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# COVINGTON & BURLING LLP

BEIJING BRUSSELS LONDON NEW YORK  
SAN DIEGO SAN FRANCISCO SEOUL  
SHANGHAI SILICON VALLEY WASHINGTON

WILLIAM L. MASSEY  
1201 PENNSYLVANIA AVENUE, NW  
WASHINGTON, DC 20004-2401  
T 202.662.5322  
wmassey@cov.com

March 19, 2014

Public Utilities Commission of Ohio  
Docketing Division  
180 East Broad St.  
Columbus, OH 43215

RECEIVED-DOCKETING DIV  
2014 MAR 21 AM 11:12  
PUCO

**RE: Utilities Analyses, Incorporated**  
**Certificate Number 12-486E (1)**  
**Case Number 12-684-EL-AGG**

Enclosed please find an application by Utilities Analyses, LLC (f/k/a Utilities Analyses, Inc.) to renew its license as power broker in the state Ohio. Included are the following:

- (1) Order admitting William Massey to appear *pro hac vice* before the Commission;
- (2) Motion for a 30-day extension of Utilities Analyses' existing license; and
- (3) Utilities Analyses' application for the renewal of its license as a power broker.

Please contact me if there are any questions.

Sincerely,

*William Massey*  
William Massey  
PHV - 1770-2014  
Covington & Burling LLP

wmassey@cov.com

Enclosures

DC: 5217437-1

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.  
Technician JE Date Processed MAR 21 2014



*The Public Utilities Commission of Ohio*

<b>Original AGG Case Number</b>	<b>Version</b>
<b>12-684-EL-AGG</b>	

## **RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS**

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

**This PDF form is designed so that you may input information directly onto the form.  
You may also download the form, by saving it to your local disk, for later use.**

### **A. RENEWAL INFORMATION**

#### **A-1 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address**

Legal Name: Utilities Analyses, LLC  
Address 450 Old Peachtree Road, NW, Suite 103, Suwanee GA 30024  
PUCO Certificate# and Date Certified: 12-486E (1) Issued March 27, 2012  
Telephone #877-935-4242 Web site address (if any) [www.procurianenergy.com](http://www.procurianenergy.com)

#### **A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio**

Legal Name: Utilities Analyses, LLC  
Address 450 Old Peachtree Road, NW, Suite 103, Suwanee GA 30024  
Telephone #877-935-4242 Web site address (if any) [www.procurianenergy.com](http://www.procurianenergy.com)

#### **A-3 List all names under which the applicant does business in North America**

_____	_____
_____	_____
_____	_____

#### **A-4 Contact person for regulatory or emergency matters**

Name: Joel Unruch  
Title: President  
Business Address: 161 North Clark Street, Suite 2300, Chicago, IL 60601  
Telephone # 312-693-0015  
Fax # 312-737-3177 E-mail address: [joel.unruch@accenture.com](mailto:joel.unruch@accenture.com)

**A-5 Contact person for Commission Staff use in investigating customer complaints**

Name: Chad Gottesman  
Title: Global Lead, Enterprise Energy Management and Procurement  
Business address: 211 South Gulph Road, Suite 500, King of Prussia, PA 19406  
Telephone # (Wk) 484-690-5909; (Cell) 646-943-274  
Fax # 877-424-2339 E-mail address: chad.gottesman@accenture.com

**A-6 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 211 South Gulph Road, Suite 500, King of Prussia, PA 19406  
Toll-free Telephone # 877-935-4242  
Fax # 877-424-2339 E-mail address (if any) chad.gottesman@accenture.com

**A-7 Applicant's federal employer identification number # 58-1708375**

**A-8 Applicant's form of ownership (check one)**

<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> Partnership
<input type="checkbox"/> Limited Liability Partnership (LLP)	<input checked="" type="checkbox"/> Limited Liability Company (LLC)
<input type="checkbox"/> Corporation	<input type="checkbox"/> Other _____

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**A-9 Exhibit A-9 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**A-10 Exhibit A-10 "Corporate Structure."** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**B-1 Exhibit B-1 "Jurisdictions of Operation."** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

**B-2 Exhibit B-2 "Experience & Plans."** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations."** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No      ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No      ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED :

**C-1** **Exhibit C-1 "Annual Reports."** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

**C-2** **Exhibit C-2 "SEC Filings."** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3** **Exhibit C-3 "Financial Statements."** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.

- C-4 **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Ronald J. Roberts, Secretary  
Signature of Applicant & Title

Sworn and subscribed before me this 17 day of March, 2014  
Month Year

[Signature]  
Signature of official administering oath

Aletta Tate - Executive Asst.  
Print Name and Title



My commission expires on 11/28/16

# **AFFIDAVIT**

State of Illinois :

Chicago ss.  
(Town)

County of Cook :

Ronald J. Roberts, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Secretary (Office of Affiant) of Utilities Analyzes LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Ronald J. Roberts, Secretary  
Signature of Affiant & Title

Sworn and subscribed before me this 17 day of March, 2014  
Month Year

A  
Signature of official administering oath

Aletta Tate - Executive Asst.  
Print Name and Title



My commission expires on 11/28/16

## **Exhibit A-9 "Principal Officers, Directors & Partners"**

### **Utilities Analyses, LLC Officers:**

#### **Joel Unruch - President**

Business address: 161 North Clark Street, Suite 2300, Chicago, IL 60601 312-693-0015 joel.unruch@accenture.com

#### **Michael W. McDaniel, Vice President**

Business address: 211 South Gulph Road, Suite 500, King of Prussia, PA 19406 (Wk) 602-337-4510 (Cell) 602-738-4682 michael.w.mcdaniel@accenture.com

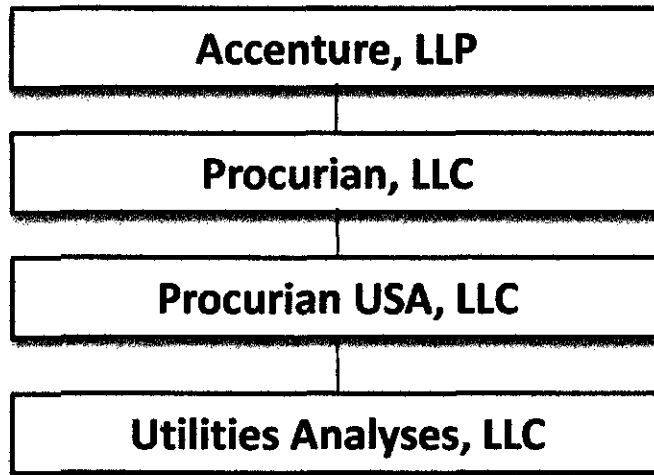
#### **Ronald J. Roberts, Secretary/Director**

Business address: 161 North Clark Street, Suite 2300, Chicago, IL 60601 (Wk) 312-693-1549 ronald.j.roberts@accenture.com



#### **Exhibit A-10 “Corporate Structure”**

Utilities Analyses, LLC (“UAL”) has no affiliate or subsidiary company that supplies retail or wholesale electricity or natural gas to customers or that aggregates customers in North America. In August of 2012, UAL was acquired by Procurian LLC, and in December of 2013 Procurian was acquired by Accenture LLP. A graphical depiction of the resulting corporate structure is shown below.



## **Exhibit B-1 “Jurisdictions of Operation”**

Utilities Analyses, LLC is licensed as an electricity broker in Illinois, Maryland, Maine, New Hampshire, Ohio and Pennsylvania, and is pursuing renewal of licenses in Massachusetts, New Jersey and Rhode Island.

## **Exhibit B-2 "Experience & Plans"**

Utilities Analyses, LLC is an experienced energy services company that concentrates on delivering supply side savings to our clients. We have been offering utility rate tariff analysis services since 1986. We have been assisting our clients in analyzing deregulated supply opportunities versus price-to-compare or default service since 2000.

Utilities Analyses, LLC provides broker services for our clients that no longer wish to pay a management fee for our rate review and pricing services. Utilities Analyses, LLC maintains excellent customer service through our client and project managers.

Any issues of service and billing will be addressed through the licensed electricity supply company. Utilities Analyses, LLC will assist our clients with any complaints to ensure issues are resolved satisfactorily.

### **Exhibit B-3 “Disclosure of Liabilities and Investigations”**

Utilities Analyses, LLC has no existing, pending, past rulings, judgments, contingent liabilities, revocation of authority, investigations or any other matter that could adversely impact our financial or operational status or the ability to provide the services it is seeking to be certified to provide.

## **Exhibit C-1 “Annual Reports”**

Utilities Analyses, LLC is a privately held company and does not produce annual reports.

## **Exhibit C-2 “SEC Filings”**

Utilities Analyses, LLC and its parent company Procurian LLC are privately held companies and do not file reports with the SEC.

### **Exhibit C-3 “Financial Statements”**

Utilities Analyses, LLC (“UAL”) is a privately held company and does not have audited financial statements. In August of 2012 UAL was acquired by Procurian LLC, also a privately held company, and its financial operations integrated into that of Procurian.

#### **Exhibit C-4 “Financial Arrangements”**

Utilities Analyses, LLC does not operate as a CRES except as an energy broker, and does not take title to energy. Therefore it does not make these financial arrangements.



## **Exhibit C-5 "Forecasted Financial Statements"**

Utilities Analyses, LLC ("UAL") was acquired by Procurian LLC in August of 2012, and Procurian was acquired by Accenture LLP in December of 2013. Accenture is in the process of integrating the business and operations of UAL into Accenture's procurement services line of business, and consequently there are not forecasted financial statements for UAL. Accenture will be applying for an Ohio power broker certification in the name of Accenture LLP as part of the plan to integrate UAL's operations into that of Accenture.

### **Exhibit C-6 "Credit Rating"**

Utilities Analyses LLC has a credit rating of 429 through Dun and Bradstreet. No other credit rating agency has rated Utilities Analyses, LLC.

**Exhibit C-7 "Credit Report"**

Attached is Utilities Analyses, LLC credit report.



Decide with Confidence

Page 1 of 1

## UTILITIES ANALYSES, INCORPORATED

D-U-N-S® 12-093-6612

Single(Subsidiary)  
450 Old Peachtree Rd Nw  
Ste 103,  
Suwanee, GA 30024  
Website:  
www.utilitiesanalyses.com

Phone 404 321-6677

## Comprehensive Report

Purchase Date: 03/18/2014

Last Update Date: 08/02/2013

Attention: treasury

### Executive Summary

#### Company Info

Year Started	1972	Employees	14
Control Year	2012	Trade Styles	(SUBSIDIARY OF PROCURIAN USA INC., KING OF PRUSSIA, PA); U A I
CEO	CARL F SHAW, PRES		

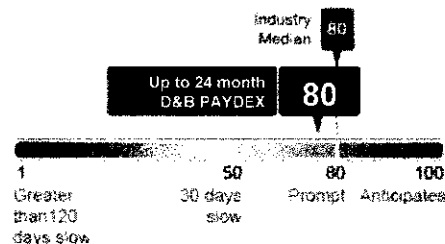
#### D&B Rating

D&B Rating

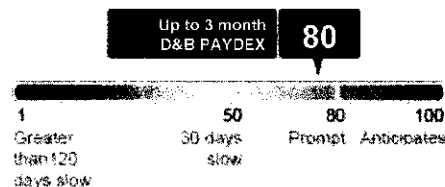
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#### D&B PAYDEX®

Up to 24 month D&B PAYDEX

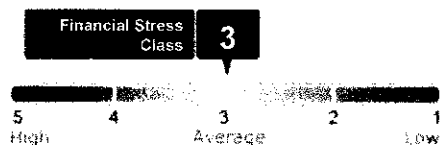


Up to 3 month D&B PAYDEX



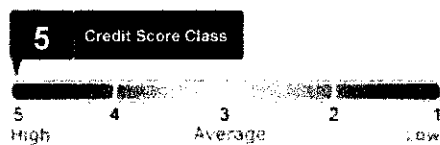
### Predictive Analytics

#### Financial Stress Class



The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000).

#### Credit Score Class



The Credit Score class of 5 for this company shows that 53.10% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	3	Credit Score Class	5
Financial Stress Score	1,501	Credit Score	429
Highest Risk	1,001	Highest Risk	101
Lowest Risk	1,875	Lowest Risk	670

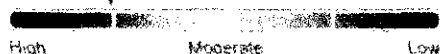


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**Credit Limit Recommendation**

Risk Category

Risk Category



Conservative Credit Limit \$250

Aggressive Credit Limit \$750

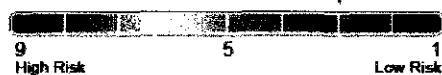
**D&B Viability Rating**

D&amp;B Viability Rating



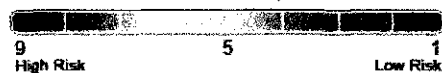
Viability Score

3



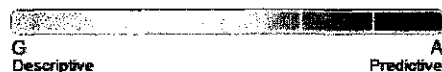
Portfolio Comparison

4



Data Depth Indicator

B



Company Profile

Subsidiary

**Business Information****Business Summary**

SIC 8742  
Management consulting services

NAICS 541611  
Administrative Management and General Management Consulting Services

History Status CLEAR

**Credit Capacity Summary****D&B Rating**

--

Prior D&B Rating --

Rating Date 12/23/2013

Payment Activity (based on 9 experiences) USD

Average High Credit \$7,737

Highest Credit 60,000

Total Highest Credit 61,950

**D&B Viability Rating**

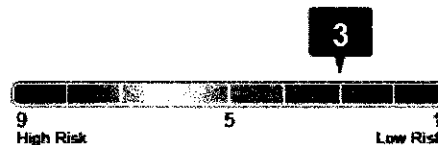
The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable



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assessment of the probability that a company will no longer be in business within the next 12 months.

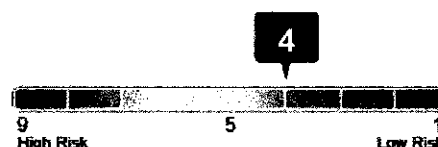
## Viability Score



### Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

## Portfolio Comparison

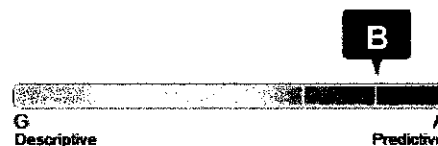


### Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 4 within this model segment have a probability of becoming no longer viable: **4%**
- Percentage of businesses ranked 4 within this model segment: **11%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

## Data Depth Indicator



### Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://update.dnb.com/i/Update/>

## Company Profile

## Subsidiary

## Business History

### Officers

CARL F SHAW, PRES;  
GAYLE SHAW, SEC-TREAS;  
KEVIN SHAW, V PRES OF CONTRACTS

### Directors

THE OFFICER(S)

**Decide with Confidence**

As of 08/02/2013

Incorporated in the State of Georgia on December 22, 1986.

Business started 1972. Present control succeeded Aug 2012.

**CONTROL CHANGE:**

On August 22, 2012, sources stated that Procurian Inc., King of Prussia, PA, has completed the acquisition of Utilities Analyses Inc., Suwanee, GA, on August 6, 2012. With the acquisition, Utilities Analyses Inc. will now operate as a subsidiary of Procurian Inc. Terms of the transaction were not disclosed. Further details are unavailable.

**CARL F SHAW** born 1936. OCCUPATIONAL BACKGROUND: 1986-present active here. 1958-86 employed by Georgia Power Co, Atlanta, GA. Ended as rates manager. 1958-60 active in the U S Marines.

**GAYLE SHAW** born 1936. OCCUPATIONAL BACKGROUND: 1984-present employed by Kingsbridge Retirement Community, Atlanta, GA. 1981-83 employed by Wesley Homes Inc, Atlanta, GA. 1978-80 manager for Pro-Tem Health Care Services, Atlanta, GA. 1975-77 employed by American Cancer Society, Atlanta, GA. 1973-75 employed by Emory University, Atlanta, GA. 1968-1973 active in the home.

**KEVIN SHAW** born 1963. OCCUPATIONAL BACKGROUND: 1987-present active here.

Business address has changed from 1970 Cliff Valley Way Ne #250, Atlanta, GA, 30329 to 3805 Crestwood Pkwy Nw Ste 100, Decatur, GA, 30036.

Business address has changed from 3805 Crestwood Pkwy Nw Ste 100, Duluth, GA, 30096 to 450 Old Peachtree Rd Nw, Suwanee, GA, 30024.

**Business Registration**

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Sep 13 2013:

Registered Name	UTILITIES ANALYSES, INCORPORATED	Registration ID	J704156	<b>Principals</b>	
		Duration	PERPETUAL		
Business Type	CORPORATION	Status	ACTIVE/COMPLIANCE	Name	Title
Corporation Type	PROFIT	Where Filed		SHAW, GAYLE A.	SECRETARY
Incorporated Date	12/22/1986	SECRETARY OF STATE/BUSINESS SERVICES AND REGULATIONS/CORPORATE DIVISION, ATLANTA, GA		1454 BELLAMY ROAD, CARNESVILLE, 305210000, GA	
State of Incorporation	GEORGIA			CARL F SHAW	CHIEF FINANCIAL OFFICER
Filing Date	12/22/1986	Registered Agent	SHAW, CARL F. 1454 BELLAMY ROAD, CARNESVILLE, GA 305210000	1454 BELLAMY ROAD, CARNESVILLE, 305210000, GA	
				KEVIN D SHAW	CHIEF EXECUTIVE OFFICER
				2651 BERWICK WALK, SNELLVILLE, 300780000, GA	

**Government Activity Summary**

Activity Summary	Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	YES (2014)
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

**Operations Data**

As of 08/02/2013

Description: Subsidiary of PROCURIAN USA INC., KING OF PRUSSIA, PA started 1992 which operates as business consulting

**Decide with Confidence**

services, business services.

As noted, this company is a subsidiary of Procurian Inc., DUNS number 794683896, and reference is made to that report for background information on the parent company and its management.

Provides management consulting services (100%).

Terms are net 30 days. Has 700 account(s). Sells to large commercial and industrial concerns and city and county governments. Territory : National.

Nonseasonal.

Employees: 14 which includes officer(s) and 4 part-time.

Facilities: Rents premises in a building.

**Special Events**

As of 12/24/2013

A Rating change has occurred on this company.

As of 12/23/2013

A Rating change has occurred on this company.

As of 08/22/2012

On August 22, 2012, sources stated that Procurian Inc., King of Prussia, PA, has completed the acquisition of Utilities Analyses Inc., Suwanee, GA, on August 6, 2012. With the acquisition, Utilities Analyses Inc. will now operate as a subsidiary of Procurian Inc. Terms of the transaction were not disclosed. Further details are unavailable.

Business started 1972. Present control succeeded Aug 2012.

**Industry Data****SIC**

Code	Description
87420000	Management consulting services

**NAICS**

Code	Description
541611	Administrative Management and General Management Consulting Services

**Family Tree****Parent**

PROCURIAN LLC  
(D-U-N-S®:79-468-3896)  
211 S GULPH RD STE 500,  
KING OF PRUSSIA, PA 19406-3101

**Global Ultimate**

ACCENTURE PUBLIC LIMITED  
COMPANY;  
(D-U-N-S®:98-501-5354)  
1 Grand Canal Square,  
Dublin, 2,  
IE

**Affiliates Domestic**

NEUWMG ENERGY  
VENTURES, LLC;  
(D-U-N-S®:02-861-2668)  
1674 WATERGLEN  
DR,  
WEST CHESTER, PA  
19382-6900

**Affiliates Global**

PROCURIAN UK LTD  
(D-U-N-S®:23-989-6553)  
30 Fenchurch Street,  
London, EC3M 3BD,  
GB

Procurian Germany  
GmbH  
(D-U-N-S®:34-276-3019)  
Ulmenstr. 22,  
Frankfurt am Main,  
60325,  
DE

ICG Commerce  
(Shenzhen) Co. Ltd;  
(D-U-N-S®:42-129-8411)  
Suite 4801-4803 &  
4809,48/F Excellence  
Time Square No. 4068  
Yitian Road Futian  
District,  
SHENZHEN, 518048,  
CN

PROCURIAN  
SINGAPORE PTE.  
LTD.;  
(D-U-N-S®:59-521-7665)  
1 MARINA  
BOULEVARD,  
#28-00 ONE MARINA  
BOULEVARD,  
SINGAPORE, 018989,  
SG





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This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

## Financial Statements

### Key Business Ratios (Based on 13 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	2.4	UN
Return on Net Worth	UN	35.4	UN
Short Term Solvency			
Current Ratio	UN	1.8	UN
Quick Ratio	UN	1.1	UN
Efficiency			
Assets Sales	UN	39.8	UN
Sales / Net Working Capital	UN	5.2	UN
Utilization			
Total Liabs / Net Worth	UN	112.0	UN

### Most Recent Financial Statement

As of 01/04/2014

On August 22, 2012, sources confirmed business name, address, phone number and operations of this location.

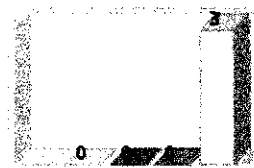
## Indicators

### Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	0	
UCC	3	01/03/2014

### Public Filings



Bankruptcy Judgment \* Lien \* Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

## Full Filings

### UCC Filings



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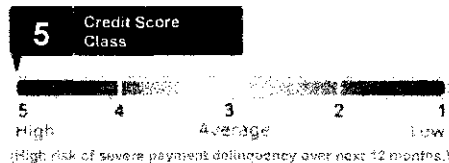
Collateral	All Assets including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Fixtures including proceeds and products - and OTHERS	Latest Info Received	01/15/2013
Filing No.	06712007913	Type	Original
Where Filed	GWINNETT COUNTY SUPERIOR COURT CLERKS OFFICE, LAWRENCEVILLE, GA	Date Filed	12/03/2012
Secured Party	PNC BANK, NATIONAL ASSOCIATION, PITTSBURGH, PA		
Debtor	UTILITIES ANALYSES, INCORPORATED		
Filing No.	06714000029	Latest Info Received	01/16/2014
Original UCC Filed Date	12/03/2012	Type	Termination
Where Filed	GWINNETT COUNTY SUPERIOR COURT CLERKS OFFICE, LAWRENCEVILLE, GA	Date Filed	01/03/2014
Secured Party	PNC BANK, NATIONAL ASSOCIATION, PITTSBURGH, PA	Original Filing No.	06712007913
Debtor	UTILITIES ANALYSES, INCORPORATED		
Filing No.	06707007511	Latest Info Received	08/23/2007
Original UCC Filed Date	11/26/2002	Type	Continuation
Where Filed	GWINNETT COUNTY SUPERIOR COURT CLERKS OFFICE, LAWRENCEVILLE, GA	Date Filed	06/27/2007
Secured Party	BANK OF AMERICA, N.A., ATLANTA, GA	Original Filing No.	06702012110
Debtor	UTILITIES ANALYSES, INCORPORATED		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

## Commercial Credit Score

### Summary

Credit Score Class



### Incidence of Delinquent Payment

Among Companies with This Class	53.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	8
Credit Score	429
Number of Payment Experiences	9

### Key Factors

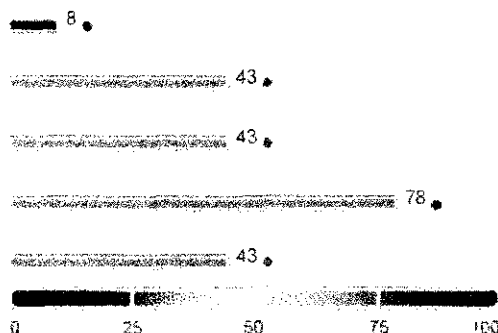
- Evidence of negative trade
- Recent amount past due
- Limited time under present management control
- Proportion of slow payment experiences to total number of payment experiences reported
- Increase in proportion of delinquent payments in recent payment experiences

### Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



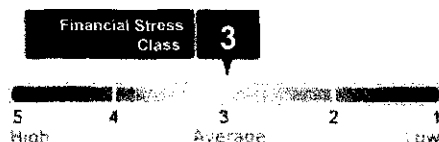
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**Credit Score Percentile Norms Comparison**UTILITIES ANALYSES,  
INCORPORATEDRegion  
(SOUTH ATLANTIC)Industry  
(BUSINESS, LEGAL AND  
ENGINEERING SERVICES)Employee Range  
(10-19)Years in Business  
(2-3)

- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

**Financial Stress Score****Summary**

Financial Stress Class

**Financial Stress Score Percentile**

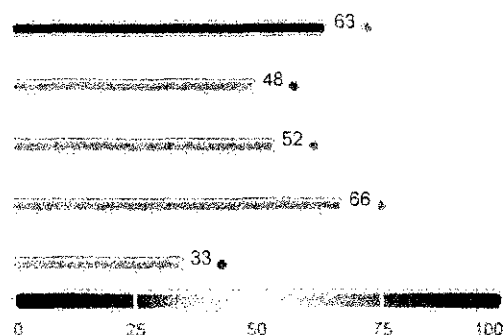
Financial Stress National Percentile	63
Financial Stress Score	1501
Probability of Failure with This Score	0.24%
Failure per 10K	24/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	9

**Key Factors**

- Limited time under present management control
- Low proportion of satisfactory payment experiences to total payment experiences.

**Notes:**

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

**Financial Stress Percentile Comparison**UTILITIES ANALYSES,  
INCORPORATEDRegion  
(South Atlantic)Industry  
(Business, Legal And  
Engineering Services)Employee Range  
(10-19)Years in Business  
(2-3)

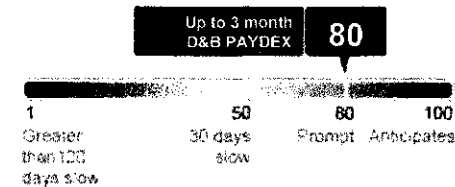
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.



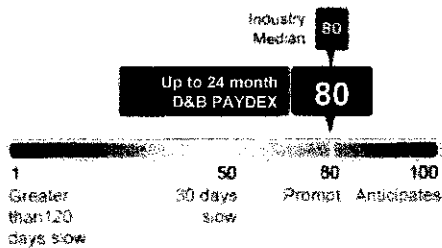
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**Advanced Paydex + CLR****D&B PAYDEX®**

Shows the D&amp;B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

**Up to 3 month D&B PAYDEX**

When weighted by dollar amount, payments to suppliers average **Within terms**. Based on payments collected over last 3 months.

**Up to 24 month D&B PAYDEX**

When weighted by dollar amount, payments to suppliers average **generally within terms**. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is **GENERALLY WITHIN** terms.

● High risk of late payment (average 30 to 120 days beyond terms)

○ Medium risk of late payment (average 30 days or less beyond terms)

● Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	9	Highest Now Owing	\$60,000
Payments Within Terms	89%	Total Placed for Collection	0	Highest Past Due	\$500
Average High Credit	\$7,737	Largest High Credit	\$60,000		

\* compared to payments three months ago

**Credit Limit Recommendation**

Risk Category

Risk Category

High Moderate Low

Recommendation Date

03/18/2014

Conservative Credit Limit

\$250

Aggressive Credit Limit

\$750

Key Factor

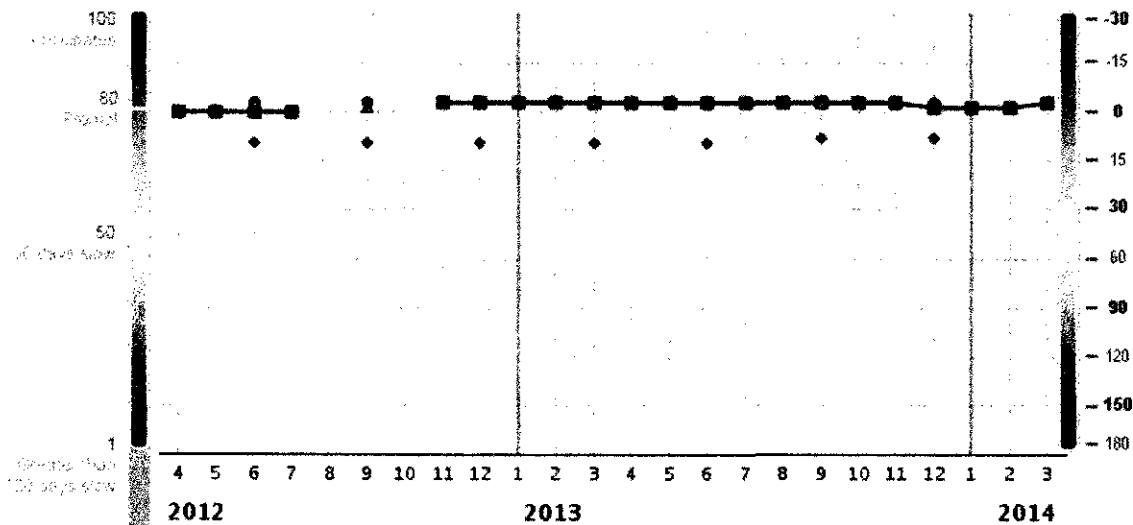
Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

**PAYDEX Yearly Trend**

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Management consulting services, based on SIC code 8742.



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	■ This Business				◆ Upper				▲ Median				◼ Lower			
This Business	78	78	78	78					80	80	80	80	80	80	80	80
Industry Quartiles																
Upper		80		80		80		80		80		80		80		80
Median		80		79		80		80		80		80		80		80
Lower		71		71		71		71		71		71		72		72

**Note**

- Current PAYDEX® for this Business is 80, or equal to generally within terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 78.0, or equal to 3 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

**Payment Habits**

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	100%	1	60,000
15,000-49,999	0%	0	0
5,000-14,999	0%	0	0
1,000-4,999	0%	0	0
Under 1,000	87%	7	1,900

Based on up to 24 months of payments

**Payment Summary**

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 9 payment experiences in D&B's file, with 4 experiences reported during the last three month period. The highest Now Owes on file is \$60,000. The highest Past Due on file is \$500.

All Industries

**Decide with Confidence**

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Natural gas distrib	1	\$60,000	\$60,000	100	0	0	0	0
Misc equipment rental	1	750	750	100	0	0	0	0
Ret mail-order house	1	250	250	100	0	0	0	0
Public finance	1	100	100	100	0	0	0	0
Investment advice	1	100	100	100	0	0	0	0
Data processing svcs	1	100	100	100	0	0	0	0
Misc business service	1	100	100	100	0	0	0	0
Misc business credit	1	500	0	50	0	0	0	50

**Other Payment Categories**

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$50	\$50
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

**Detailed Payment History**

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
March 2014	Ppt	\$750	\$50	\$0	Lease Agreeemnt	
February 2014	Ppt	100	100	0	N/A	1
	Ppt-Slow 150	0	500	500	N/A	1
January 2014	Ppt	60,000	60,000	0	N/A	1
July 2013	Ppt	100	0	0	N/A	1
	(006)	50	50	0	Cash account	1
January 2013	Ppt	100	50	0	N/A	1
December 2012	Ppt	250	0	0	N30	4-5
October 2012	Ppt	100	50	0	N/A	2-3

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

### **Exhibit C-8 "Bankruptcy Information"**

Utilities Analyses, LLC has made no bankruptcy filings in the current year or within the two most recent years preceding this application.

## **Exhibit C-9 “Merger Information”**

Utilities Analyses, LLC (“UAL”, formerly Utilities Analyses, Inc.) was acquired by Procurian LLC (formerly Procurian Inc.) in August of 2012. In December of 2013, Accenture LLP acquired Procurian LLC. Immediately following that acquisition, Utilities Analyses Inc. was converted from a Georgia for-profit corporation to a Georgia limited liability corporation, and Procurian Inc. was converted from a Delaware corporation to a Delaware limited liability corporation. Accenture is in the process of integrating the business and operations of UAL into the procurement services line of business of Accenture, which will include Accenture LLP applying for an Ohio power broker certification in the name of Accenture LLP.