

FILE



Public Utilities Commission

Original CRS Case Number	Version
15 - 1461 -EL-CRS	May 2016

RENEWAL APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

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

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

A. RENEWAL INFORMATION

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

- ☐Retail Generation Provider
- ☒Power Broker
- ☐Power Marketer
- ☐Aggregator

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

Legal Name Insight Sourcing Group, LLC
Address 5555 Triangle Parkway Suite 300, Norcross, GA 30092
PUCO Certificate # and Date Certified 15-1009E (1) 09-19-2015
Telephone # (770) 308-1313 Web site address (if any) http://www.insightsourcing.com

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

Legal Name Insight Sourcing Group, LLC
Address 1300 East 9th Street, Cleveland, OH, 44114
Telephone # (770) 308-1313 Web site address (if any) _____

PUCO

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This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician [Signature] Date Processed MAY 22 2017

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 - Energy Enterprise 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 tgreer@insightsourcing.com

A-8 Applicant's federal employer identification number # 55079869

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 _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. 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.
- B-2** Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.
- B-3** Exhibit B-3 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.
- B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.
☒ No ☐ Yes

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

- B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.
☒ No ☐ Yes

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

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- C-1** Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (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 arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, 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, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, 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 an 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 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.
- 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.

D. TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 Exhibit D-1 "Operations"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations 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 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4 Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)


Signature of Applicant and Title

Sworn and subscribed before me this 15th day of May, 2017
Month Year


Signature of official administering oath

Taylor Rhodes
Print Name and Title

My commission expires on 3/13/2020



AFFIDAVIT

State of Georgia:

Duluth ss.
(Town)

County of Gwinnett

Tom Beaty, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the CEO (Office of Affiant) of Insight Sourcing (Name of Applicant);

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

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
7. 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.
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 renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

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

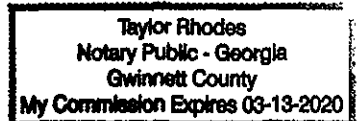
James B. J. CEO
Signature of Affiant & Title

Sworn and subscribed before me this 15th day of May, 2017 Year
Month

Taylor Rhodes
Signature of official administering oath

Taylor Rhodes
Print Name and Title

My commission expires on 3/13/2020



- A-10 Exhibit A-10 "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

B. MANAGERIAL CAPABILITY AND EXPERIENCE

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- 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.

Insight Sourcing Group is currently licensed in New Jersey, Illinois, Texas, Massachusetts, and New York to provide retail or wholesale electric services. Insight Sourcing Group is currently pursuing licenses in Maryland and Pennsylvania.

- 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 30 years providing CRES services to customers. Insight Sourcing Group will solicit business from existing customers and through its internal sales force. Insight Sourcing Group will not be providing services to residential customers and thus will not field customer complaints.

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

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.

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

☒ No ☐ Yes

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

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

☒ No ☐ Yes

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

C. FINANCIAL CAPABILITY AND EXPERIENCE

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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 arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Insight Sourcing Group is not providing financial arrangements because Insight Sourcing Group will not, and has never, 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, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, 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 an 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.

Insight Sourcing Group is not providing a credit rating because it will not require or utilize any credit to perform brokering services.

- 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.

Insight Sourcing Group is not providing a credit report because it will not require or utilize any credit to perform brokering services.

- 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.

Insight Sourcing Group, LLC is a stand-alone entity with no affiliate or subsidiary companies providing energy services of any type.

D. TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1** **Exhibit D-1 "Operations,"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations 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.

Insight Sourcing Group will be acting as a power broker which will arrange for the sale of energy between end users and suppliers. Insight Sourcing Group will not be aggregating load or taking title of energy. As a result Insight Sourcing Group does not maintain

operations for power generation, scheduling for T&D, provision of ancillary services, or other services related to the purchase and delivery of electricity.

- D-2** **Exhibit D-2 “Operations Expertise.”** given the operational nature of the applicant’s business, provide evidence of the applicant’s experience and technical expertise in performing such operations.

Insight Sourcing Group will be acting as a power broker which will arrange for the sale of energy between end users and suppliers and possesses all required expertise to perform these functions.

- D-3** **Exhibit D-3 “Key Technical Personnel.”** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant’s business.

Insight Sourcing Group will be acting as a power broker which will arrange for the sale of energy between end users and supplier. Thus, we do not staff technical personnel who would be involved in the generation, distribution, or purchase and sale of energy commodities. Our team does possess deep expertise in the brokerage area which is demonstrated by the bios below:

Tommy Greer
Vice- President of Enterprise Energy Solutions
tgreer@insightsourcing.com

Tommy has over 26 years of energy cost optimization experience partnering with utilities, local distribution companies, energy suppliers, energy service companies, and energy users across both regulated and deregulated energy markets. Prior to Insight Sourcing Group, Tommy developed the energy supply-sourcing program for General Electric (GE). Tommy is also a former leader of the Energy procurement practices at ICG Commerce/Procurian and most recently, Accenture.

Kathy Couper
Manager of Energy Delivery Services
kcouper@insightsourcing.com
770-628-0895

Kathy has 20 years of experience related to utility rate design and analysis. Specialties include rate tariff analysis to support client’s efforts to reduce utility costs in regulated utility markets. Skills include negotiating and sourcing strategic pricing options, alternatives, incentives, rebates or refunds that result in on-going client savings. Deep client expertise across many business sectors including telecommunications, manufacturing, and retail. Kathy was formerly the Energy Delivery Lead at Accenture where she developed and implemented cost reduction plans for strategic energy clients.

Michael Kemp
Manager of Operations
mkemp@insightsourcing.com
770-628-0695

Michael has experience in designing rate tariffs for electric municipalities and cooperatives, as well as procurement strategies for wholesale energy procurement. In addition to wholesale market experience, Michael has extensive experience in procuring electricity requirements of retail, industrial, and distribution companies. Internally, Michael leads the delivery team and the overall operations of the Energy Practice at ISG.

Ben Saunders
Manager of Supply and Risk Management
bsaunders@insightsourcing.com
770-308-1309

Ben's analytical, sourcing, and negotiations experience focuses on large commercial and industrial clients nationwide. Ben assists clients in developing strategy both at an enterprise-wide level as well as identifying actionable insights from utility bill data and supplier contracts.

Erik Pearson
Manager of Electricity Procurement and Energy Efficiency
epearson@insightsourcing.com
770-308-1313

Erik is focused on developing and executing comprehensive energy management strategies for national commercial and manufacturing clients. Erik leverages experience in strategic energy procurement, bill processing and energy information management, and demand side technologies to help clients reduce their operating expenses and meet their sustainability goals. Prior to ISG, worked at Southern Company and as a consultant with the Tennessee Valley Authority.

D-4 **Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

N/A

Exhibit C-3

Insight Holdings Group Inc.
Summary Income Statements

	2015	2016
Revenue	\$ 20,002,853	\$ 25,981,085
Expenses	\$ 15,456,736	\$ 18,869,876
Net Profit	<u>\$ 4,546,117</u>	<u>\$ 7,111,209</u>

Preparer:

Erik Pearson
5555 Triangle Parkway STE 300
Norcross, GA 30092
770-308-1313
epearson@insightsourcing.com

Exhibit C-5

Insight Sourcing Group LLC - CRES
Forecasted Income Statements

	2017	2018
Revenue	\$ 120,693	\$ 131,166
Expenses	\$ 10,000	\$ 15,000
Net Profit	<u>\$ 110,693</u>	<u>\$ 116,166</u>

Assumptions:

- Revenue forecasts based on contracts signed with 18 clients

Preparer:

Erik Pearson
5555 Triangle Parkway STE 300
Norcross, GA 30092
770-308-1313
epearson@insightsourcing.com