

Exhibit A-4: Enel X North America, Inc. Corporate Structure

There are no other names by which the Applicant does business in North America. The Applicant does have subsidiaries and affiliates which separately conduct business in North America, and those subsidiaries and affiliates are illustrated below:

Enel North America, Inc.

Enel X North America, Inc.

Enel X Federal, LLC,
 EnTech Utility Service Bureau, Inc.,
 NYC Storage (353 Chester) SPE LLC,
 Enel X Finance Partner, LLC,
 Enel X Asputeck Ave. Project, LLC
 Enel X Hayden Rowe St Project, LLC,
 Enel X Morrissey Blvd. Project, LLC,
 Enel X MA Holdings, LLC,
 Enel X College Ave. Project, LLC.
 WeSpire, Inc
 Genability, Inc.
 Hatch Data Inc.
 Edgartown Depot Solar 1, LLC
 Enel X Arecibo, LLC
 Enel X Charge, LLC
 Enel X College Ave, LLC
 Enel X Las Piedras, LLC
 Enel X MA PV Portfolio 1, LLC
 Enel X MA PV Portfolio 2, LLC
 Enel X MA PV Portfolio 3, LLC
 Enel X PR Holdings, LLC
 Enel X Project MP Holdings, LLC
 Enel X Wood St Project, LLC
 New York Distributed Storage Projects, LLC

Exhibit A-12: Principal Officers and Partners

The business address for all below officers and directors:

Enel X North America, Inc., 101 Seaport Boulevard, 12th Floor, Boston, MA 02210

Officers:

Enrico Viale, CEO and President

Megan Beauregard, Vice President and Secretary

Gianfranco Butera, Treasurer

Aaron MacQueen, Compliance Officer and Assistant Secretary

Board of Directors:

Enrico Viale

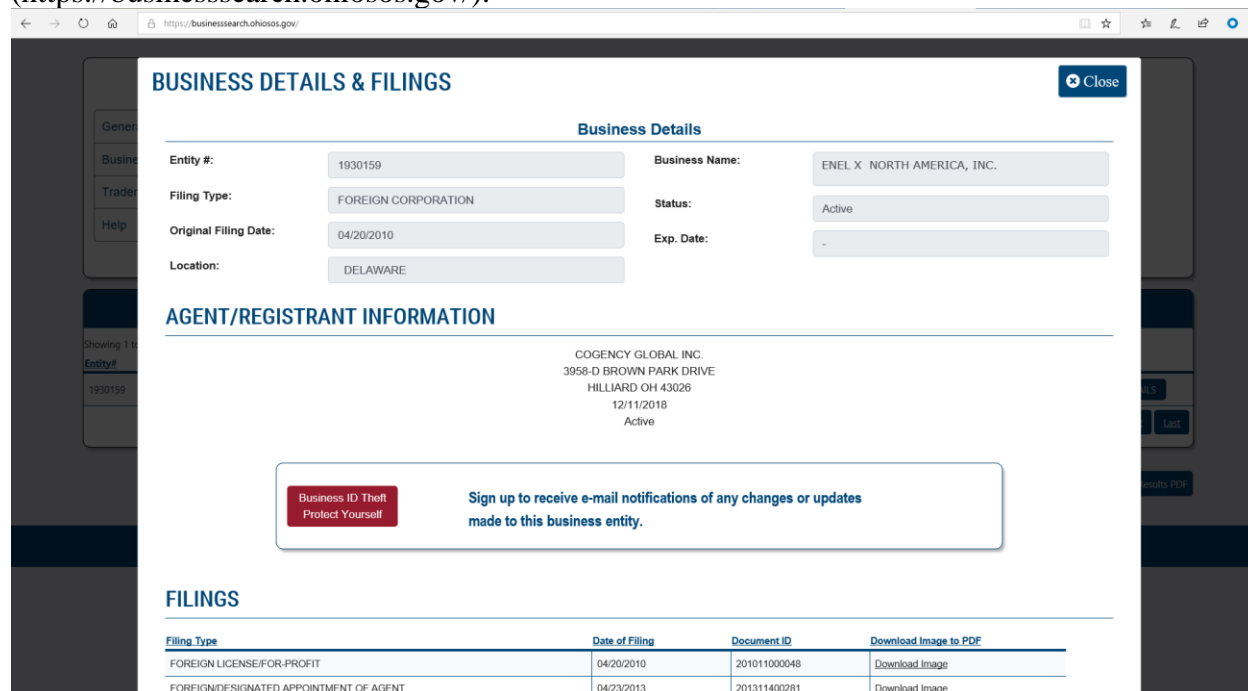
Exhibit A-13: Company History

Enel X North America, Inc. (f.k.a. EnerNOC, Inc.) was founded as a New Hampshire Limited Liability Company (LLC) in December 2001 and subsequently incorporated as a Delaware corporation in June 2003. In August 2017, Enel X North America, Inc. was acquired by Enel Green Power North America, Inc., a subsidiary of Enel SpA, an Italian company. In January 2018, the ownership of Enel X North America, Inc. was transferred to Enel X International SrL, an Italian subsidiary of Enel SpA. In May of 2020, Enel X NA was transferred to Enel North America, Inc., a US subsidiary of Enel SpA. Enel X NA is a leading provider of demand response solutions, energy storage and other energy-related services to enterprises, utilities, and electric power grid operators.

Our demand response solutions provide our utility customers and electric power grid operators with a managed service demand response resource where we match obligation, in the form of megawatts, or MW, that we agree to deliver to our utility customers and electric power grid operators, with supply, in the form of MW, that we are able to curtail from the electric power grid through our arrangements with C&I end-users. When we are called upon by our utility customers and electric power grid operators to deliver our contracted capacity, we use our Network Operations Center, or NOC, to remotely manage and reduce electricity consumption across our network of C&I enduser sites, making demand response capacity available to our utility customers and electric power grid operators on demand while helping C&I end-users achieve energy savings, improve financial results and realize environmental benefits. We receive periodic payments from our utility customers and electric power grid operators for providing our demand response solutions, and we share these periodic payments with C&I end-users in exchange for those C&I end-users reducing their power consumption when called upon by us to do so. Our demand response solutions are also capable of providing our utility customers with the underlying technology to manage their own utility-sponsored demand response programs and secure reliable demand-side resources. This product consists of longterm contracts with our utility customers for a technology-enabled managed service that provides our utility customers with real-time load monitoring, dispatching applications, customizable reports, and measurement and verification tools.

Exhibit A-14: Secretary of State

Below please find evidence that Enel X North America, Inc. (1930159) is still currently registered with the Ohio Secretary of the State, retrieved from the Business Filing Portal (<https://businesssearch.ohiosos.gov/>).



BUSINESS DETAILS & FILINGS

Business Details

Entity #:	1930159	Business Name:	ENEL X NORTH AMERICA, INC.
Filing Type:	FOREIGN CORPORATION	Status:	Active
Original Filing Date:	04/20/2010	Exp. Date:	-
Location:	DELAWARE		

AGENT/REGISTRANT INFORMATION

COGENCY GLOBAL INC.
3958-D BROWN PARK DRIVE
HILLIARD OH 43026
12/11/2018
Active

FILINGS

Filing Type	Date of Filing	Document ID	Download Image to PDF
FOREIGN LICENSE/FOR-PROFIT	04/20/2010	201011000048	Download Image
FOREIGN/DESIGNATED APPOINTMENT OF AGENT	04/23/2013	201311400281	Download Image

Exhibit B-1: Jurisdictions of Operation

Enel X NA offers consulting and procurement services throughout the US and Canada anywhere the utility tariffs permit transport by third party natural gas marketers or where there are customer choice programs for natural gas supply. Enel X NA has obtained licenses in jurisdictions requiring licensure, but offers service anywhere in North America where our customers have a need for our services.

Enel X North America Energy Procurement Services Licensure updated July 2020		
State	Electric	Natural Gas
Connecticut	Docket 07-04-31	N/A
Delaware	Order 7369, Docket 08-6	N/A
District of Columbia	Lic EA 12-6, Order 16804	Lic GA 2015-03, Order 17948
Illinois	Docket 11-0701	N/A
Maine	Docket 2007-565, Lic 2005-708	N/A
Maryland	Lic IR-2283	Lic IR-2783

Massachusetts	Lic EB-098	Lic RA-089
New Hampshire	Lic DM 09-171	Lic DM 12-080
New Jersey	Reg EA-0081, EC-0022	N/A
Ohio	Lic 14-338E(1)	Lic 12-269G(2)
Oregon	Order 12-163, Docket EA-17	N/A
Pennsylvania	Docket A-2009-2109812	Docket A-2015-2484489
Rhode Island	Docket D-96-6 (K5)	Docket 2379(V2)
Texas	Lic 80346	N/A
Virginia	Docket PUE-2016-00036	N/A

Exhibit B-2: Experience and Plans

Enel X NA is engaged in providing consulting services to commercial, industrial, and institutional customers to help them select the most appropriate natural gas and electricity purchasing strategy for their organization. In addition, Enel X NA provides its customers with a variety of data analysis, utility bill information, demand response, carbon accounting, and energy efficiency services. Customers may contract with Enel X NA solely for energy procurement services or for Enel X NA's full suite of energy management services. Enel X NA's response to Section B-2 of this application will be specific to Enel X NA's contract for natural gas procurement services.

Enel X NA's agreement with its customers clearly states Enel X NA's Scope of Work for the customer, Enel X NA fees, and required notice, procedures, and fees associated with early termination. Enel X NA assigns each customer an account manager who is responsible for delivering services to the customer in accordance with the customer's contract. All customers will have full communication access to their Enel X NA account manager as well as Enel X NA's toll free 1-800 number if they need to speak with a manager regarding a complaint. All dually executed contracts are entered into Enel X NA's Customer Relationship Management (CRM) system where key pieces of information are entered to allow Enel X NA's accounting group to accurately bill customers. Enel X NA may bill customers' retainer or consulting fees on a monthly, quarterly, or annual basis. A fraction of Enel X NA's customers request that Enel X NA's consulting fees are loaded into the bids of competitive energy suppliers. In these situations, Enel X NA's fees are spelled out clearly in the Enel X NA contract in a \$/Dth basis and Enel X NA relies on the competitive retail energy supplier to provide billing to the customer and remittances to Enel X NA of the Enel X NA fee.

Enel X NA maintains internal controls regarding all customer complaints which are elevated to management. Enel X NA makes commercially reasonable efforts to address all customer complaints and disputes within the framework of contracts that are in place between Enel X NA and the customer.

Enel X NA currently provides energy procurement services to approximately 200 commercial, industrial, institutional, and governmental customers. At present, Enel X NA's energy procurement customer base is generally concentrated in ISO-NE, NYISO, and eastern PJM. Enel X NA has approximately 156 million Dth & 15 billion KWH of annual load under management, with approximately 26 million Dth & 1.2 billion KWH under management in Ohio.

Exhibit B-3: Disclosure of Liabilities and Investigations

Enel X NA, Inc. is subject to legal proceedings, claims and litigation arising in the ordinary course of business. We do not expect the ultimate costs to resolve these matters to have a material adverse effect on our consolidated financial condition, results of operations or cash flows.

Exhibit C-1: Financial Reporting

Form 10-K

Exhibit C-2: Financial Statements

As a subsidiary of Enel SpA, Enel X NA does not have its own annual reports or audited financial statements. Annual reports for Enel X NA's ultimate parent company, Enel SpA, can be found here: <https://www.enel.com/investors/overview>

Exhibit C-3: Forecasted Financial Statements

See Attached Confidential Supplement

Exhibit C-4: Credit Rating

See Attachement

Exhibit C-5: Credit Report

Please refer to the parent company's investor ratings at:
<https://www.enel.com/investors/investing/debt-ratings>

Exhibits C-6 and C-7: Bankruptcy Information and Merger Information

Enel X NA has never had a bankruptcy event. Enel X NA was acquired by Enel Green Power North America, Inc. (EGPNA) in August 2017. Ownership of Enel X North America, Inc. was transferred from EGPNA to Enel X International, SrL.

Exhibit C-8: Corporate Structure

Please see image from Exhibit A-4.

Exhibits D-1 Operations

Enel X NA's energy procurement practice group consists of an energy price and risk management consulting offering that provides customers located in restructured or deregulated markets throughout the United States with the ability to more effectively manage the energy

supplier selection process, including energy supply product procurement and implementation. Enel X NA provides a framework for developing and implementing risk management strategies and executing purchasing strategies that provide maximum price transparency and structural savings on an ongoing basis for our commercial and industrial customers. Using a competitive bid process, Enel X NA delivers recommendations on energy price structures, terms and conditions from available competitive suppliers of energy commodities, including electricity, natural gas and refined products. Enel X NA's UBM platform includes a set of online features including centralizing, tracking, and presenting utility bill and enterprise-wide utility financial information, such as budgets and forecasts, while assessing bill accuracy and savings opportunities.

Enel X has worked with more than 100 utilities worldwide and more than 200 suppliers with its Energy Exchange platform for over twenty years now, conducting 60,000 pricing events and transacting more than 200 TWh. Because of our pre-auction work where products and terms are structured to align client needs to market capabilities, we guarantee successful auctions with 100% utility approvals registered thus far. This is important to drive maximum value, as bidders are assured that the process will result in a contract.

Exhibit D-2: Key Technical Personnel

The business address and contact information for all below personnel:

Enel X North America, Inc., 101 Seaport Boulevard, 12th Floor, Boston, MA 02210

Support.enelx@enel.com, 1-888-363-7662

Andrew Thomas, Head of Customer Insights

As Head of Customer Insights, Andrew is responsible for managing the day to day operational aspects of the advisory business in North America, including the P&L. In that capacity, he sets the strategic direction of e-Industries in North America in coordination with the leadership team, overseeing the implementation of the strategy and the delivery of advisory solutions, which span energy demand management, supply management, and time of use management.

Prior to joining the Enel X team through its acquisition of Enernoc in 2017, Andrew has held various leadership positions spanning market development, partnership development, operations, and product strategy roles. He was a key leader in World Energy's (acquired by Enernoc in 2015) growth from five employees through to its IPO, and in leading the evaluation and integration of several acquisitions, including its own by Enernoc. He has over twenty years of experience in the energy industry, across both demand-side and supply-side areas. Prior to his tenure at World Energy, Andrew worked at Xenergy Inc. (now DNV GL), helping to shape the competitive environment at the forefront of the retail electricity industry's deregulation.

Andrew graduated from Union College with a B.S. in Mechanical Engineering and received an MBA from Cornell University.

Tucker Davis; Director of Energy Advisory; Baltimore, MD, U.S.

Tucker oversees a team of US based Energy Advisors at Enel X, who collectively manage over \$2 billion in energy spend for their North American clients. He is an energy

procurement and risk management advisor for large C&I and institutional clients in the US. He began his energy advisory career in 2006 after a 19-year career in development and management of commercial real estate in Maryland. After joining the Maryland energy consulting firm of South River Consulting in 2006, he became a senior account manager with Enel X in May 2008, a Principal Energy Advisor in 2016 and a Director in 2019. Tucker earned his BA from Tulane University, and his MBA from George Washington University.

Adam Taranto, Senior Manager of Energy Procurement

Adam manages Enel X NA's Energy Procurement Operations team. The Procurement Operations team is responsible for facilitating energy procurement solicitations and coordination of pre-event documents and data gathering, as well as post-contract tasks such as facilitating successful customer enrollment and managing payment issues.

Prior to Enel X NA, Adam worked within Strategic Procurement at National Grid with roles in performance management and process improvement. In this capacity, he delivered several corporate initiatives to improve the productivity and cost-effectiveness of the US Supply Chain. Adam has a bachelor's degree from Bates College and an MBA from Boston University.

Michael Dougher, Director, Market Intelligence & Portfolio Analytics

Michael has been providing energy-consulting services with a focus on the solicitation of power, natural gas, and environmental commodities since 2009. He currently leads a team of seasoned Analysts and Energy Procurement Managers responsible for structuring and executing tailored energy strategies throughout North America. Michael joined the Enel X NA team via the acquisition of EnerNOC in 2017 while managing a team of procurement advisors and a book of government, commercial, industrial power clients in ERCOT and Western PJM.

Dan Pugh, Director of Energy Advisory

Dan has been in the energy sector for 27 years, working for companies such as Enron Energy Services, AEP Energy, EnergyGateway LLC, World Energy and Enel X NA, and served on the logistics, trading and pricing sides of the retail supply business. He has served in a leadership role across a number of functions within the business, supporting all facets of the business, including regulatory, pricing, customer management and operational areas. Dan joined Enel X NA in 2015 with the World Energy Solutions acquisition, where he runs a team of seasoned, professional procurement managers.

**This foregoing document was electronically filed with the Public Utilities
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Case No(s). 14-1597-EL-AGG

Summary: Application Additional document for application electronically filed by
Kelsey D. Gurnett on behalf of Enel X North America