

PUCO USE ONLY		
Date Received	Case Number	Version
	19 - 2104-EL-AGG	May 2016

INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 Company History). 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. APPLICANT INFORMATION

A-1 Applicant intends to be certified as: (check all that apply)

☒ Power Broker ☐ Aggregator

A-2 Applicant's legal name, address, telephone number and web site address

Legal Name Insight Sourcing Group, LLC
 Address 5555 Triangle Parkway Suite 300, Norcross, GA, 30092
 Telephone # (770) 481-3027 Web site address (if any) www.insightsourcing.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Insight Sourcing Group, LLC
 Address 1300 East 9th Street, Cleveland, Ohio, 44114
 Telephone # (216) 802-2121 Web site address (if any) _____

A-4 List all names under which the applicant does business in North America

Insight Sourcing Group, LLC _____

A-5 Contact person for regulatory or emergency matters

Name Tommy Greer
 Title Vice President - Enterprise Energy Solutions

Business address 5555 Triangle Parkway Suite 300, Norcross, GA, 30092
Telephone # (770) 629-3157 Fax # (770) 481-3028
E-mail address tgreer@insightsourcing.com

A-6 Contact person for Commission Staff use in investigating customer complaints

Name Tommy Greer
Title Vice President - Enterprise Energy Solutions
Business address 5555 Triangle Parkway Suite 300, Norcross, GA, 30092
Telephone # (770) 629-3157 Fax # (770) 481-3028
E-mail address tgreer@insightsourcing.com

A-7 Applicant's address and toll-free number for customer service and complaints

Customer Service address 5555 Triangle Parkway Suite 300, Norcross, GA, 30092
Toll-free Telephone # (770) 629-3157 Fax # (770) 481-3028
E-mail address energypractice@insightsourcing.com

A-8 Applicant's federal employer identification number # 550793869

A-9 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 _____ |

A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

- | | | | | |
|--|--------------------------------------|--|--|--|
| <input type="checkbox"/> First Energy | | | | |
| <input type="checkbox"/> Ohio Edison | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Duke Energy | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Monongahela Power | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> American Electric Power | | | | |
| <input type="checkbox"/> Ohio Power | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input type="checkbox"/> Dayton Power and Light | <input type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |

- A-11 Provide the approximate start date that the applicant proposes to begin delivering services

December 31, 2019

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 **Exhibit A-12 "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-13 **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14 **Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-15 **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

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 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "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-5 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-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 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-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. APPLICANT 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. (This is generally only applicable to publicly traded companies who publish annual reports)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

- 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 two most recent years preceding the application.
- C-10 **Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.


Signature of Applicant & Title

Sworn and subscribed before me this 29th day of September, 2019


Signature of official administering oath

Month Year
Taylor Rhodes - Notary
Print Name and Title

My commission expires on 03-13-2020

Taylor Rhodes
Notary Public - Georgia
Gwinnett County
My Commission Expires 03-13-2020

AFFIDAVIT

State of Georgia :

Norcross ss.
(Town)

County of Gwinnett :

Tommy Greer, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Vice President (Office of Affiant) of Insight Sourcing Group (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 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
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 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.

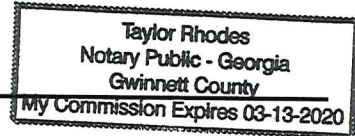
Tamara Lee - VP
Signature of Affiant & Title

Sworn and subscribed before me this 29th day of September, 2019
Month Year

Taylor Rhodes
Signature of official administering oath

Taylor Rhodes - Notary
Print Name and Title

My commission expires on 03-13-2020



A-12 Exhibit A-12 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

*Tom Beaty
President and CEO
5555 Triangle Parkway Suite 300
Norcross, GA, 30092
O: 770-481-3027
tbeaty@insightsourcing.com*

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

A-13 Exhibit A-13 "Company History," provide a concise description of the applicant's company history and principal business interests.

Insight Sourcing Group is a management-consulting firm founded in 2002. Insight Sourcing Group focuses on strategic sourcing and procurement-related services. We develop and execute global cost optimization and procurement transformation programs for large and mid-market companies and for Private Equity firms and their holdings. Insight Sourcing Group has developed capabilities to provide clients with energy supply and demand management services. Insight Sourcing Group has been certified and successfully operated as a broker in Ohio (Case No. 15-1461-EL-AGG) for year and is currently seeking licensing in several deregulated states.

A-14 Exhibit A-14 "Articles of Incorporation and Bylaws," if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.

See attachment labeled Exhibit A-14 Articles of Incorporation and Bylaws

A-15 Exhibit A-15 "Secretary of State," provide evidence that the applicant has registered with the Ohio Secretary of the State.

See attachment labeled Exhibit A-15 Secretary of State

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.

Insight Sourcing Group is currently licensed in New Jersey, Illinois, Maryland, Massachusetts, Maine, Pennsylvania, and Texas 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.

Insight Sourcing Group personnel have over 10 years providing CRES services to customers. Initially, Insight Sourcing Group will solicit business from existing customers and long term will generate sales leads through its internal sales force. Insight Sourcing Group will not be providing services to residential customers and thus will not likely field customer complaints.

B-3 Exhibit B-3 "Summary of Experience," provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

Insight Sourcing Group will only be providing brokering services to its clients. Within the energy brokerage space, Insight Sourcing Group's personnel have over 10 years of experience providing sourcing services to our clients, we have assisted national retailers as well as mid-tier industrials with the procurement of both electricity and natural gas. Typically, we are compensated through a monthly fixed fee, but also offer a supplier adder paid directly from the supplier.

B-4 Exhibit B-4 "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.

Insight Sourcing Group has never been the defendant of any investigation that could adversely impact the ISG's financial or operational status or ability to provide the services it is seeking to be certified to provide.

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. (This is generally only applicable to publicly traded companies who publish annual reports)

Insight Sourcing Group is not providing any annual reports because it is a private company and is not required to disclose such information.

C-2 Exhibit C-2 “SEC Filings,” provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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.

Insight Sourcing Group does not have to file with the SEC because it is a private company and is not required to disclose such information.

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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

See attachment labeled Exhibit C-3 Financial Statements.

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.). Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

N/A - Insight Sourcing Group is not providing financial arrangements because Insight Sourcing Group will not, and never has relied on outside capital (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.) to fund its business ventures.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

See attachment labeled Exhibit C-5 Forecasted Financial Statements

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. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

See attachment labeled Exhibit C-6 Credit Rating

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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

See attachment labeled Exhibit C-7 Credit Report

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.

Insight Sourcing Group has never filed for bankruptcy.

C-9 Exhibit C-9 “Merger Information,” provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

Insight Sourcing Group has never undergone a dissolution, merger, or acquisition of any kind.

C-10 Exhibit C-10 “Corporate Structure,” provide a description of the applicant’s corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

See attachment labeled Exhibit C-10 Corporate Structure.

Secretary of State
Corporations Division
315 West Tower
#2 Martin Luther King, Jr. Dr.
Atlanta, Georgia 30334-1530

Exhibit A-14 Articles of Incorporation and Bylaws

DOCKET NUMBER : 041000702
CONTROL NUMBER: 0238291
EFFECTIVE DATE: 03/25/2004
REFERENCE : 0048
PRINT DATE : 04/09/2004
FORM NUMBER : 611

THOMAS F. BEATY
2103 N. DECATUR ROAD
BOX 306
ATLANTA, GA 300335305

CERTIFICATE OF NAME CHANGE AMENDMENT

I, Cathy Cox, the Secretary of State and the Corporations Commissioner of the State of Georgia, do hereby certify under the seal of my office that

GRANICUS CORPORATION
A DOMESTIC PROFIT CORPORATION

has filed articles of amendment in the Office of the Secretary of State changing its name to

INSIGHT SOURCING GROUP, INC.

and has paid the required fees as provided by Title 14 of the Official Code of Georgia Annotated. Attached hereto is a true and correct copy of said articles of amendment.

WITNESS my hand and official seal in the City of Atlanta and the State of Georgia on the date set forth above.



A handwritten signature in cursive script, appearing to read "Cathy Cox".

Cathy Cox
Secretary of State

Secretary of State
Corporations Division
315 West Tower
#2 Martin Luther King, Jr. Dr.
Atlanta, Georgia 30334-1530

CONTROL NUMBER: 0238291
EFFECTIVE DATE: 07/30/2002
JURISDICTION : GEORGIA
REFERENCE : 0077
PRINT DATE : 07/30/2002
FORM NUMBER : 311

CSC NETWORKS, INC.
DAVID HOLCOMB #310
900 OLD ROSWELL LAKES PKWY.
ROSWELL, GA 30076

CERTIFICATE OF INCORPORATION

I, Cathy Cox, the Secretary of State and the Corporations Commissioner of the State of Georgia, do hereby certify under the seal of my office that

GRANICUS CORPORATION
A DOMESTIC PROFIT CORPORATION

has been duly incorporated under the laws of the State of Georgia on the effective date stated above by the filing of articles of incorporation in the Office of the Secretary of State and by the paying of fees as provided by Title 14 of the Official Code of Georgia Annotated.

WITNESS my hand and official seal in the City of Atlanta and the State of Georgia on the date set forth above.



Cathy Cox

Cathy Cox
Secretary of State

ARTICLES OF INCORPORATION

OF

GRANICUS CORPORATION

I

The name of the corporation is:

GRANICUS CORPORATION

II

The corporation is organized pursuant to the provisions of the Georgia Business Corporation Code.

III

The corporation shall have perpetual duration.

IV

The corporation is a corporation organized for profit and is organized for the following purposes: to engage in any business in which a corporation or corporations may be organized under the Georgia Business Corporation Code.

V

The corporation shall have authority, acting by its board of directors, to issue not more than 1500 Common Shares At No Par Value

VI

The address of the initial registered office of the corporation is 4845 Jimmy Carter Blvd., Norcross, Gwinnett County, Georgia 30093. The name of the registered agent at such address is Corporation Service Company.

VII

The shareholders of the corporation shall have preemptive rights to acquire any unissued shares of the corporation.

VIII

The mailing address of the initial principal office of the corporation is 2103 North Decatur Road #306 , Decatur, GA 30033-5305

IX

The initial board of directors shall consist of (ONE) members, the name and address of each of which is as follows:

NAME	ADDRESS
Thomas F. Beaty	1872 Westminster Way, Atlanta, Ga 30307

X

The name and address of the incorporator is:

NAME	ADDRESS
Elizabeth A. Truitt	Corporation Service Company 2711 Centerville Road Suite 400 Wilmington, DE 19808

IN WITNESS WHEREOF, the undersigned incorporator has executed the Articles of Incorporation.

Dated: July 29, 2002

Elizabeth A. Truitt
ELIZABETH A. TRUITT, Incorporator

SECRETARY OF STATE
2002 JUL 30 P 2:36
CORPORATIONS DIVISION

201521101108

DATE: 07/30/2015	DOCUMENT ID 201521101108	DESCRIPTION REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	FILING 125.00	EXPED 100.00	PENALTY .00	CERT .00	COPY .00
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Exhibit A-15 Secretary of State

Receipt

This is not a bill. Please do not remit payment.

CT CORPORATION SYSTEM
MEGAN MARSHALL
4400 EASTON COMMONS WAY - STE 125
COLUMBUS, OH 43219

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
2415548

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

INSIGHT SOURCING GROUP, LLC

and, that said business records show the filing and recording of:

Document(s)

REG. OF FOR. PROFIT LIM. LIAB. CO.

Document No(s):
201521101108

Effective Date: 07/29/2015




United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 30th day of July, A.D. 2015.

Jon Husted

Ohio Secretary of State

LIVE REPORT

Currency: Shown in USD unless otherwise indicated 
**INSIGHT SOURCING GROUP
HOLDINGS, INC.**

Trade Names: I S G

D-U-N-S 16-987-6138

Number:

Company: INSIGHT SOURCING GROUP HOLDINGS, INC.

D&B Address

Address: 5555 TRIANGLE PKWY STE 300
NORCROSS, GA, US - 30092

Location HEADQUARTERS

Type:

Phone: 888-973-0208

Fax:

Web:

Endorsement:

phelps@dnb.com

Company Summary**SCORE BAR**

PAYDEX®



80

Paying on time.

Commercial Credit Score Percentile



95

Low Risk of severe payment delinquency.

Financial Stress Score National Percentile



Moderate Risk of severe financial stress.

D&B Viability Rating

2

I

B

I

[View More Details](#)

Bankruptcy Found

☒ No

D&B Rating

--

Unavailable.

D&B VIABILITY RATING SUMMARY

Viability Score

High Risk (9)

2

Low Risk (1)

Portfolio Comparison

High Risk (9)

1

Low Risk (1)

Data Depth Indicator

Descriptive (G)

Predictive (A)

Company Profile:

Financial

Data
Not Available

Trade
Payments
Available
(3+Trade)

Company
Size
Medium

Years in
Business
Established

DETAILED TRADE RISK INSIGHT™

3 months from Oct-19 to Dec-19

Days Beyond Terms Past 3 months: 0 Days

High Risk (120+)

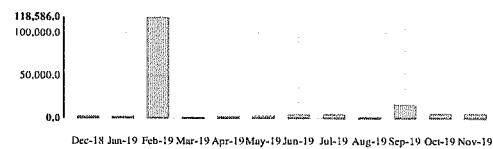
Low Risk (0)

Dollar-weighted average of 7 payment experiences reported from 7 companies.

Recent Derogatory Events

Status	Sep-19	Oct-19	Nov-19
Placed for Collection	on acct	on acct	on acct
Bad Debt Written Off	on acct	on acct	on acct

Total Amount Current and Past Due - 12 Month Trend



LEGEND Current 1-60 days 61+ days

D&B COMPANY OVERVIEW

This is a headquarters location

Branch(es) or Division(s) exist
Y

Chief Executive
THOMAS F BEATY, CEO

Age (Year Started)
17 years (2002)

Employees
30 (UNDETERMINED Here)

History Status
INCOMPLETE

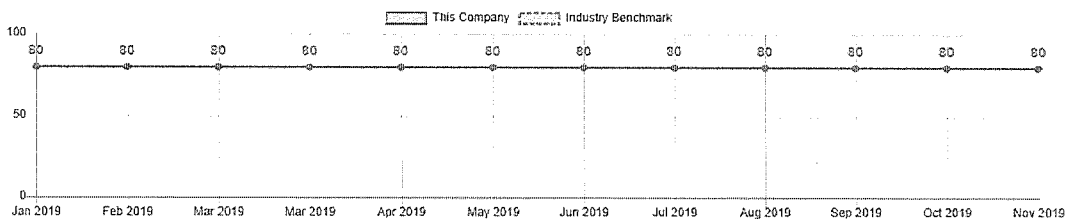
Financing
SECURED

SIC
8742

Line of business
Management consulting services

NAICS
541611

PAYDEX® TREND CHART



Application Opens to Secure Spot in Future UVA Darden
Class Through Future Year Scholars Program Newswise
Nov 7, 2019
Google Inc.

PUBLIC FILINGS

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

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	---
Judgments	0	---
Liens	0	---
Suits	0	---
UCCs	3	03/23/2018

The public record items contained herein may have been paid,
terminated, vacated or released prior to today's date.

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family
Tree

SUBSIDIARIES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
INSIGHT SOURCING GROUP, LLC	NORCROSS , Georgia	11-697-6870

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Predictive Scores

D&B VIABILITY RATING SUMMARY


The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a
highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for
bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score

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

- Level of Risk: **Low Risk**
- Businesses ranked **2** have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked **2**: **4 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**


High Risk (9)


Low Risk (1)

Data Depth Indicator

Data Depth Indicator:

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

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

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.


Descriptive (G)


Predictive (A)

Portfolio Comparison

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked **1** within this model segment have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked **1** with this model segment: **11 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**


High Risk (9)


Low Risk (1)

Company Profile:

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Medium: Employees: 10-49 or Sales: \$100K-\$499K**
- Years in Business: **Established: 5+**



Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available: 3+Trade	Medium	Established

CREDIT CAPACITY SUMMARY

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating: --

The blank rating symbol should not be interpreted as indicating that credit should be denied. It simply means that the information available to D&B does not permit us to classify the company within our rating key and that further enquiry should be made before reaching a decision. Some reasons for using a "-" symbol include: deficit net worth, bankruptcy proceedings, insufficient payment information, or incomplete history information.

Number of Employees Total: 30 (UNDETERMINED here)

Payment Activity	(based on 23 experiences)
Average High Credit:	\$3,942
Highest Credit:	\$15,000
Total Highest Credit:	\$53,050

Below is an overview of the company's rating history since 03-19-2010.

<u>D&B Rating</u>	<u>Date Applied</u>
--	03/19/2010

D&B CREDIT LIMIT RECOMMENDATION

Conservative credit Limit: 25,000

Aggressive credit Limit: 45,000

Risk category for this business: LOW

High Risk (5)

Low Risk (1)

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

FINANCIAL STRESS CLASS SUMMARY

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

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), which is lower than the average of businesses in D & B's database

Financial Stress Class :

High Risk (5)



Low Risk (1)

Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

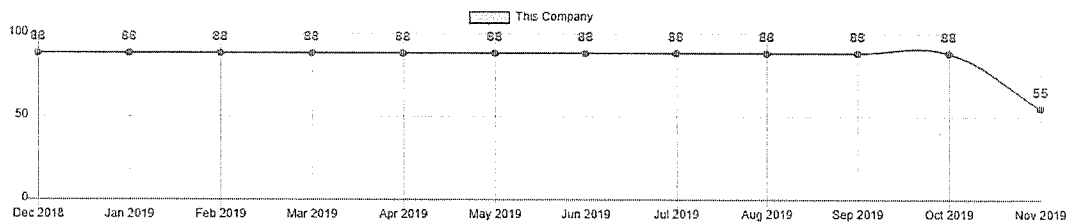
Probability of Failure:

- Risk of Severe Financial Stress for Businesses with this Class: **0.24%** (24 per 10,000)
- Financial Stress National Percentile : **44** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1471** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48%** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

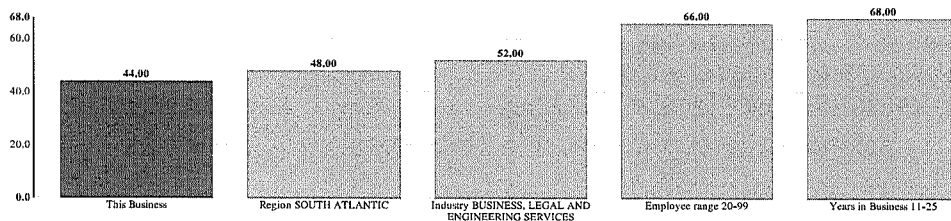
- Low proportion of satisfactory payment experiences to total payment experiences.
- High number of inquiries to D & B over last 12 months.

Financial Stress Percentile Trend:



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 Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate 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.



Norms	National %
This Business	44
Region: SOUTH ATLANTIC	48
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	52
Employee range: 20-99	66
Years in Business: 11-25	68

This Business has a Financial Stress Percentile that shows:


- 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.

CREDIT SCORE SUMMARY

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 1 for this company shows that 1.1% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class :

 High Risk (5)

 1  Low Risk (1)

Low risk of severe payment delinquency over next 12 months.

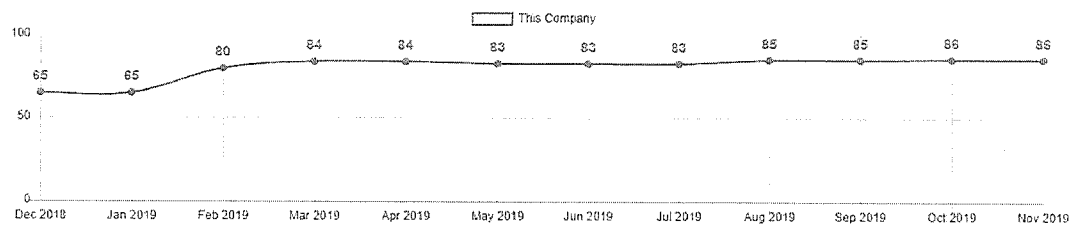
Incidence of Delinquent Payment

- Among Companies with this Classification: **1.10%**
- Average compared to businesses in D&B's database: **10.20%**
- Credit Score Percentile : **95** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **595** (Highest Risk: 101; Lowest Risk: 670)

The Credit Score Class of this business is based on the following factors:

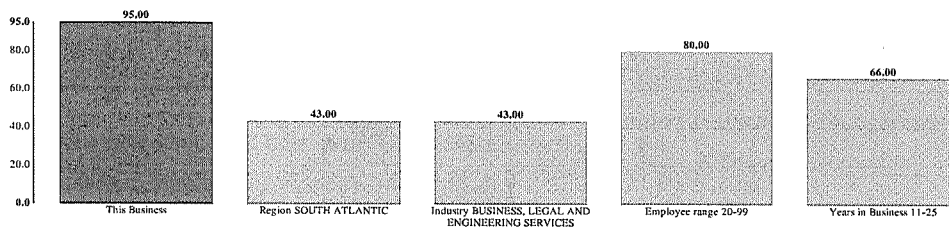
-

Credit Score Class Percentile Trend:



Notes

- The Commercial Credit Score Risk 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 severe 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 Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms

National %

This Business	95
Region: SOUTH ATLANTIC	43
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 20-99	80
Years in Business: 11-25	66

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower 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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Trade Payments

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX

80

Equal to generally within terms
(Pays same as the average for its
industry of generally within terms)

Industry Median

80

Equal to generally within terms

Payments Within Terms

100%

**Total payment Experiences in
D&Bs File (HQ)**

23

Trade Experiences with Slow
or Negative Payments(%)

0%

Total Placed For Collection

0

Average High Credit

\$3,942

Largest High Credit

\$15,000

Highest Now Owing

\$5,000

Highest Past Due

\$0

Payment Trend

Unchanged

Compared to payments three months
ago

Indications of slowness can be the result
of dispute over merchandise, skipped
invoices etc. Accounts are sometimes
placed for collection even though the
existence or amount of the debt is
disputed.

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score. D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

D&B PAYDEX

1

100

120 Days Slow

30 day slow

Prompt

When weighted by amount, payments to suppliers average
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)

3-MONTH D&B PAYDEX

1

100

120 Days Slow

30 day slow

Prompt

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average
days beyond 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)

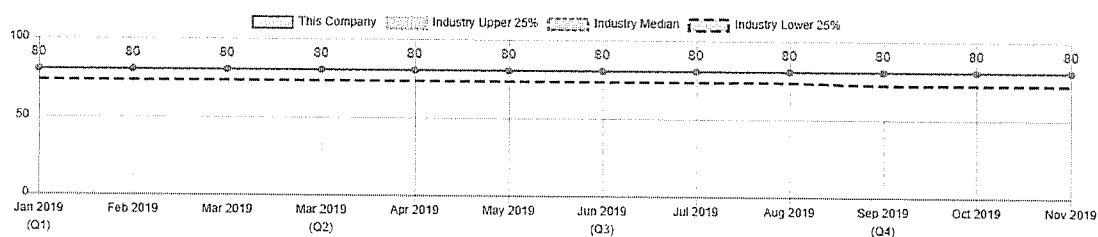
☐ Low risk of late payment (Average prompt to 30+ days
sooner)

D&B PAYDEX® COMPARISON

CURRENT YEAR

PAYDEX® 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 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.



	1/19	2/19	3/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19
This Business	80	80	80	80	80	80	80	80	80	80	80	80
Industry Quartile												
Upper	80	-	-	80	-	-	80	-	-	80	-	-
Median	80	-	-	80	-	-	80	-	-	80	-	-
Lower	73	-	-	73	-	-	73	-	-	72	-	-

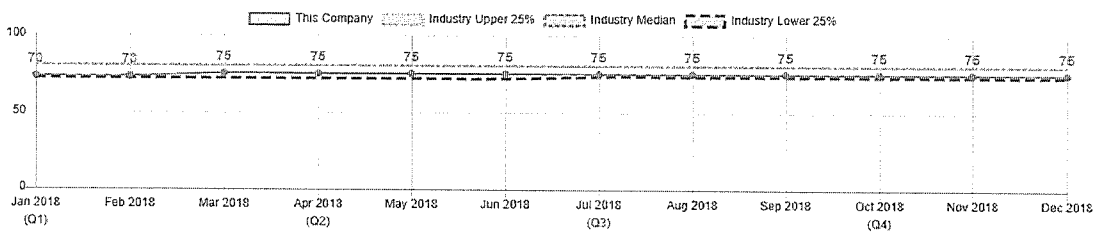
Current PAYDEX for this Business is 80 , or equal to generally within terms

The 12-month high is 80 , or equal to GENERALLY WITHIN terms

The 12-month low is 71 , or equal to 14 DAYS BEYOND terms

PREVIOUS YEAR

Shows PAYDEX 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 .



Previous Year	12/17	3/18	6/18	9/18
	Q1'17	Q2'18	Q3'18	Q4'18
This Business	73	75	75	75
Industry Quartile				
Upper	80	80	80	80
Median	80	80	80	80
Lower	72	72	73	73

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 80, or equal to generally within terms

The present industry median Score is 80, or equal to GENERALLY WITHIN 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

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms.

Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

<u>Credit Extended</u>	<u>Payment Experiences</u>	<u>Total Amount</u>	<u>% of Payments Within Terms</u>
Over 100,000			
50,000-100,000			
15,000-49,999	2	30,000	100%
5,000-14,999	2	15,000	100%
1,000-4,999	2	3,500	100%
Under 1,000	7	2,750	100%

Based on payments collected over last 24 months.

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc.

PAYMENT SUMMARY

There are 23 payment experience(s) in D&Bs file for the most recent 24 months, with 13 experience(s) reported during the last three month period.

The highest Now Owes on file is 5000 . The highest Past Due on file is 0

Below is an overview of the company's currency-weighted payments, segmented by it's supplier's primary industries:

<u>Top Industries</u>	<u>Total Revd</u>	<u>Total</u>	<u>Largest High</u>	<u>Within Terms</u>	<u>1 - 30 Days Late</u>	<u>31 - 60 Days Late</u>	<u>61 - 90 Days Late</u>	<u>91 + Days Late</u>
	<u>(#)</u>	<u>Amount</u>	<u>Credit</u>	<u>(%)</u>	<u>(%)</u>	<u>(%)</u>	<u>(%)</u>	<u>(%)</u>
Misc business service	3	6,000	5,000	100	0	0	0	0
Radiotelephone commun	1	15,000	15,000	100	0	0	0	0
Public finance	1	15,000	15,000	100	0	0	0	0
Nonclassified	1	10,000	10,000	100	0	0	0	0
Telephone communictns	1	2,500	2,500	100	0	0	0	0
Ret new/used autos	1	750	750	100	0	0	0	0
Short-trm busn credit	1	500	500	100	0	0	0	0
Mfg soap/detergents	1	500	500	100	0	0	0	0
Reg misc coml sector	1	250	250	100	0	0	0	0
Whol computers/softwr	1	250	250	100	0	0	0	0
Whol office supplies	1	250	250	100	0	0	0	0
Whol office equipment	1	250	250	100	0	0	0	0

Other payment categories

Cash experiences	8	\$1,550	\$750
Payment record unknown	1	\$250	\$250
Unfavorable comments	0	\$0	\$0
Placed for collections	0	\$0	\$0
Total in D&B's file	23	\$53,050	\$15,000

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices, etc.

DETAILED PAYMENT HISTORY FOR THIS COMPANY

<u>Date Reported (mm/yy)</u>	<u>Paying Record</u>	<u>High Credit</u>	<u>Now Owes</u>	<u>Past Due</u>	<u>Selling Terms</u>	<u>Last Sale Within (month)</u>
11/19	(001)	100			Cash account	1 mo
10/19	Ppt	15,000	5,000	0		1 mo
10/19	Ppt	5,000	0	0		2-3 mos
10/19	Ppt	2,500	0	0		1 mo
10/19	Ppt	1,000	0	0		4-5 mos
10/19	Ppt	750	750	0		1 mo
10/19	Ppt	500	500	0	Lease Agreeemnt	1 mo
10/19	Ppt	250	100	0		1 mo
10/19	Ppt	250	0	0	N45	6-12 mos
10/19	(010)	250	100	0		1 mo
10/19	(011)	0	0	0	Cash account	1 mo
09/19	Ppt	0	0	0		6-12 mos
09/19	(013)	500			Cash account	6-12 mos
06/19	Ppt	15,000				1 mo
06/19	Ppt	500	500	0	N30	1 mo
05/19	(016)	50			Cash account	2-3 mos
05/19	(017)	50			Cash account	2-3 mos
01/19	Ppt	10,000	0	0		6-12 mos
10/18	(019)	100			Cash account	6-12 mos
08/18	(020)	250				1 mo
07/18	(021)	750			Cash account	1 mo
06/18	(022)				Sales COD	1 mo
12/17	Ppt	250	0	0	N30	6-12 mos

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported

Public Filings

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

Bankruptcies	Judgments	Liens	Suits	UCCs
0	0	0	0	3
Latest Filing:	Latest Filing:	Latest Filing:	Latest Filing:	Latest Filing: 03-23-2018

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.

UCC FILINGS

Collateral All Assets including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Chattel paper including proceeds and products - and OTHERS

Type Original

Sec. Party SUNTRUST BANK, ATLANTA, GA

Debtor INSIGHT SOURCING GROUP, INC.

Filing No. 06713005733

Filed With GWINNETT COUNTY SUPERIOR COURT CLERKS OFFICE,
LAWRENCEVILLE, GA

Date Filed 08-12-2013

Latest Info Received 09-17-2013

Type Amendment

Sec. Party SUNTRUST BANK, ATLANTA, GA

Debtor INSIGHT SOURCING GROUP HOLDINGS, INC.

Filing No. 06718002179

Filed With GWINNETT COUNTY SUPERIOR COURT CLERKS OFFICE,
LAWRENCEVILLE, GA

Date Filed 03-23-2018

Latest Info Received 06-01-2018

Original UCC Filed Date 08-12-2013

Original Filing No 06713005733

Collateral Leased Computer equipment and proceeds

Type Original

Sec. Party DELL FINANCIAL SERVICES L.L.C., ROUND ROCK, TX

Debtor INSIGHT SOURCING GROUP HOLDINGS, INC.

Filing No. 00717036567

Filed With BARROW COUNTY SUPERIOR COURT CLERKS OFFICE, WINDER, GA

Date Filed 08-24-2017

Latest Info Received 09-22-2017

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar) NO

Administrative Debt NO

Contractor NO

Grantee NO

**Party excluded from federal
program(s)** NO

Possible candidate for socio-economic program consideration

Labour Surplus Area N/A

Small Business

YES (2019)

8(A) firm

N/A

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

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

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History & Operations

COMPANY OVERVIEW

Company Name	Phone	History
INSIGHT SOURCING GROUP HOLDINGS, INC.	888 973-0208	INCOMPLETE
Doing Business As		Present management control
I S G		17 years
Street Address		
5555 Triangle Pkwy Ste 300 Norcross, GA 30092		

HISTORY

The following information was reported **10/25/2019**

Officer(s):

- THOMAS F BEATY, CEO
- BRIAN HOUPPT, SR V PRES
- JAKE WOJCIK, SR V PRES
- BRENT EILAND, EXEC V PRES

DIRECTOR(S): THE OFFICER(S)

The Georgia Secretary of State's business registrations file showed that Insight Sourcing Group Holdings, Inc. was registered as a Corporation on July 30, 2002, under file registration number 0238291.

Business started 2002.

THOMAS F BEATY. Antecedents not available.

BRIAN HOUPPT. Antecedents not available.

JAKE WOJCIK. Antecedents not available.

BRENT EILAND. Antecedents not available.

BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL 11/2
SOURCE AS OF

Registered Name: INSIGHT SOURCING GROUP HOLDINGS, INC.

Business type: DOMESTIC CORPORATION

Corporation type: PROFIT

Date incorporated: 07/30/2002

State of incorporation: GEORGIA

Filing date: 07/30/2002

Registration ID: 0238291

Duration: PERPETUAL

Status: ACTIVE/COMPLIANCE

Where filed: SECRETARY OF STATE/BUSINESS SERVICES AND REGULATIONS/CORPORATE DIVISION,
ATLANTA ,GA

Registered agent: THOMAS F. BEATY, 5555 TRIANGLE PKWY., SUITE 300 ,NORCROSS,GA,300920000

Principals: THOMAS F. BEATY CHIEF EXECUTIVE OFFICER 5555 TRIANGLE PKWY., SUITE 300
NORCROSS GA 300920000

ANTHONY GODFREY EDWARD CHIEF FINANCIAL OFFICER 5555 TRIANGLE PARKWAY
NORCROSS GA 300920000

THOMAS F. BEATY SECRETARY 5555 TRIANGLE PKWY., SUITE 300
NORCROSS GA 300920000

OPERATIONS

10/25/2019

Description:

- Provides management consulting services, specializing in business management (100%).
- Terms are undetermined. Sells to undetermined.

Employees: 30 which includes officer(s). UNDETERMINED employed here.

Facilities: Occupies premises in a building.

Subsidiaries:

- This business has multiple subsidiaries, detailed subsidiary information is available in D & Bs linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

- 8742 9902 Business management consultant

NAICS:

- 541611 Administrative Management and General Management Consulting Services

Financials

COMPANY FINANCIALS

D&B

Graph cannot be created

ADDITIONAL FINANCIAL DATA

The name and address of this business have been confirmed by D & B using available sources.

REQUEST FINANCIALS STATEMENTS

You can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information by clicking the button below.

<input type="checkbox"/>	<u>Financial Date Requested</u>	<u>Requested Period</u>	<u>Requested Year</u>	<u>Requested By</u>	<u>Received Date</u>	<u>Status</u>
--------------------------	---------------------------------	-------------------------	-----------------------	---------------------	----------------------	---------------

No data found

The requested financials below were provided by INSIGHT SOURCING GROUP HOLDINGS, INC. and are not DUNSRight certified.

KEY BUSINESS RATIOS

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.

Based on this Number of Establishments : 10

Industry Norms Based On 10 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	UN	8.3	UN
Return on Net Worth %	UN	48.8	UN
Short Term Solvency			
Current Ratio	UN	2.6	UN
Quick Ratio	UN	1.9	UN
Efficiency			
Assets to Sale %	UN	36.1	UN
Sales/Net Working Capital	UN	5.8	UN
Utilization			
Total Liabilities / Net Worth %	UN	59.4	UN

UN = Unavailable

Spread Financials

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To Whom This May Concern:

Insight Holdings Group, Inc. is the parent company of Insight Sourcing Group, LLC. As of 10/15/2019, our Energy practice is classed under Insight Sourcing Group, LLC. Financials are provided from the parents' company. There are no other affiliations to Insight Sourcing Group, LLC.

A handwritten signature in blue ink, appearing to read "Anthony Godfrey".

Anthony Godfrey
Chief Financial Officer
Vice President

This foregoing document was electronically filed with the Public Utilities

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in

Case No(s). 19-2104-EL-AGG

Summary: Application Initial Certification Application for Electric Aggregators/Power Brokers electronically filed by Mrs. Gretchen L. Petrucci on behalf of Insight Sourcing Group, LLC