

**Alan M. Seltzer**  
717 237 4862  
alan.seltzer@bipc.com

409 N. Second Street, Suite 500  
Harrisburg, PA 17101-1357  
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May 24, 2019

**VIA E-FILING**

Public Utilities Commission of Ohio  
Docketing Division  
180 East Broad Street  
Columbus, OH 43215-3793

Re: Application of HealthTrust Purchasing Group, L.P. for Certification as a Competitive  
Retail Natural Gas Broker/Aggregator (reference Case No. 11-1095-GA-AGG)

Dear Docketing Division:

On behalf of HealthTrust Purchasing Group, L.P. ("HealthTrust"), enclosed for filing with the Public Utilities Commission of Ohio ("Commission") are the new Application and Public Exhibits of HealthTrust for Certification as a Natural Gas Broker/Aggregator. The Confidential Exhibits are being sent to the Commission by overnight delivery under seal of confidentiality. HealthTrust is submitting this new Application under Ohio Administrative Code 4901:1-27-04 because a renewal application was inadvertently not timely submitted and its Certificate at Case No. 11-1095-GA-AGG expired.

A Motion for Extension of HealthTrust's Certificate and Memorandum in Support are concurrently being filed with this Application.

Should you have any questions or require additional information, please contact the undersigned. Thank you.

Very truly yours,



Alan M. Seltzer  
OH Attorney ID No. 0074908

Attorney for HealthTrust Purchasing Group, L.P.

AMS/gm  
Enclosures



# Public Utilities Commission

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	- GA-AGG	

## INITIAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS /AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - 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 directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES

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

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

#### A-2 Applicant information:

Legal Name HealthTrust Purchasing Group, LP  
Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Telephone No. (615) 344-3000 Web site Address www.healthtrustpg.com

#### A-3 Applicant information under which applicant will do business in Ohio:

Name HealthTrust Purchasing Group, LP  
Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Web site Address www.healthtrustpg.com Telephone No. (615) 344-3000

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

HealthTrust Purchasing Group, LP HealthTrust  
CoreTrust HPG Energy, L.P.

#### A-5 Contact person for regulatory or emergency matters:

Name Jasmine Smith Title Senior Accountant - Energy  
Business Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Telephone No. (615) 344-3924 Fax No. (855) 459-6508 Email Address jasmine.smith@healthtrustpg.com

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

Name Jasmine Smith Title Senior Accountant - Energy  
Business address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Telephone No. (615) 344-3924 Fax No. (855) 459-6508 Email Address jasmine.smith@healthtrustpg.com

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

Customer service address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Toll-Free Telephone No. (888) 222-1172 Fax No. (855) 459-6508 Email Address jasmine.smith@healthtrustpg.com

**A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee**

Name CT Corporation System Title Applicant's Registered Agent  
Business address 1300 East 9th Street, Cleveland, OH 44114  
Telephone No. (614) 282-9634 Fax No. Email Address

**A-9 Applicant's federal employer identification number 62-1778159**

**A-10 Applicant's form of ownership: (Check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership   |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC)                         |
| <input type="checkbox"/> Corporation                         | <input checked="" type="checkbox"/> Other Foreign Limited Partnership (Delaware) |

**A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)**



<input checked="" type="checkbox"/>	Columbia Gas of Ohio	<input type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Dominion East Ohio	<input type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Duke Energy Ohio	<input type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	<input type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial

**A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.**

☒ Columbia Gas of Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	10/1/2014	End Date	6/30/2021
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☒ Dominion East Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	12/1/2011	End Date	3/31/2018
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☒ Duke Energy Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1/1/2015	End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☒ Vectren Energy Delivery of Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1/1/2015	End Date	3/31/2018
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

**A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:**

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "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-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "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-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

## SECTION 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 current 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 natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current 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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations 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 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has 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 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

☒ 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.

## SECTION 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 the applicant does not produce annual reports, the applicant should 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 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 current financial arrangements 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 **NATURAL GAS 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 current 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 current 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.

## SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

 CEO

Sworn and subscribed before me this 17<sup>th</sup> day of May Month 2019 Year



Signature of official administering oath



Print Name and Title



My commission expires on

9/6/2022





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

HealthTrust Purchasing Group, LP )  
for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No.  -  -GA-AGG

County of   
State of

[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.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) 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) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this

day of

Month

Year

Signature of Official Administering Oath

Print Name and Title



My commission expires on

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL FILING APPLICATION FOR AGGREGATORS/GAS BROKERS  
EXHIBIT A – 14  
PRINCIPAL OFFICERS, DIRECTORS, & PARTNERS



EXHIBIT A – 14  
HEALTHTRUST PURCHASING GROUP, L.P.  
PRINCIPAL OFFICERS, DIRECTORS &  
PARTNERS

**HPG OFFICERS:**

Edward T. Jones  
CEO, President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Michael Berryhill  
COO/Vice President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

John M. Paul  
CFO/Senior Vice President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Doug Swanson  
Senior Vice President Marketing and Member Services  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Jocelyn Bradshaw  
Senior Vice President, Supply Chain Services  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

David Estrin  
Vice President Direct Contracting & Acquisition Management  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

**GENERAL PARTNER OFFICERS:**

Vice President

Vice President

Vice President

Vice President

Vice President

Vice President

Robert Arreola  
Chief Legal Officer  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

**DIRECTORS/MANAGERS HEALTHTRUST ENERGY PROGRAM:**

Clifton Foster  
AVP, insight Advisory – Energy  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3179

Christine Harding  
Manager, Contract Development  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3402

Dave McMillan  
Director, Power Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3404

Bill Miller  
Director, Energy Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3491

Alicia Rye  
Director, Natural Gas Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3405



**HPG PARTNERS:**

Each of Applicant's partners are involved in the business of providing healthcare services

General Partner: HPG Enterprises, LLC  
One Park Plaza  
Nashville, TN 37203  
HPG Enterprises, LLC is a wholly owned, indirect subsidiary of HCA Holdings, Inc. which operates over 163 hospitals across the United States.

Limited Partners: HPG Solutions, LLC  
One Park Plaza  
Nashville, TN 37203  
HPG Solutions, LLC is a wholly owned, indirect subsidiary of HCA Holdings, Inc. which operates over 163 hospitals across the United States.

Lifepoint Hospitals Holdings, Inc.  
103 Powell Court, Suite 200  
Brentwood, TN 37027

CHS/Community Health Systems, Inc.  
4000 Meridian Blvd  
Franklin, TN 37067

Catholic Health Initiatives  
1999 Broadway, Suite 2600  
Denver, CO 80202

Consorta, Inc.  
1475 E Woodfield Road  
Schaumburg, IL 60173

**Consorta Shareholders:**

Sisters of St. Francis Health Services, Inc.  
1515 Dragoon Trail  
Mishawaka, IN 46544

Trinity Health System Corporation  
34605 Twelve Mile Road  
Farmington Hills, MI 48331-3221

Wheaton Franciscan Services, Inc.  
26W 171 Roosevelt Road  
Wheaton, IL 60187

Hospital Sisters Health System  
4935 LaVeme Road  
Springfield, IL 62707



HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL FILING APPLICATION FOR AGGREGATORS/GAS BROKERS  
EXHIBIT A-15

COMPANY HISTORY

HealthTrust Purchasing Group, L.P., headquartered in Brentwood, Tennessee, was established in 1999. HPG is a GPO, the members of which are hospitals and other healthcare providers. On behalf of its members, Applicant negotiates the purchase of goods and services with third party suppliers, including negotiations for the purchase of electricity and natural gas services, so that its members can benefit from their combined purchasing power. HPG now also operates CoreTrust Purchasing Group for non-healthcare members.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL FILING APPLICATION FOR AGGREGATORS/GAS BROKERS  
EXHIBIT A-16  
ARTICLES OF INCORPORATION AND BYLAWS

Not applicable HPG is a foreign limited partnership organized under the laws of Delaware.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL FILING APPLICATION FOR AGGREGATORS/GAS BROKERS  
EXHIBIT A-17

SECRETARY OF STATE

A copy of Applicant's Certificate of Foreign Limited Partnership is attached as Exhibit A-17, providing evidence that Applicant has registered with the Ohio Secretary of State



UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

*I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show HEALTHTRUST PURCHASING GROUP, L.P., a Delaware Limited Partnership, Registration Number 1883162, filed on September 15, 2009, is currently in FULL FORCE AND EFFECT upon the records of this office.*



*Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 10th day of May, A.D. 2019.*

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 201913000900



DATE: 05/22/2012	DOCUMENT ID 201214201064	DESCRIPTION CORRECTION/FOREIGN LIMITED PARTNERSHIP (FCR)	FILING 50.00	EXPED .00	PENALTY	CERT .00	COPY .00
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**Receipt**

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

C.T. CORPORATION SYSTEM  
4400 EASTON COMMONS WAY  
SUITE 125  
COLUMBUS, OH 43219

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

1883162

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

**HEALTHTRUST PURCHASING GROUP, L.P.**

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

Document(s)

**CORRECTION/FOREIGN LIMITED PARTNERSHIP**

Document No(s):

**201214201064**



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 17th day of May, A.D.  
2012.

Ohio Secretary of State





Complete all of the information in this section if Restated is checked in box (1). If Amendment is checked in box (1), complete only the information to be changed.

Name and Address of each General Partner

Name

Address







Other provisions (optional)



Complete the information in this section if box (2) is checked.

The above-identified Foreign Limited Partnership certifies that the following statement contained in its foreign limited partnership application for registration was false or inaccurate, and that such statement is to be corrected as indicated below.

The false or inaccurate statement to be corrected

"Name and Address of each General Partner

CMS GP, LLC One Park Plaza, Nashville, TN 37203"



The correct or accurate statement

"Name and Address of each General Partner

HPG Enterprises, LLC One Park Plaza, Nashville, TN 37203"

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

**Required**

Articles and original appointment of agent must be signed by at least one general partner or by each new general partner designated on this form if box one was checked on page one.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Signature

By (if applicable)

Print Name

HPG Enterprises, LLC, general partner

Signature



By (if applicable)

Dora A. Blackwood, VP & Secretary of GP

Print Name

Signature

By (if applicable)

Print Name



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
09/16/2009	200925900176	REGISTRATION OF FOREIGN LIMITED PARTNERSHIP (LPF)	125.00	100.00	.00	.00	.00

**Receipt**

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

CT CORPORATION SYSTEM  
4400 EASTON COMMONS WAY, SUITE 125  
ATTN: JADE HINES  
COLUMBUS, OH 43219

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jennifer Brunner

1883162

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

**HEALTHTRUST PURCHASING GROUP, L.P.**

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

Document(s)

**REGISTRATION OF FOREIGN LIMITED PARTNERSHIP**

Document No(s):

**200925900176**



United States of America  
State of Ohio

Witness my hand and the seal of  
the Secretary of State at Columbus,  
Ohio this 15th day of September,  
A.D. 2009.





Form 531B Prescribed by the:  
Ohio Secretary of State

Central Ohio: (614) 466-3910  
Toll Free: (877) SOS-FILE (767-3453)

www.sos.state.oh.us  
Busserv@sos.state.oh.us

Expedite this form: (select one)  
Mail form to one of the following:

☒ Expedite PO Box 1390  
Columbus, OH 43216  
--- Requires an additional fee of \$100 ---  
☐ Non Expedite PO Box 670  
Columbus, OH 43216

**CERTIFICATE OF FOREIGN LIMITED PARTNERSHIP**  
Filing Fee: \$125  
(104-LPF)

Name of limited partnership in its jurisdiction of formation:		
HealthTrust Purchasing Group, L.P.		
Name under which the foreign limited partnership desires to transact business in Ohio (if different from its jurisdiction of formation):		
Name must include one of the following words or abbreviations: "Limited Partnership," "L.P.," "Limited," or "Ltd."		
Jurisdiction of Formation:	Delaware	
Date of Formation:	4/28/1999	
Address of the office required to be maintained in the jurisdiction of formation by the laws of that jurisdiction or, if not so required, of the principal office of the foreign limited partnership.		
One Park Plaza - Legal Department		
Mailing Address		
Nashville	TN	37203
City	State	Zip Code
Name and Address of each General Partner		
Name	Business or Residential Address	
CMS GP, LLC	One Park Plaza, Nashville, TN 37203	

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### ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized representative(s) of

HealthTrust Purchasing Group, L.P.

Name of Foreign Limited Partnership

hereby appoints the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the foreign limited partnership may be served The name and address of the agent is

C T Corporation System

Agent Name

1300 East 9th Street

Mailing Address

Cleveland

City

Ohio

State

44114

Zip Code

☐ If the agent is an individual using a P.O. Box, check this box to confirm that the agent is an Ohio resident.

The entity above irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the OHIO SECRETARY OF STATE if

- A. an agent is not appointed or
- B. an agent is appointed but the authority of that agent has been revoked, or
- C. the agent cannot be found or served after the exercise of reasonable diligence

Provide the address of the office where a list of the names and business or residence addresses of the partners of the limited partnership and their capital contributions is to be maintained until the registration of the foreign limited partnership is canceled or withdrawn

One Park Plaza - Legal Department

Mailing Address

Nashville

City

TN

State

37203

Zip Code

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document

<b>REQUIRED</b> Must be authenticated (signed) by at least one general partner.	CMS GP, LLC, general partner By: <u><i>Don A. Blackwood</i></u> Signature	<u>9-8-2009</u> Date
	<u>Dora A. Blackwood, Vice President &amp; Secretary of GP</u> Print Name	
	_____ Signature	_____ Date
	_____ Print Name	
	_____ Signature	_____ Date
	_____ Print Name	
	_____ Signature	_____ Date
	_____ Print Name	



EXHIBIT B – 1  
HEALTHTRUST PURCHASING GROUP, L.P.  
JURISDICTIONS OF OPERATION

A list of all jurisdictions in which Applicant or its affiliates are currently certified, licensed, registered, or otherwise authorized to provide retail natural gas service for its members includes the following states:

Licensed:

- District of Columbia
- Iowa
- Maine
- Maryland
- Massachusetts
- New Hampshire
- New Jersey
- Ohio
- Pennsylvania

Exempt:

- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Illinois
- Indiana
- Kansas
- Michigan
- New York
- Oregon
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Washington

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 2  
EXPERIENCE & PLANS

EXHIBIT B – 2  
HEALTHTRUST PURCHASING GROUP, L.P.  
EXPERIENCE & PLANS

On behalf of its member healthcare providers, Applicant negotiates the purchase of goods and services with third – party suppliers, including negotiations for the purchase of natural gas, so that its members can benefit from their combined purchasing power. Applicant issues Request for Proposals (RFP) to third – party licensed or certificated competitive retail natural gas suppliers (CRNGS) to serve the aggregate demand of Applicant's participating members. Applicant then negotiates a Group Purchasing and Energy Aggregation Agreement (Group Purchasing Agreement) with the winning licensed CRNGS, including pricing and other terms of its members' purchase of natural gas from the third – party licensed CRNGS. In accordance with the Group Purchasing Agreement, each participating member enters into a separate Transaction Agreement with the third – party licensed CRNGS, whereby the member purchases natural gas directly from the third – party licensed CRNGS, and remits payment directly to the natural gas distribution company or the third – party licensed CRNGS. Applicant does not take title to the natural gas, make payments on behalf of its members, or receive any payments from its members. Applicant only receives an administrative fee from the third – party licensed CRNGS, to cover the costs of conducting the RFP and negotiating and administering the Group Purchasing Agreement. Applicant does not provide any services to residential customers, and will not serve residential customers in Ohio.

Applicant proposes to negotiate for the purchase of natural gas on behalf of its members in Ohio from a third – party CRNGS licensed by the Commission. Each member will directly purchase natural gas from the third – party licensed CRNGS, and remit payment directly to the natural gas distribution company or third – party licensed CRNGS. Applicant will not take title to the natural gas or responsibility for delivery.

If there are any customer inquiries or complaints regarding Applicant's services, Applicant's in – house legal department or in – house management will serve to resolve any disputes. Applicant may also obtain assistance from outside legal counsel when appropriate.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 3  
SUMMARY OF EXPERIENCE



EXHIBIT B – 3  
HEALTHTRUST PURCHASING GROUP, L.P.  
SUMMARY OF EXPERIENCE

Applicant was formed in 1999 to negotiate the purchase of goods and services, including the purchase of retail electric and natural gas services, with third – party suppliers on behalf of its member healthcare providers. As a group purchasing organization, Applicant has considerable experience in providing aggregation service(s) for its members, including contracting with customers to combine natural gas and electricity volume and negotiating contracts on behalf of its members for the purchase of retail natural gas and electric services. Applicant provides leveraged group purchases of natural gas or electricity for its members through a standardized National Purchasing Agreement and contracts with licensed or certificated competitive retail natural gas suppliers or competitive retail electric service providers. Applicant's service reduces administrative burden and provides competitive natural gas and electric services at lower costs for Applicant's member organizations. Today, Applicant procures natural gas for over 800 member accounts located in about 36 states, managing gas volumes of over 19 billion cubic feet annually. Applicant also manages electricity contracts for over 1,400 electric member accounts in about 9 states and the District of Columbia with over 1.5 million MWh annually managed load.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 4  
DISCLOSURE OF LIABILITIES AND INVESTIGATIONS

EXHIBIT B – 4  
HEALTHTRUST PURCHASING GROUP, L.P.  
DISCLOSURE OF LIABILITIES AND INVESTIGATIONS

There are no adverse rulings, judgments, contingent liabilities, revocation of authority, or investigations impacting HPG's financial or operational status or ability to provide the services it is seeking to be certified to provide.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 1  
ANNUAL REPORTS



EXHIBIT C – 1  
HEALTHTRUST PURCHASING GROUP, L.P.  
ANNUAL REPORTS

Applicant itself is a privately owned limited partnership and does not have annual reports. See Applicant's recent financial statements in Exhibit C – 3.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

EXHIBIT C – 2

SEC FILINGS

EXHIBIT C – 2  
HEALTHTRUST PURCHASING GROUP, L.P.  
SEC FILINGS

Applicant itself is a privately owned limited partnership and does not file with the SEC.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C-3  
FINANCIAL STATEMENTS



EXHIBIT C – 3  
HEALTHTRUST PURCHASING GROUP, L.P.  
FINANCIAL STATEMENTS

Two years of Applicant's audited financial statements for the most recent fiscal years available are filed with the Commission separately under seal of confidentiality and are not to be disclosed or disseminated to the public without the Applicant's prior written consent.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C-4  
FINANCIAL ARRANGEMENTS

EXHIBIT C – 4  
HEALTHTRUST PURCHASING GROUP, L.P.  
FINANCIAL ARRANGEMENTS

Not applicable. Applicant will not be taking title to natural gas.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C-5  
FORECASTED FINANCIAL STATEMENTS



EXHIBIT C – 5  
HEALTHTRUST PURCHASING GROUP, L.P.  
FORECASTED FINANCIAL STATEMENTS

Two years of Applicant's forecasted financial statements for its Competitive Retail Electric Service operations are filed with the Commission separately under seal of confidentiality and are not to be disclosed or disseminated to the public without the Applicant's prior written consent.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C-6  
CREDIT RATING

EXHIBIT C – 6  
HEALTHTRUST PURCHASING GROUP, L.P.  
CREDIT RATING

Not applicable.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 7  
CREDIT REPORT

EXHIBIT C-7  
HEALTHTRUST PURCHASING GROUP, L.P.  
CREDIT REPORT

See attached credit report.



# Healthtrust Purchasing Group, L.P.

Last Updated:01-May-2019

Company Overview	
D-U-N-S Number:	06-840-6763
Primary Name:	Healthtrust Purchasing Group, L.P.
Alternate Names:	H P G
CAGE codes:	Not Available
Address:	1100 Charlotte Ave #1100, Nashville, TN, 37203, USA
Country:	USA
Phone:	(615) 377-1294
Web Site:	www.healthtrustcorp.com
Congressional District:	S
Location:	Headquarters

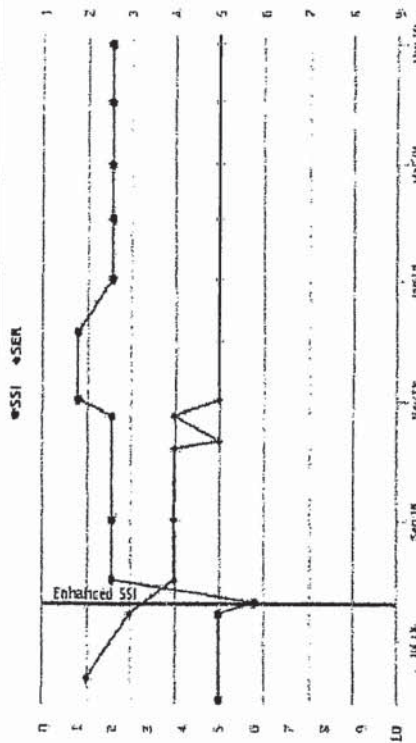
Predictive Scores & Ratings	
SSI	2
SSI Level of Insight	7
SER	B
SER Data Depth	80
Paydex	60
Failure Score (1-100)	3
D&B Rating	IR3
Performance Rating	★★★★★

Supplier Overview	
Supply Base Member	No
Supplier IDs	Not Available
National Business IDs	621234332
Employer ID Number (EIN):	HEALTHTRUST PURCHASING GROUP, L.P.
Global Parent	SSI :2
	Last Update :01-May-2019
SIC Codes	73899942 - Purchasing service
UNSPSC Codes	80000000- Management and Business Professionals and Administrative Services
NAICS Codes	561499-All Other Business Support Services

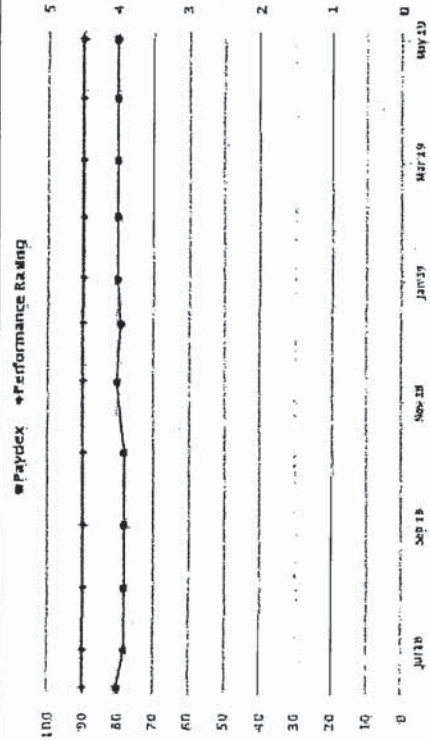
CAGE Codes	Not Available
Congressional District	5
SME Classification	Not Available
Supplier Diversity	No
Minority Owned (US)	No
Minority Business Enterprise	No
African American Owned	No
Asia-Pacific American Owned	No
Hispanic American Owned	No
Native American Owned	No
Indian Sub-Continent American Owned	No
Unknown Classification	No
Women Owned	No
Women Owned Business Enterprise	No
Women Owned (Other)	No

Veteran Owned (US)	No
Veteran Business Enterprise	No
Disabled Veteran (Certified)	No
Disadvantaged Veteran (Certified)	No
Service-Disabled Veteran	No
Vietnam Veteran Owned	No
Veteran Owned (Other)	No
Small Business (US)	No
SBA Certified HUB Zone	No
SBA Certified 8(a) Program	No
SBA Certified Small Disadvantaged	No
Disadvantaged Business Enterprise	No
Certified Small Business	No
Small Business (SBA Size Standard)	No
Green	No
Airport Concession Disadvantage Business Enterprise (ACDBE) (US)	No

# SSI And SER



# Paydex and Performance Rating



# Financial and Legal Indicators

Disaster	OFF
Criminal proceedings	OFF
Financial/Legal	OFF
Operations	ON
Suits/Judgements	ON
Liens/Claims	OFF
Out of business	OFF
Bankruptcy	OFF

# Government Indicators

Indicator	Value	Family	Company
▼ EPLS (Family Information is not available)	-	OFF	OFF
▼ EPA Formal Actions(5yrs) (Family Information is not available)	-	OFF	OFF
Alleged Current Violations EPA Penalties (5 yrs) EPA Penalty last Date EPA Amt. of Last Penalty	-	OFF	OFF
▼ OSHA (Family Information is not available)	-	OFF	OFF
▼ OFAC	-	OFF	OFF

# Financial Characteristics (USD \$)

Employer ID Number (EIN): 621234332	Accounts Payable : NA
Statement Date : NA	Total Current Liabilities : NA
Annual Sales : NA	Total Liabilities : NA
Net Income : NA	Current Ratio : NA
Net Worth : NA	Quick Ratio : NA
Cash : NA	Total Employees : 200
Accounts Receivable : NA	Sales/Employees : \$Not Available
Total Current Assets : NA	Year Started : 1999
Inventory : NA	Management Control : 1999
Total Assets : NA	

## Predictive Scores

SSI



### Description:

- Entities with an SSI of 2 have a failure rate of approximately 0.31% over the next three months.
- Ranks within the middle third of the businesses in the global supply base for risk of ceasing operations or filing for bankruptcy.
- Ranks within the middle third of the businesses in the same country for risk of ceasing operations or filing for bankruptcy.
- Ranks within the middle third of the businesses in the same primary industry in the US for risk of ceasing operations or filing for bankruptcy.

### Commentary:

- Number of inquiries suggests potential higher risk.
- No reported business spending in recent months.
- Limited business activity signals reported in recent months.
- Evidence of open suits, liens, and judgments.



SER



**Commentary:**

- Proportion of slow payment experiences to total number of payment experiences reported
- Proportion of past due balances to total amount owing
- Evidence of open suits

Paydex



**Description:**

The D&B payment score (Paydex) is a score that assesses the historical payment performance of a business. The score corresponds to an average number of days beyond terms or within terms and is based on all the trade experiences associated with this business in D&B's database. More specifically, the Paydex is a dollar-weighted average of a company's combined individual payment experiences and ranges from 0-100, with higher scores representing businesses that pay their bills more promptly. In most cases, at least three trade experiences are required for the Paydex to be calculated.

Failure Score (1-100)



**Commentary:**

- Composite credit appraisal is rated fair
- UCC filings reported
- High number of inquiries to D&B over last 12 months
- Low proportion of satisfactory payment experiences to total payment experiences

FSS Class



**Commentary:**

The Financial Stress Score predicts the likelihood of a firm experiencing financial stress over the next 12 months. D&B defines a financially stressed company as one that obtains legal relief from its creditors, ceases business operations without paying all its creditors in full, voluntarily withdraws from business operations and leaves unpaid obligations, goes into receivership or reorganization, or makes an arrangement for the benefit of creditors over the next 12 month period, based on the information in D&B's commercial database.

CCS Percentile



**Commentary:**

The Commercial Credit Score Percentile is a 1-100 ranking where a percentile of 1 has highest probability of delinquency and a percentile of 100 has the lowest probability of delinquency.

CCS Class



**Description:**

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), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months. D&B defines severe delinquency as a business with at least 10% of its payments 91 days or more past due, based on the information in D&B's commercial database. A Commercial Credit



Risk Class of 1-5 is a segmentation of the scoreable universe into five distinct groups where a one (1) represents businesses that have the lowest probability of delinquency, and five (5) represents businesses with the highest probability of delinquency. This Class enables a customer to quickly segment their new and existing accounts into various risk segments to determine appropriate marketing or credit policies. Note: Commercial Credit Scores are not calculated for those businesses designated as "Discontinued at This Location", "Open Bankruptcy", or "Higher Risk". These records are automatically assigned a score of zero (0).

#### D&B Rating

IR3



#### Description:

- The D&B Rating is a multi-dimensional risk assessment tool that is comprised of two parts:
- (a) The first part indicates the size of the company based primarily on net worth or issued capital.
  - (b) The second part assesses the likelihood of failure or overall credit standing.

#### Viability Rating

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 no longer be in business 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

The D&B Viability Score is a predictive rating of 1-9 where 1 is the lowest probability of going out of business or becoming inactive over the next 12 months compared to approximately 30M US businesses in D&B's database and 9 is highest probability of going out of business or becoming inactive.

#### Level of risk:

Businesses ranked 4 have a probability of becoming no longer viable:

Percentage of businesses ranked 4:

Across all US businesses, the average probability of becoming no longer viable:

Low  
5%  
14%  
14% \*

#### Portfolio Comparison



Compared to All US Businesses within the D&B Database

The D&B Portfolio Comparison is a predictive rating of 1-9 where 1 is the lowest probability of going out of business or becoming inactive over the next 12 months compared to other businesses within the same model segment and 9 is the highest probability of going out of business or becoming inactive.

Model Segment: Established Trade Payments

Level of risk: Moderate

Businesses ranked 5 have a probability of becoming no longer viable:

Percentage of businesses ranked 5 within this model segment: 5%

Within this model segment, the average probability of becoming no longer viable: 11%

5%

## Data Depth Indicator

**B**

**B**  
M F A

Compared to All US Businesses within the D&B Database

The D&B Data Depth Indicator is a descriptive rating of A-G and H-M. A-G is assigned on a report card-like scale where A is assigned to businesses with the highest level of predictive data including complete firmographics, extensive commercial trading activity, and comprehensive financial attributes and G is assigned to business with the lowest level of predictive data including basic identify data only. H-M are special categories that override the A-G rating giving our customers further insight when D&B has confirmation that a business has met one of six risk conditions.

Data Depth Indicator

Rich Firmographics

Extensive Commercial Trading Activity

Basic Financial Attributes

**G**

Company Profile

Close

Financial data	Trade payments	Company Size	Years in Business
Not Available	Available	Large	Established

Compared to All US Businesses within the D&B Database

The D&B Company Profile: descriptive rating A-X and Y-Z where A is the largest, most established businesses with complete, comprehensive data reported in the D&B database and X is the smallest, youngest businesses with basic firmographic data only. Y is assigned to a branch location and Z is assigned to a business that is a subsidiary.

Financial Data:

Trade Payments: Not Available

Company Size: Available: 3+ Trade

Years in Business: Large: Employees: 50+ or Sales: \$500K+

Established: 5+

## Performance Rating

Global performance

★ ★ ★ ★ ★

Internal performance

★ ★ ★ ★ ★

Category	Internal	Global
<b>RELIABILITY</b> How reliably do you think this company follows through on its commitments?	0	93
<b>COST</b> How closely did your final total costs correspond to your expectations at the beginning of the transaction?	0	90
<b>ORDER ACCURACY</b> How well do you think the product/service delivered matched your order specifications and quantity?	0	94
<b>DELIVERY/TIMELINESS</b> How satisfied do you feel about the timeliness of the product/service delivery?	0	92
<b>QUALITY</b> How satisfied do you feel about the quality of the product/service provided by this company?	0	92
<b>BUSINESS RELATIONS</b> How easy do you think this company is to do business with?	0	92
<b>PERSONNEL</b> How satisfied do you feel about the attitude, courtesy, and professionalism of this company's staff?	0	89
<b>CUSTOMER SUPPORT</b> How satisfied do you feel about the customer support you received from this company?	0	93
<b>RESPONSIVENESS</b> How responsive do you think this company was to information requests, issues, or problems that arose in the course of the transaction?	0	91



# Top Competitors

Company	DUNS	Location	Sales(USD \$mil)
Child Health Corporation of America	08-121-5341	Lenexa, United States	\$26
Healthshare, Inc.	80-434-5841	Austin, United States	\$2
Medassets, Inc.	08-833-9767	Irving, United States	\$529
Premier, Inc.	07-917-4944	Charlotte, United States	\$1,661
Global Healthcare Exchange, LLC	12-487-9334	Louisville, United States	\$114
Medline Industries, Inc.	02-546-0908	Northfield, United States	\$6,221
Vizient, Inc.	08-833-9767	Irving, United States	\$1,076
Cardinal Health, Inc.	09-753-7435	Dublin, United States	\$136,809
Owens & Minor, Inc.	84-741-2269	Mechanicsville, United States	\$9,838
Omnicare, Inc.	17-672-9788	Cincinnati, United States	\$3,830
McKesson Corporation	17-766-7227	Irving, United States	\$208,357

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C-8  
BANKRUPTCY INFORMATION

EXHIBIT C – 8  
HEALTHTRUST PURCHASING GROUP, L.P.  
BANKRUPTCY INFORMATION

Not applicable.



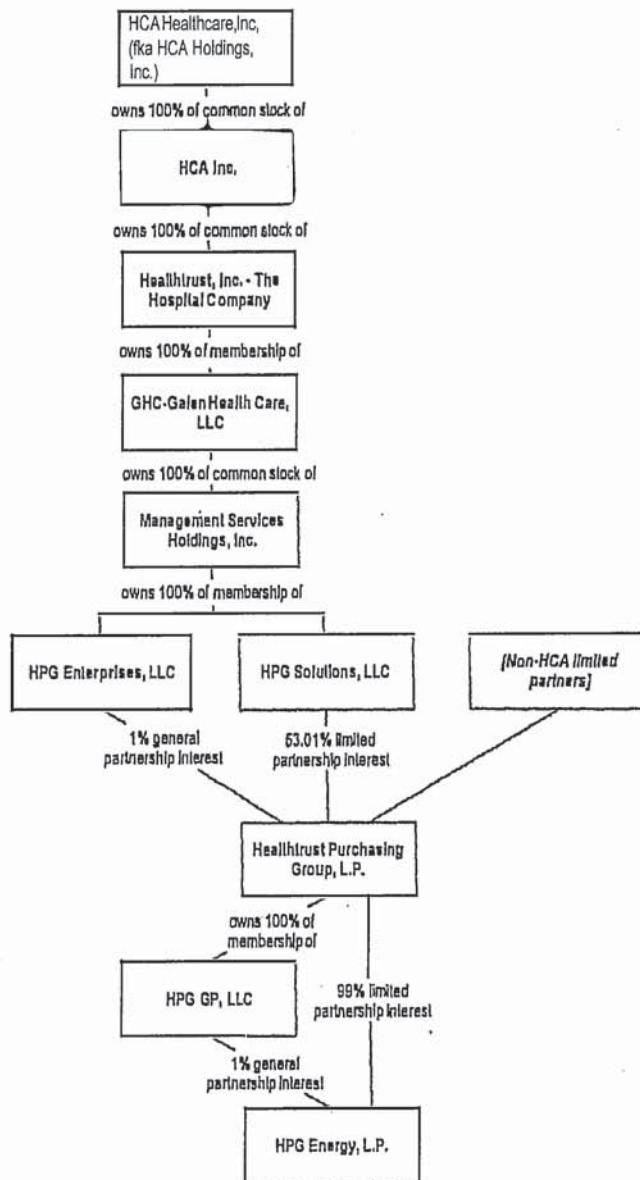
HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 9  
MERGER INFORMATION

EXHIBIT C – 9  
HEALTHTRUST PURCHASING GROUP, L.P.  
MERGER INFORMATION

No mergers or acquisitions have occurred during the past year.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 10  
CORPORATE STRUCTURE

See attached.



HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 1

OPERATIONS

A current description of the operational nature of Applicant's business functions follows. Applicant is a GPO, the members of which are hospitals and other healthcare providers, including not –for – profit and for – profit acute care hospitals, ambulatory surgery centers, alternate care sites, and physician practices. On behalf of its members, Applicant negotiates the purchase of goods and services with third – party suppliers, including negotiations for the purchase of natural gas and electricity services, so that its members can benefit from their combined purchasing power.

As part of its business functions, Applicant Issues a RFP to third – party licensed or certificated competitive retail natural gas suppliers (CRNGS) to serve the aggregate demand of Applicant's participating members. Applicant then negotiates a Group Purchasing and Energy Aggregation Agreement (Group Purchasing Agreement) with the winning licensed CRNGS, including pricing and other terms of its members' purchase of natural gas from the third – party licensed CRNGS. In accordance with the Group Purchasing Agreement, each participating member enters into a separate Transaction Agreement with the CRNGS, whereby the member purchases natural gas directly from the CRNGS, and remits payment directly to the natural gas distribution company or the CRNGS. Applicant does not take title to the natural gas, make payments on behalf of its members, or receive any payments from its members. Applicant only receives an administrative fee from the CRNGS, to cover the costs of conducting the RFP and negotiating and administering the Group Purchasing Agreement.

HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 2

OPERATIONS EXPERTISE

Applicant HPG's current experience and technical expertise in performing the operations referenced in Exhibit D – 1 is evidenced by the number of years each of the employees in this section have been working in this industry – a combined total of approximately 100 years in the energy/healthcare industry. See resumes of key technical personnel at Exhibit D – 3. As further evidence of HPG's current experience and technical expertise, Applicant notes that since its inception in 1999, its membership has grown to more than 4,000 healthcare providers located in virtually every state, with an aggregate annual purchasing volume of over \$19 billion. Applicant currently procures natural gas for over 800 member accounts located in about 36 states, managing gas volumes of over 19 billion cubic feet annually. Applicant also manages electricity contracts for over 1,400 electric member accounts in about 9 states and the District of Columbia with over 1.5 million MWh annually managed load.



HEALTHTRUST PURCHASING GROUP, L.P.  
INITIAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 3

KEY TECHNICAL PERSONNEL

Key personnel involved in the operational aspects of Applicant's current business include:

**CLIFTON FOSTER**

AVP, inSight Advisory – Energy  
Email: [clifton.foster@healthtrustpg.com](mailto:clifton.foster@healthtrustpg.com)  
Phone: (615) 344-3179

As the AVP of inSight Advisory – Energy for HealthTrust Purchasing Group, L.P., Clifton Foster directs the procurement of natural gas, electricity and related energy services for HealthTrust members. He is also responsible for an annual energy commodity budget of about \$300 million for HCA Inc., d/b/a Hospital Corporation of America. With about 163 hospitals in 20 states and Europe and over \$30 billion in annual revenues, HCA is the nation's largest for-profit healthcare organization.

Clifton has been involved in many facets of the energy industry since the start of his career, including distribution, procurement and marketing. Clifton has over 30 years of experience in the healthcare industry directing energy affairs.

Clifton holds a BS in Mechanical Engineering from University of Tennessee and a MBA from Vanderbilt University. He is a Certified Energy Procurement Professional and an Engineer In Training in Florida.

**DAVE MCMILLAN, PE, CEM, CPQ**

Director, Power Procurement  
Email: [dave.mcmillan@healthtrustpg.com](mailto:dave.mcmillan@healthtrustpg.com)  
Phone: (615) 344-3404

As the Manager of Power Procurement for HealthTrust Purchasing Group, Dave McMillan supports the management of energy costs for HealthTrust members participating in National Energy Programs. HealthTrust energy initiatives include the administration of deregulated electric and natural gas agreements, utility rate studies, evaluation of capital programs, utility negotiations, and the evaluation and implementation of new products and service offerings for HealthTrust participants.

Dave has twenty years of diverse energy industry experience including electrical design and engineering, utility negotiations, and deregulated energy procurement. Prior to joining HealthTrust, he was the energy manager for a Fortune 500 retailer. He also has previous experience working as an engineering design supervisor for an electric generation and transmission cooperative, project manager for utility consulting firm, and director of engineering for an energy service company. Before pursuing his engineering degree, Dave worked offshore for four years in the Gulf of Mexico on a jack-up drilling rig exploring for natural gas and oil. He also received training as an electrician and combat engineer during his ten years of service. Dave received his Bachelor of Science in Engineering from the University of Alabama in Huntsville and his MBA from the University of Alabama. He is a licensed Professional Engineer in the States of Tennessee, Illinois and Georgia. He has been a member of the Institute of Electrical and Electronics Engineers (IEEE) for twenty years and is a senior member of the Association of Energy Engineers.

**BILL MILLER**

Director, Energy Procurement

E-mail: [bill.miller@healthtrustpg.com](mailto:bill.miller@healthtrustpg.com)  
Phone: (615) 344-3491

As Manager of Power Procurement for HealthTrust Purchasing Group, Bill Miller supports the management of energy costs for HealthTrust members participating in Energy Trust energy programs. HealthTrust energy initiatives include the administration of deregulated electric and natural gas agreements, utility rate studies, evaluation of capital programs, utility negotiations, demand response services, utility bill pay services. Bill is also involved with and the evaluation, negotiation and implementation of new procurement and service offerings for HealthTrust participants.

Bill has over twenty-two years of diverse energy industry experience including electrical design and engineering, commodity (energy, metals, and agricultural products) trading, contract negotiations and natural gas and electricity procurement in deregulated markets. Prior to joining HealthTrust, he was the energy manager for a Fortune 500 retailer with a total annual energy spend of over \$900 Million. He also has previous experience in setting up electricity trading desks as well as running the power system operation of an electric utility in the western United States.

Bill received his Bachelor of Science in Electrical Engineering from the University of Utah in Salt Lake City.

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As Manager, Natural Gas Procurement, Alicia Rye is responsible for providing economic analysis to prospective participants, assisting clients in identifying optimum rate schedules, price risk hedging strategies, and generating benchmarking and utility rate analysis for gas accounts. Alicia also develops natural gas RFPs, analyzes results, and makes supplier recommendations to members.

Alicia has over 15 years of diverse utility and governmental experience encompassing regulatory, rate development, and economic development. Her experience proves invaluable in analyzing regulatory and energy information and supporting the HealthTrust membership and their facility management teams with energy analysis and reporting.

Alicia has a MBA from Tennessee Technological University and a B.S. in Business Management from David Lipscomb University. Before joining HealthTrust, she was a Senior Rate Analyst at Atmos Energy Corporation and prior to that was a consulting firm associate engaged in promoting economic, community, and industrial development.

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