



Public Utilities Commission

Competitive Retail Electric Service (CRES)
Provider Application

Case Number: 16 1468 -EL-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information

A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☒

Power Broker

☐

Power Marketer

☐

Retail Electric
Generation Provider

☐

A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: Vervantis, Inc.
Street Address: 1334 E Chandler Blvd., Suite 5-A29
City: Phoenix State: AZ Zip: 85048
Telephone: 480-550-9225 Website: www.vervantis.com

A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: Vervantis, Inc.
Street Address: 1334 E Chandler Blvd., Suite 5-A29
City: Phoenix State: AZ Zip: 85048
Telephone: 480-550-9225 Website: www.vervantis.com

A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): _____

A-5. Contact person for regulatory matters.

Name: John Warrick Title: Vice President
Street Address: 1334 E Chandler Blvd., suite 5-A29
City: Phoenix State: AZ Zip: 85048
Telephone: 480-550-9225 Email: compliance@vervantis.com

A-6. Contact person for PUCO Staff use in investigating consumer complaints.

Name: John Warrick Title: Vice President
Street Address: 1334 E Chandler Blvd., Suite 5-A29
City: Phoenix State: AZ Zip: 85048
Telephone: 480-550-9225 Email: john.warrick@vervantis.com

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

Street Address: 1334 E Chandler Blvd., Suite 5-A29
City: Phoenix State: AZ Zip: 85048
Toll-free Telephone: 888-988-5474 Email: info@vervantis.com

A-8. Applicant's federal employer identification number.

FEIN: 47-3595386

A-9. Applicant's form of ownership (select one).

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

A-10. Identify current or proposed service areas.

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection:

AES Ohio <input checked="" type="checkbox"/>	American Electric Power (AEP Ohio) <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>	FirstEnergy – Cleveland Electric Illuminating <input checked="" type="checkbox"/>
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FirstEnergy – Ohio
Edison



FirstEnergy – Toledo
Edison



Class of customer selection:

Commercial



Industrial



Mercantile



Residential



A-11. Start Date.

Indicate the approximate start date the applicant began/will begin offering services.

Date: December 2020

A-12. Principal officers, directors and partners.

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

See Exhibit A-12

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

See Exhibit A-13

A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

Registered with Ohio Secretary of State under entity #3913331

B. Managerial Capability

Provide a response or attachment for each of the sections below.

B-1. Jurisdiction of operations.

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

See Exhibit B-1

B-2. Experience and plans.

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

See Exhibit B-2

B-3. Disclosure of liabilities and investigations.

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

Applicant has no pending or past rulings, judgments, findings, contingencies, revocations, investigations, judicial actions or violations related to competitive services in Ohio or any other jurisdiction.

B-4. Disclosure of consumer protection violations.

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

B-5. Disclosure of certification denial, curtailment, suspension, or revocation.

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☒

B-6. Environmental disclosure.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required. Applicant is a privately owned company and therefore is not subject to SEC filings.

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

See Exhibit C-2

C-3. Forecasted financial statements.

Provide two years of forecasted income statements based solely on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in business activities only in the state of Ohio for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

See Exhibit C-3

C-4. Credit rating.

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

See Exhibit C-4

C-5. Credit report.

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

See Exhibit 4

C-6. Bankruptcy information.

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

C-7. Merger information.

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

C-8. Corporate structure.

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Applicant is a stand-alone entity.

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

N/A

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers. See Exhibit D-1

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business. If vendors or third parties are or will be utilized for any activities listed in this application, provide the name, contact information for each, and list which activities they will perform. Also, indicate which activities will be performed directly by the company. Please note that this information is required to be updated within 30 days of any changes. See Exhibit D-2

D-3. FERC power marketer authorization.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide the FERC docket granting the applicant power marketer authority.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.

Signature

CFO

Title

Date

Competitive Retail Electric Service Affidavit

County of Maricopa :

State of Arizona :

Larry Ihrke

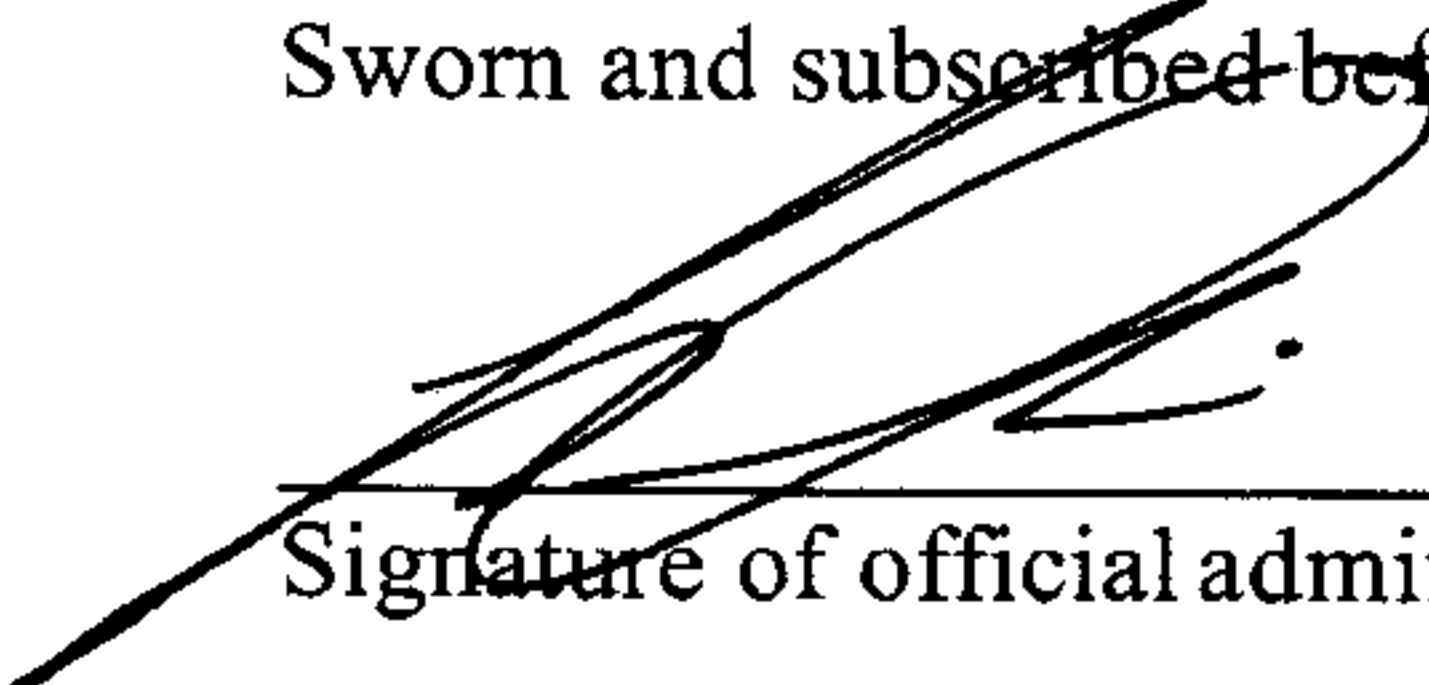
, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant 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 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, 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.
11. The Applicant will inform the Public Utilities Commission of Ohio 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 consumer complaints.

12. The facts set forth above are true and accurate 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.
13. Affiant further sayeth naught.

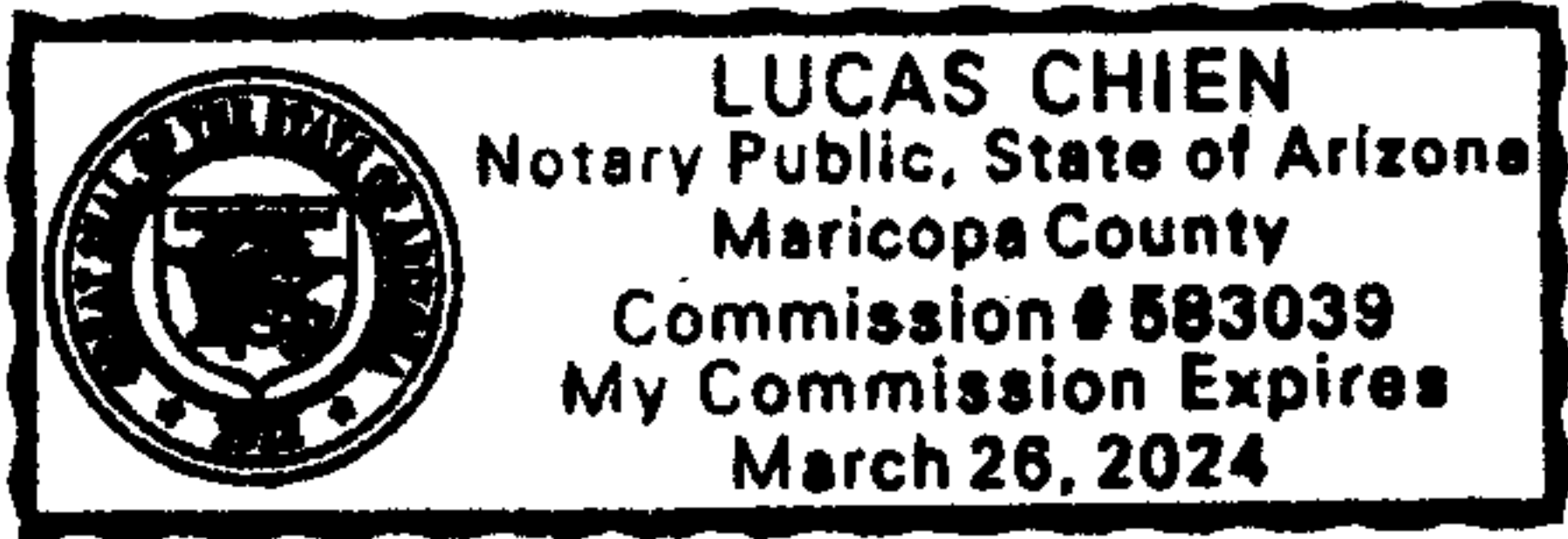
 CFO
Signature of Affiant & Title

Sworn and subscribed before me this 27th day of October, 2022
Month Year


Signature of official administering oath

Lucas Chien, Notary
Print Name and Title

My commission expires on March, 26, 2024



Officers & Directors

Exhibit A-12

Daniel Moat – President
John Warrick – VP of Operations

Exhibit A-13 Company History

Vervantis Inc. is a privately held Nevada corporation, founded in 2015 and headquartered in Phoenix AZ. The owners of Vervantis have over 60 years of experience in energy and utilities supply, trading and consulting. This experience and background led to the development of proprietary energy management software and solutions customized to large and medium-sized energy consumers across the United States and Canada.

Prior to Vervantis, in 2000, the partners started Encore International, a European energy advisor business growing it over ten years into one of the largest advisors in the space with 100 consultants and managing over 20% of the UK commercial & Industrial volume before selling it in 2010 where it was purchased shortly after by Schneider Electric. Dan Moat, the main shareholder at Vervantis came to the United States shortly after the initial sale and after several years immersed in the US energy markets, founded Vervantis and became a US citizen.

Since foundation Vervantis has been a champion of customer choice and innovation bringing several unique offerings to market that challenge the traditional approach to energy and utility support and advice. Today Vervantis has twenty people managing thousands of utility accounts and over \$1.5bn of energy spend.

Our principle business interests are providing independent energy and utility advice to commercial and industrial energy consumers. We never take title of energy, we do not trade energy and are not paid by energy suppliers, neither do we operate in the residential or Small Medium Enterprise (SME) space.

Vervantis is a SOC 2 Type 2 certified company and CCPA compliant, which means our customers data is secure and our company can be trusted. This attestation is continually assessed with independent penetration testing of our IT and software both externally and internally every quarter.

Jusisdiction of Operation**Exhibit B-1**

Jusisdiction	Type	License No.
Conncticut	Electric	16-10-11
Deleware	Electric	16-0731
Maine	Electric	2016-00131
Maryland	Electric	IR-3753
Massachussetts	Electric	EB-396
New Hampshire	Electric	DM 16-690
New Hampshire	Gas	DM 20-167
New Jersey	Electric	EA-0516
New Jersey	Gas	EA-0516
Ohio	Gas	20-1544-GA-AGG
Pennsylvania	Electric	A-2016-2574348
Texas	Electric	BR190683
Washington D.C.	Electric	EA 2016-15-6
Washington D.C.	Gas	GA2020-06-G-5

Exhibit B-2 Experience and Plans

Current Experience:

Client Type: Retail, Oil & Gas, Industrial, Healthcare, Commercial Real Estate,

Total Energy Spend Under Management (in USD) \$1.4bn

Electricity Under Management (in Kilowatt Hours) 15bn

Natural Gas Under Management (in Dekatherms) 2m

Number of Client Entities: 46

Vervantis is licensed, bonded and insured and operates across all direct access electricity markets in the United States

Vervantis works with clients as part of a long-term service agreement. Vervantis acts as an advisor to clients to manage their positions nationally and has done so for 5 years for electricity and natural gas in other states.

PROCUREMENT PROCESS - OUTLINE

Procurement – Structure of Bidding Event

Vervantis will aid on the structure of the event, data collection and validation and provide any recommendations for language changes. Event structures change periodically due to market conditions; however, Clients will also benefit from our opinions on product structures based on market and timing conditions.

Vervantis will conduct an RFP designed to meet Clients requirements. The RFP process will be managed by an assigned Account Manager in partnership with our key sourcing analysts. The analysts will send the energy load to the qualified suppliers and manage the incoming bids.

Procurement - Opportunity Identification and Recommendations

Vervantis will proactively alert Client to risks and possible opportunities within the marketplace. We ensure that Client will receive information in a timely manner so that Clients can review all recommendations before signing any agreement.

Procurement - Recommendations - Frequency

Vervantis' energy analysts review the markets on a daily basis and provide recommendations as needed.

Procurement - RFP Documents

All RFP documents are available to Clients on our online reporting tool, DataHub360™.

Procurement – Measuring the Success of a Bid

Vervantis will issue a Summary of Proposals once a bid process has been completed. All fees, conditions, ancillary charges, and special provisions will be compared across all suppliers, locating the bid that drives the greatest value to Client. Vervantis also compare bids to the local utility rates in pursuit of best price.

Update your information with D-U-N-S® Manager

Report as of: 10-27-2022

VERVANTIS INC.

ACTIVE

SINGLE LOCATION

Address: 1334 E Chandler Blvd Ste 5-a29, Phoenix, AZ, 85048, UNITED STATES

Alerts:

Risk Assessment

D&B GUIDANCE

Overall Business Risk



Dun & Bradstreet Thinks...

- Overall assessment of this company: **STABLE CONDITION**
- Based on the perceived sustainability of this company: **LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the payment behavior of this company: **LOW-POTENTIAL-FOR-SEVERELY-DELINQUENT-PAYMENTS**

Maximum Credit Recommendation

US\$ 57,000

The recommended limit is based on a low probability of severe delinquency.

PAYDEX® SCORE

Based on 24 months of data

80

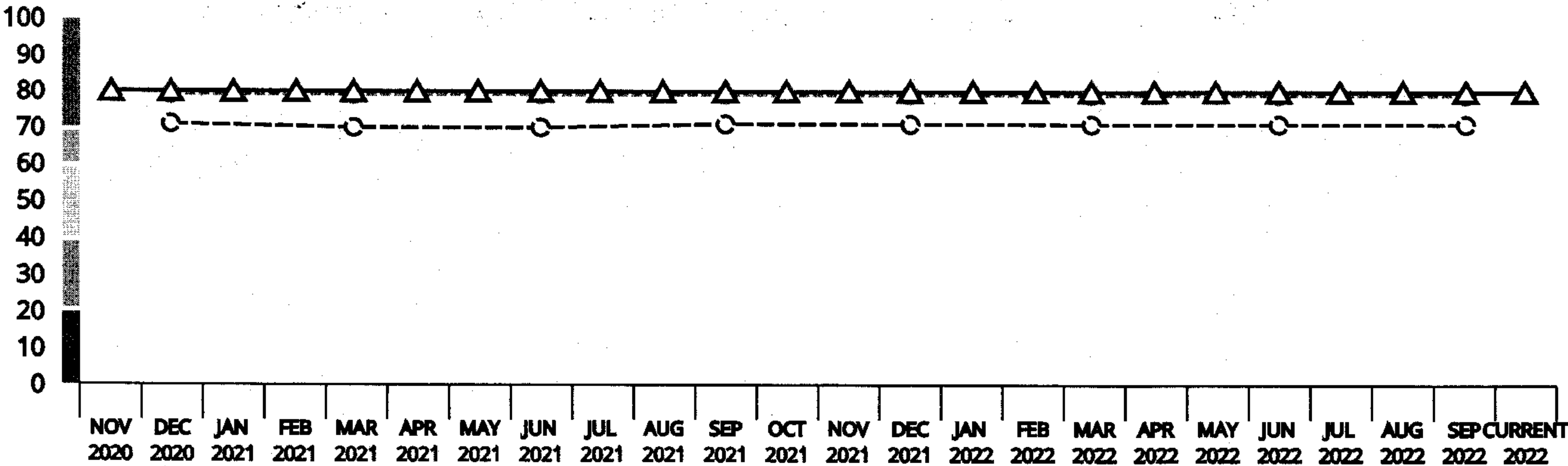
Risk of Slow Pay
Low

Payment Behavior
Pays on time

Low Risk (100) High Risk (1)

Based on a D&B PAYDEX® Score of
80

Business and Industry Trends



PAYDEX® Score	▲	Industry Medi...	○	Industry Uppe...	○	Industry Lowe...	○
ARDEM INCOR...	○	IQWIRED, INC.	○	COST CONTRO...	○	FELLON-MCCO...	○
AURORA ENER...	○	ENGIE INSIGHT...	○				

Understand My Score

Payment History

Total Last 24 Months: 20

[View All](#)

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
09/22	Pays Promptly	-	100	0	0	Between 2 and 3 Months
09/22	Pays Promptly	-	500	0	0	1
09/22	Pays Promptly	-	500	0	0	Between 4 and 5 Months
08/22	-	Cash account	100	-	-	Between 4 and 5 Months
06/22	-	Cash account	50	-	-	Between 6 and 12 Months

KEYS

PAYDEX®

100

90

Payment Practices

Anticipate

Discount

80	Prompt
70	15 Days Beyond Terms
60	22 Days Beyond Terms
50	30 Days Beyond Terms
40	60 Days Beyond Terms
30	90 Days Beyond Terms
20	120 Days Beyond Terms
1-19	Over 120 Days Beyond Terms
UN	Unavailable

DELINQUENCY PREDICTOR SCORE

85

Score
565 --

Class
2

Low Risk (100) High Risk (1)

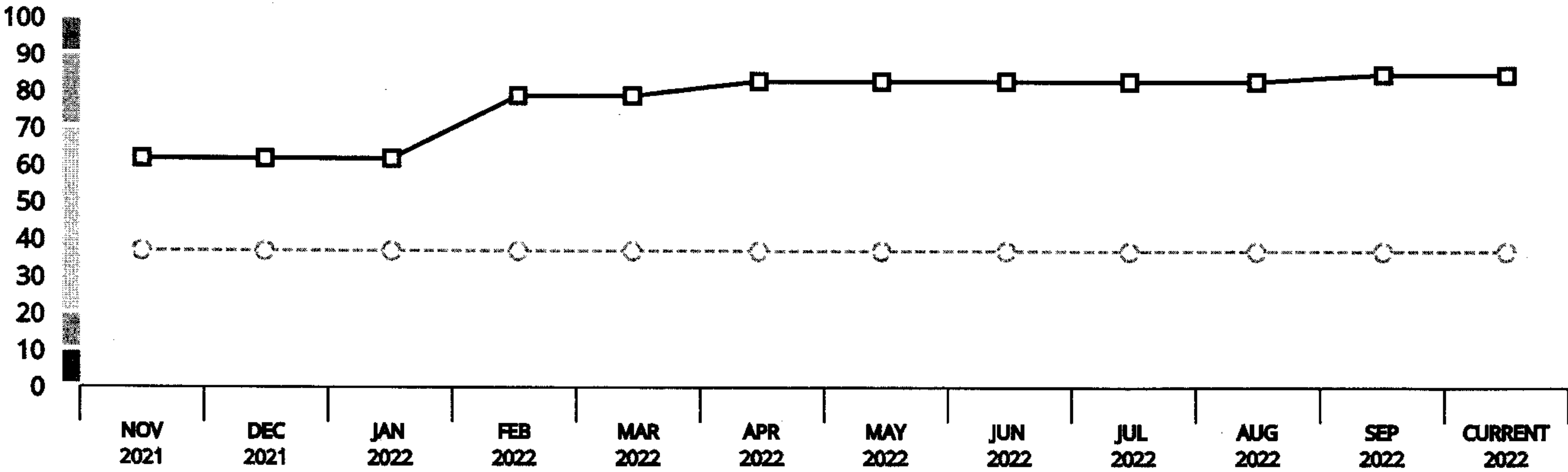
Based on a D&B Delinquency Predictor Percentile of 85

Factors Affecting Your Score:

- Limited time under present management control
- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due

Level of risk **Low-Moderate** Probability of Delinquency **2.02%** Compared to Businesses in D&B Database **10.2%**

Business and Industry Trends



Delinquency P...	■	Industry Medi...	○	Conservice Uti...	○	ARDEM INCOR...	○
IQWIRED, INC.	○	COST CONTRO...	○	FELLON-MCCO...	○	AURORA ENER...	○
ENGIE INSIGHT...	○						

FINANCIAL STRESS SCORE

36

Score
1452 --

Class
3

Low Risk (100)

High Risk (1)

Based on a D&B Financial Stress Percentile of 36

Factors Affecting Your Score:

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

Level of risk

Moderate

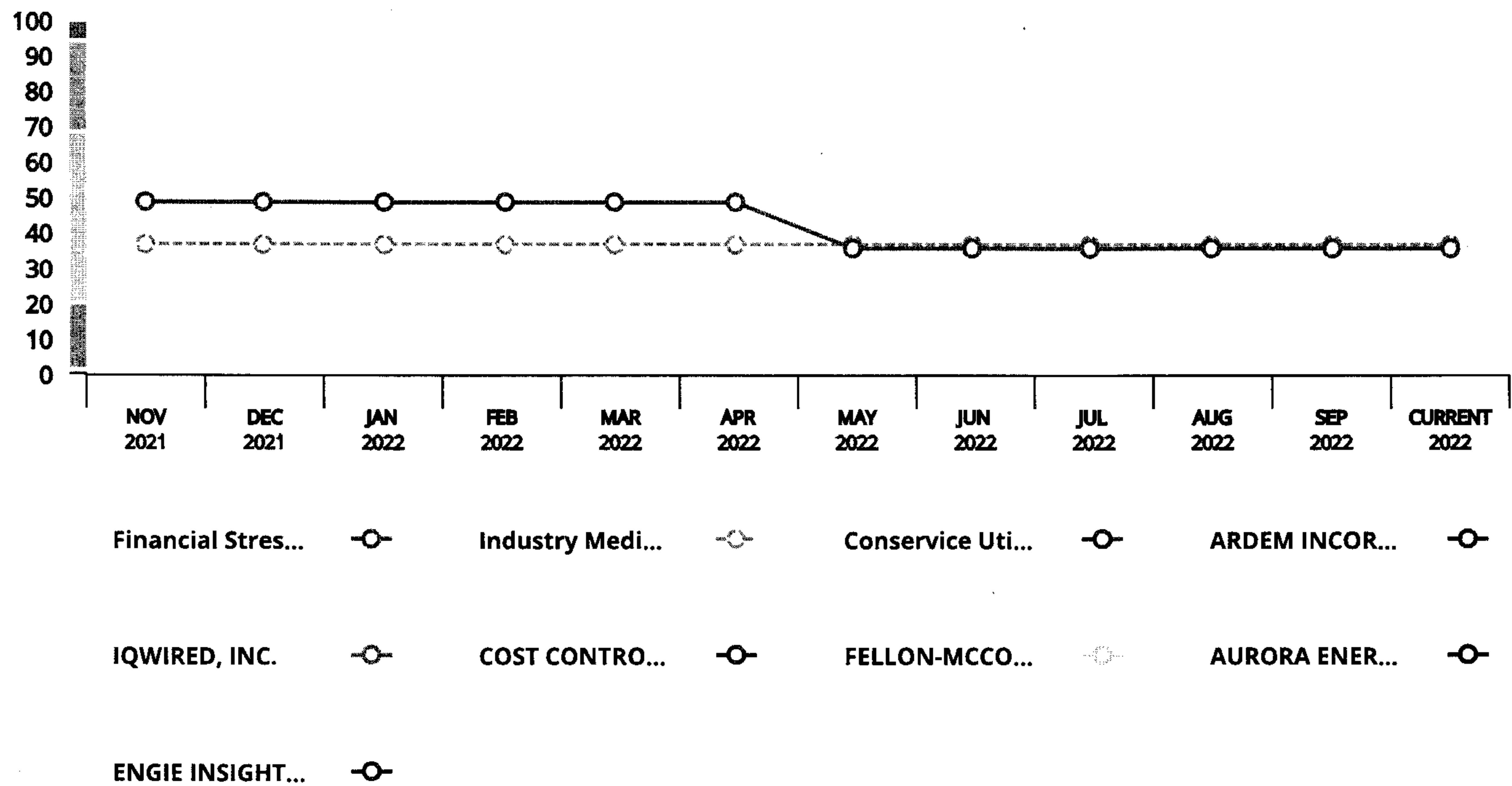
Probability of Failure

0.37%

Average Probability of Failure for Businesses
in D&B Database

0.48%

Business and Industry Trends



SUPPLIER EVALUATION RISK RATING

Based on 24 months of data

1

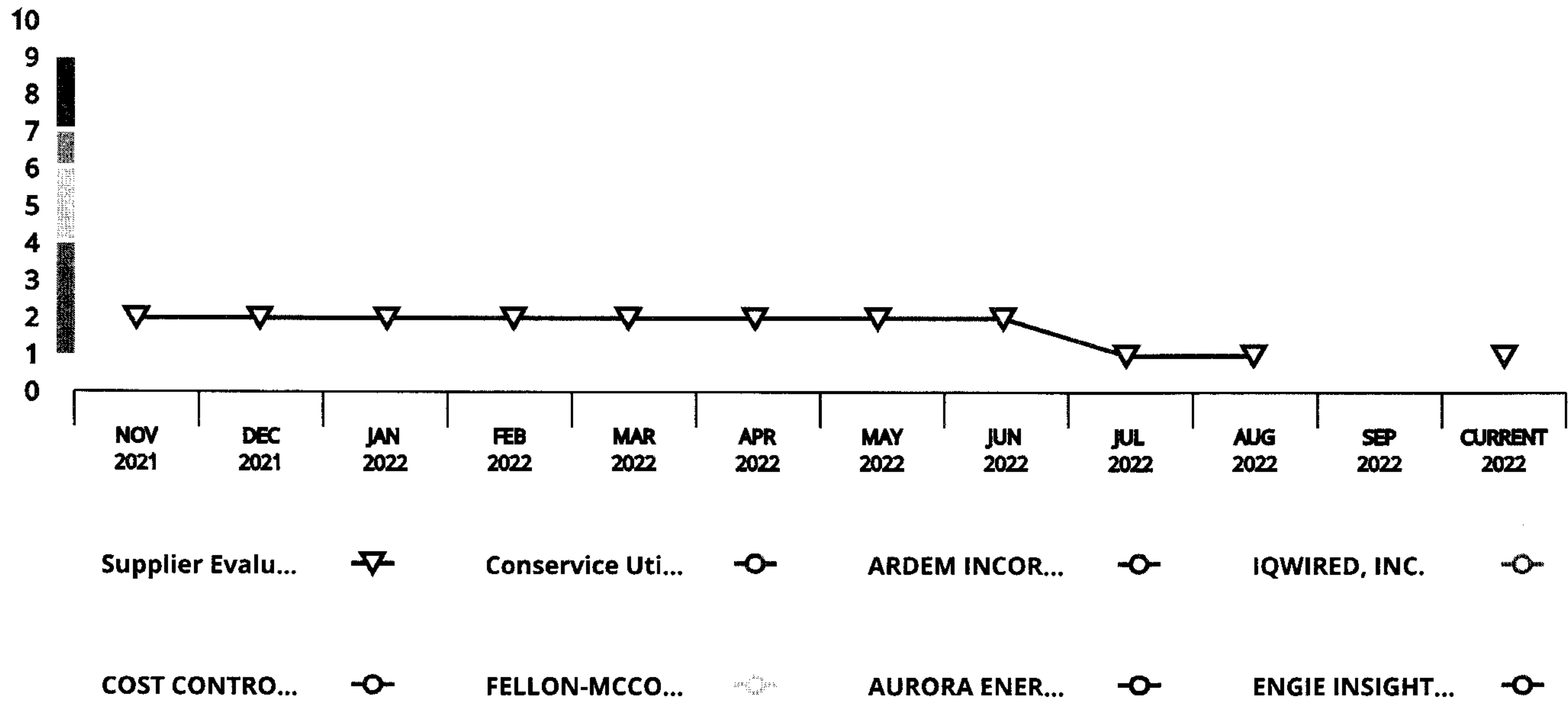
Low Risk (1)

High Risk (9)

Factors Affecting Your Score:

- Limited business activity signals reported in the past 12 months

Business and Industry Trends



D&B RATING

Current Rating as of 06-26-2019

Special Rating

-- : Undetermined

D&B VIABILITY RATING

Portfolio Comparison Score

1

Low Risk (1)

High Risk (9)

Level of risk
Low

Rating Confidence Level
Robust Predictions

Probability of becoming no longer viable
2%

Percentage of businesses ranked with this score
11%

Average probability of becoming no longer viable
5%

Viability Score

2

Low Risk(1)

High Risk (9)

Level of risk
Low

Probability of becoming no longer viable
2%

Percentage of businesses ranked with this score
14%

Average probability of becoming no longer viable
4%

Data Depth Indicator

B

Predictive (A)

Descriptive (G)

- Rich

Firmographics

- Extensive Commercial Trading Activity
- Basic Financial Attributes

Company Profile

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

Exhibit D-1 Operations

Vervantis applies energy risk management tools and skills commonly found in banks and energy suppliers to accurately measure and control an organization's exposure to energy commodity prices using value at risk. Our energy procurement experts negotiate exclusive supply agreements directly with energy vendors allowing organizations to transact dynamically under an expertly managed energy sourcing process. Dynamic transactions alter the percentage of energy spend that is fixed or unfixed at any point in time, and purchases are in small or large blocks. This fine-tuning of transactions ensures energy risk management goals are met with a clear understanding of, and a careful watch on, the taken underlying category risk. Risk reports and energy data analysis are available 24/7 through DataHub360™, our proprietary energy management portal.

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.

**This foregoing document was electronically filed with the Public Utilities
Commission of Ohio Docketing Information System on**

10/28/2022 4:25:57 PM

in

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

Summary: Application CRES Renewal Application electronically filed by Larry Ihrke
on behalf of Ihrke, Larry and Vervantis, Inc.