



November 10, 2020

VIA ELECTRONIC FILING

Melissa Scarberry, Utility Specialist 2
Public Utilities Commission of Ohio
180 East Broad Street
Columbus, OH 43215-3793

Re: Case No. 16-1468-EL-AGG Revision

Dear Ms. Scarberry:

In response to your request to John Warrick of Vervantis, Inc. we are resubmitting Exhibit D-2, Operations Expertise and Key Technical Personnel along with resumes. Please accept these documents as a revision to the above-referenced application. The documents have been e-filed on the PUCO DIS.

If any additional information is needed please contact me at (480)681-1202 or larry.ihrke@vervantis.com.

Sincerely,
Larry Ihrke
CFO
Vervantis, Inc.
larry.ihrke@vervantis.com

Enclosure

Exhibit D-2 Operations Expertise and Key Technical Personnel

John Warrick – VP of Operations

Vervantis Inc. - 1334 E. Chandler Blvd., # 5-A29, Phoenix, AZ 85048

Direct: (480) 999-5245

Mobile: (480) 635-2125

Fax: (480) 336-2887

Email: john.warrick@vervantis.com

John is an experienced energy industry veteran of over 9 years in the North America market. Based in Phoenix, Arizona, John honed his skills with two of the largest global energy advisors in various operational and analytical capacities. Previously he has worked as a client manager to Fortune 500 companies and a project manager for large commercial and industrial projects.

An expert in utility optimization, John managed a consulting project to municipalize the electric utility for a city and has been instrumental in multiple process efficiency and big data analysis projects. John's experience is particularly valuable given the increase in corporate and commercial renewable energy incentives across the Americas. He has overseen and financially modeled several renewable energy projects over 200MW for both producers and consumers to find viable off-take agreements to underpin project financing using purchase power agreements (PPA) or dynamic hedging. John has experience developing complex hedging strategies for long-term energy purchases.

John has a Master of Business Administration (MBA) degree from the W.P. Carey School of Business at Arizona State University. John's background is in Finance and Information Technology

Dan Moat – President

Vervantis Inc. - 1334 E. Chandler Blvd., # 5-A29, Phoenix, AZ 85048

Mobile: (480) 543-7660

Direct: (480) 336-2891

Fax: (480) 336 2887

dan.moat@vervantis.com

Since the time when energy supply markets liberalized in the early nineties, Dan has been helping enterprise clients realize their energy goals. In the early years working for TXU in Europe, Dan managed large C&I customers with their natural gas and power requirements, before transferring to the Trading Partnerships team, who provided more sophisticated sourcing solutions to end users. This role introduced distributed generation and upstream natural gas experience before a relocation to Milan, Italy to lead TXU's entrance to European energy markets.

Prior to Vervantis, in 2004 Dan became co-owner Encore International, a European energy services business specializing in energy price risk management for C&I customers. Dan developed and grew this start-up into the largest independent advisor by volume in the UK, successfully selling it in 2010 to Schneider Electric.

Name: Dan Moat
Email: dan.moat@vervantis.com
Mobile: 480 543 7660

Curriculum Vitae

Profile

"Dan has been helping enterprise clients realize their energy goals for over 20 years. Dan has an incredible reputation for engaging client teams at all levels, ensuring management and c-suite align on deliverable strategies. He is a leader, dramatically improving energy processes and profitability for some of the world's largest corporations. Dan is an experienced practitioner in established and emerging markets across the Americas with an impressive list of personal testimonials. Prior to Vervantis, in 2004 Dan joined Encore International, an energy advisor specializing in energy price risk management. As a main shareholder and VP of Sales & Marketing, Dan developed and grew this fledgling business into the largest independent advisor by volume in the UK in six years"

Skills

Leadership

Communicates at all levels to understand, develop and implement client focused strategies. Builds strong teams who share his passionate and energetic approach. Leads both client and internal teams to achieve their goals.

Communication

A person with the highest values and integrity, culturally aware, highly productive and hard working. An accomplished communicator and exceptional presenter.

Negotiation

A proven negotiator, achieves win win results while establishing excellent working and long lasting relationships.

Risk Management

A recognised industry expert in energy price risk management techniques for industrial and commercial energy consumers.

Coaching

Accomplished builder of highly motivated teams. Nurtures talent to achieve career goals while focused on the improvement of company and client.

Interests

Various Interests Including:

Mountain Biking
Rugby Union / Football (Arsenal FC)
Hiking
Cooking

Experience

June 2012 to Oct 2015: Schneider Electric Client Development Manager - Consulting

- Led the food and beverage supply side vertical taking it from zero to over \$1m p.a. in new business sales in two years
- Developed an internal network of experts to collaborate on client service requirements – Clean Tech, Energy Efficiency, BMS systems and controls
- Won several key target accounts including – Nestle, Kellogg's, SAB Miller, Weston Foods

June 2010 to June 2012: M&C Energy Group VP Client Development - Americas

- Deployment to set up a US based consulting arm for M&C Energy Group
- Developed key consumer relationships while conducting due diligence for target acquisitions
- Acquired and integrated Coleman Hines Inc., an Arizona based energy consultant in early 2012, prior to Schneider Electric acquisition of M&C Energy Group later that year.

Oct 2004 to June 2010: Encore International Limited VP Sales & Marketing / Owner

- Grew the business from 5 people to 90 people serving 200 of the best known brand names in the world representing £2bn of energy spend
- Grew the sales team from 1 to 15 in 4 years
- Grew revenues from \$150k to \$7.5m with \$1.75m EBITDA in 6 years

Apr 2003 to Oct 2004: Utiylx Energy Consultants Client Development Manager

Oct August 2002 to April 2003: TXU Europe Energy Social Energy Efficiency Grant Manager

Feb 2002 to August 2002: Sempra Energy Trading Industrial Structured Products Manager

Feb 1995 to Feb 2002: TXU Europe Energy Trading Partnerships – I&C Retail

Name: John Warrick
Email: john.warrick@vervantis.com
Mobile: 480 635 2125

Curriculum Vitae

Profile

“John has an impressive track record of combining financial and business planning with tactical execution to optimize long term gains in performance, revenues and profitability. A proactive results orientated executive with ten years’ experience in energy operations in various capacities. His leadership philosophy promotes employee participation and creative problem solving to contribute to the success of clients and the organizations they work for. He has both a BBA and MBA in business administration, graduating the later from Arizona State University. As VP operations for Vervantis Inc. John brings a deep understanding of the markets, project management, business processes and application architecture design. As a result, Vervantis has become a technology led operation.”

Skills

Operations

Leader of producer services segment. Offered long-term supply acquisition for Natural Gas and other fuels. Market Intelligence, strategy development and structured financing options.

Leader of Clean Tech segment. Segment offers off-take, financing, transmission and feasibility analysis for renewable energy developers.

Communication

A great communicator of business needs and solution application. Culturally aware, working with developers in US and India while joining internal teams to upgrade software systems.

Negotiation

Negotiating innovative energy supply agreements is a cornerstone of his skill set. Flexible, risk managed supply agreements which help consumers manage market price risk have been an innovation and valued addition to client solutions.

Risk Management

Developed Vervantis price risk and commodity analysis models, using Value at Risk, a key measurable in the management of consumer energy agreements.

Interests

Various Interests Including:

Hiking

Mountain Biking

Home Automation and Efficiency

DIY (home renovation)

Experience

June 2012 to Jan 2016: Schneider Electric Project Manager

- Versatile and accomplished Project Manager with a verifiable track record of managing multiple complex projects and exceeding expectations.
- Practiced in clarifying business requirements, performing gap analysis between goals and existing procedures/skill sets, and designing process and system improvements to increase productivity and reduce costs.
- Extensive experience in the implementation of financial analysis and risk management to facilitate business decisions.
- Strong interpersonal skills, highly adept at diplomatically facilitating discussions and negotiations with stakeholders.
- Recognized project management skills, consistently deliver complex, large-scale projects on time and within budget.

Nov 2010 to June 2012: Coleman Hines Inc. /M&C Energy Business Analyst

- Proactively developed strategies and leveraged opportunities for process improvement, identified and prioritized business and systems problems and conducted impact analysis.
- Served as liaison with business and functional owners during high-level review sessions to derive action plans, deadlines and standards.
- Managed the development of a CRM system, standardized data from multiple sources for internal clients. Created a new SQL database to track and query historical data for improved reporting.
- Conducted User Acceptance Testing (UAT) for projects, implemented, system fixes and enhancements.

Mar 2007 to November 2010: Coleman Hines Inc. Commodity Market Analyst / Procurement Analyst

- Provided energy procurement services to Fortune 500 clients including: McDonald's, Best Buy, Staples, Barnes & Noble and Luxottica.
- Managed RFP processes, working directly with energy suppliers to determine product and pricing opportunities for our clients.
- Arbitrated contract negotiations between clients and suppliers. Provided legal review/advice and contract redlines for clients. Interpreted legal and energy terminology for clients.
- Researched and reported compliance requirements (laws, regulations, contractual, policies and procedures) through audit and review of procurement transactions and processes.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

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Case No(s). 16-1468-EL-AGG

Summary: Application Revision - resubmitting Exhibit D-2 electronically filed by Larry Ihrke on behalf of Vervantis, Inc.