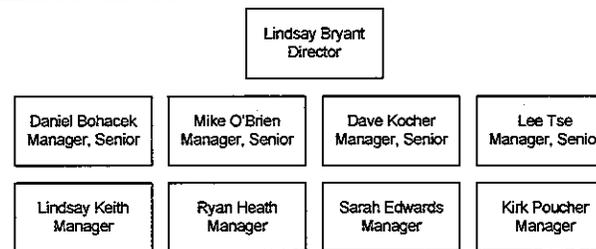
ISG Organizational Structure



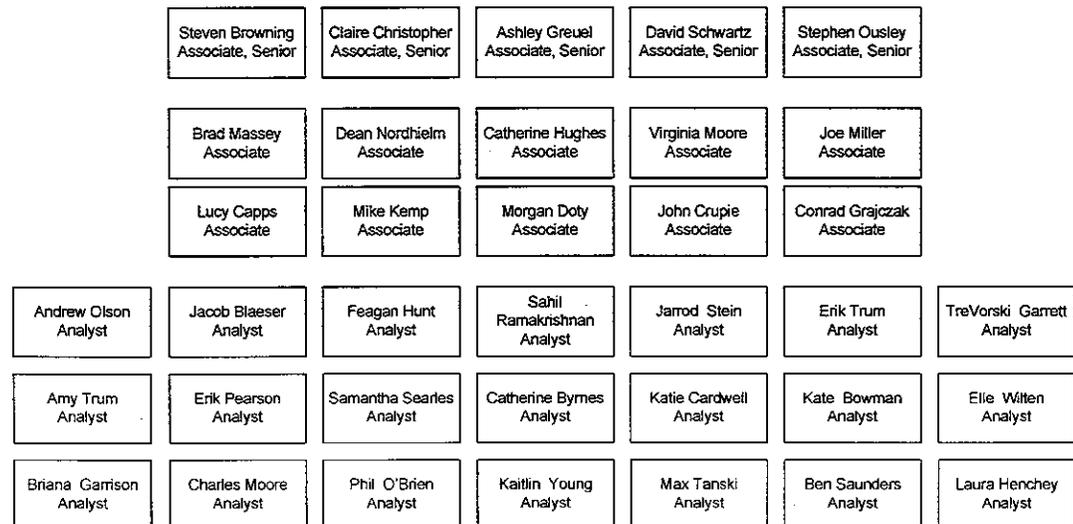
CONFIDENTIAL Executives



Management



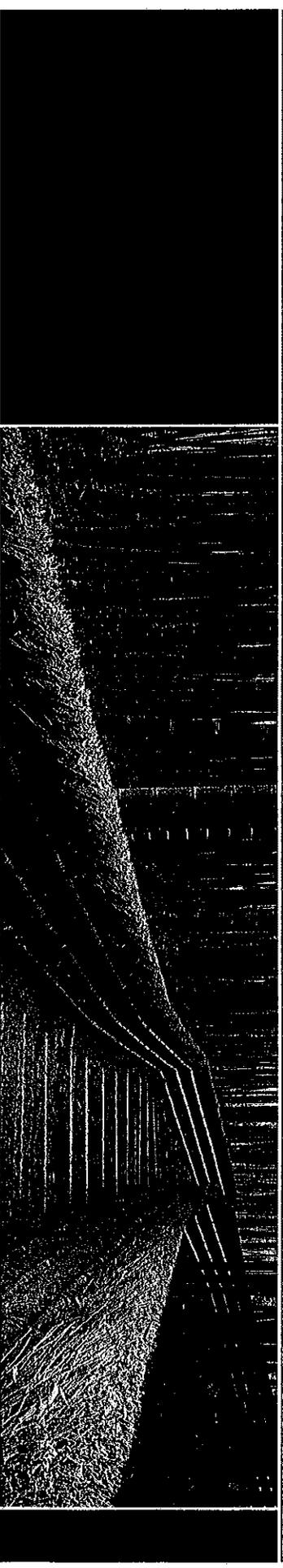
Delivery



 Used to fulfill
454.60 and 454.70



INSIGHT
SOURCING GROUP

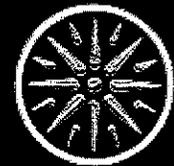


Appendix C

ISG Corporate Biographies

Last Updated: 12/04/2014

Key Management Profiles of ISG Executives



Tom Beaty
President

Tom is the founder of ISG and has over 20 years of strategic sourcing and management experience. Early in his career, Tom led the turnaround of a 120-employee construction company, converting substantial losses to profitability in under a year primarily through cost optimization. This experience contributes heavily to his focus on delivering measurable results and high ROIs for clients.

Through his time with Insight Sourcing Group, Deloitte Consulting, and ICG Commerce, Tom has lead sourcing engagements for over 80 clients. In addition, he has been named a Top 40 Under 40 Executive in Atlanta (2007) and has been named a 'Pro to Know' by Supply & Demand Chain Executive Magazine (2008, 2009, 2010, & 2011). Tom founded the non-profit Witness to War Foundation (www.witnesstowar.org) dedicated to preserving the oral histories of combat veterans. The Foundation has been featured on CBS Evening News and ABC Radio.

Education: MBA, Emory, Goizueta Business School (awarded the Woodruff Fellowship, Emory's highest honor); BA, University of North Carolina at Chapel Hill

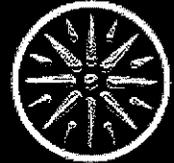


Brent Eiland
Executive
Vice President

Brent has over 24 years of experience in consulting and operations management across diverse companies and functions. Brent worked as a consultant for Accenture and was a Senior Manager with Deloitte Consulting. Brent worked for both Randstad and EarthLink, where he led strategic initiatives focused on corporate-wide growth and efficiency. Brent has led numerous teams focused on strategic sourcing, process reengineering, make versus buy decisions, strategic systems implementation and organization redesign. Brent's clients have spanned a variety of industries and include: Aflac, Genuine Parts, SunTrust, Prudential, Sonoco, QVC, INVESCO, AT&T, Wisconsin Electric, Univision, MoneyGram and Blue Cross Blue Shield, among many others.

Education: MBA, Emory University (full scholarship), B.S. with honors in Industrial Engineering from Mississippi State University

Key Management Profiles of ISG Executives



Brian Houpt
Senior
Vice President

Brian has over 15 years of experience in strategic sourcing, e-procurement, procurement consortia, and other procurement consulting across a host of industries. Brian helped to create and lead strategic sourcing consulting practices at ICG Commerce, a 500 person procurement services firm, where he held the position of Managing Director. Brian is also formerly a Director with Coca-Cola North America, where he had responsibility for in excess of \$1 billion in annual expenditures, including consulting and professional services, outsourced and contracted services, marketing services, general products and services, and some direct materials. Brian has worked with many Fortune 1000 companies including FedEx, Delta Airlines, Bristol-Myers Squibb, Georgia-Pacific, US Food Service, SouthTrust Bank, ServiceMaster, and many others.

Education: MBA with honors, University of Chicago; BA with high honors in Economics from the University of Georgia



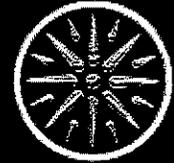
Jake Wojcik
Senior
Vice President

Jake has over 12 years of experience in management consulting with a focus on procurement, sourcing and supply chain management. Prior to ISG, Jake was a Director with Resources Global Professionals (founded by Deloitte & Touche) in which he was responsible for the launch of Atlanta's Supply Chain practice which accounted for 20% of Atlanta's total revenues by the time of his departure.

Jake also worked with consulting firm BearingPoint (formerly KPMG Consulting), demonstrating the ability to lead cross-functional strategic sourcing, procurement, and IT teams to project fulfillment for multibillion-dollar enterprises. Prior to BearingPoint, Jake worked within the Ariba eProcurement and Sourcing practices at Arthur Andersen Business Consulting, where he provided Fortune 500 clients with value-added solutions through project implementations, process reengineering, and strategy. Jake also has experience in-house with Georgia Pacific.

Education: BS in Management Information Systems from Florida State University's College of Business

Key Management Profiles of ISG Executives



Doug Van
Wingerden
Senior
Vice President

Doug has over 20 years of consulting and operations experience across a wide range of industries. A common theme in his experience is helping companies achieve high performance through strategic transformation. Doug is a former Partner with Accenture where he was responsible for several of Accenture's largest and most complex consulting and outsourcing programs. He is also a former Partner with IBM's Business Consulting Service. Doug has worked with many Fortune 1000 companies including AT&T, Blue Cross Blue Shield of Florida, BestBuy, FPL, Sprint-Nextel, Sigma-Aldrich, UnitedHealthcare, and United Technologies, among others.

Education: MBA with honors, Emory University; BS in Mechanical Engineering from Clemson University.

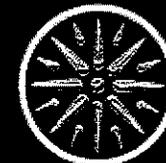


Brian Prantil
Vice President

Brian has over 18 years of experience in consulting and operations. Brian was most recently a leader in Operations at ValleyCrest Companies, the largest integrated landscape company in the US. While at ValleyCrest, Brian co-led the development of a fleet procurement strategy that focused on reducing the Total Cost of Ownership (TCO) of more than 5,000 vehicles. Prior to ValleyCrest, Brian worked at McKinsey & Company and Deloitte Consulting where he led numerous Operations Strategy and Sourcing projects across a variety of industries. Brian has deep expertise in both Supply Chain Management and Lean Manufacturing.

Education: MBA, Georgia Institute of Technology; BS in Electrical Engineering from Lafayette College

Key Management Profiles of ISG Executives



Tommy Greer
Vice President

Tommy is a senior energy professional with 26 years energy industry experience working with utilities, Local Distribution Companies, energy suppliers, energy service companies and energy users in both regulated and deregulated markets. Mr. Greer has one of the industry's most comprehensive work experiences having served in a variety of capacities in the energy service business. Most recently, Tommy developed an energy supply-sourcing program for General Electric (GE) and led energy practices for Procurian and Accenture.

Tommy has successfully developed multi-million dollar energy service improvements for a variety of industrial, institutional and commercial customers. He is experienced with Federal and State de-regulation activities and Public Utility Commission regulations. He has analyzed utility rates, negotiated with utility and suppliers, executed open market procurement, analyzed, recommended hedging/risk management strategies and devised strategic objectives for sellers and buyers alike. Mr. Greer is highly knowledgeable about all aspects of the energy supply chain and has developed multiple relationships with the significant energy market participants in North America.

Education: BS in Business from Columbus State University

NOTE: Tommy fulfills requirements 454.60 & 454.70