



DIS Case Number: 03-0751-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: H. P. Technologies, Inc.

Country: United States

Phone: 4408223188 **Extension (if applicable):**

Street: 8834 Mayfield Rd.

Website (if any): www.utility-savings.net

City: Chesterland

Province/State: OH

Postal Code: 44026

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

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

Name	Type	Address	Active?	Proof
H. P. Technologies, Inc.	Official Name	8834 Mayfield Rd. Chesterland, OH 44026	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
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A-5. Contact person for regulatory matters



Public Utilities Commission

David Ramos
33648 Saint Francis Drive
Avon, OH 44011
US
david@energypricechoice.com
4408223188

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

David Ramos
33648 Saint Francis Drive
Avon, OH 44011
US
david@energypricechoice.com
4408223188

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

Phone: 4408223188	Extension (if applicable):	Country: United States
Fax: 440-536-9553	Extension (if applicable):	Street: 8834 Mayfield Rd.
Email: david@utility-savings.net	City: Chesterland	Province/State: OH
	Postal Code: 44026	

A-8. Applicant's federal employer identification number

34-1424228

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio

Dominion Energy Ohio
Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
Residential
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 01-01-1996

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
David Ramos	david@utility-savings.net	Director of Procurement	8834 Mayfield Road Chesterland, OH 44026 US
Dan Martin	dmartin@innovestglobal.com	Owner	8834 Mayfield Road Chesterland, OH 44026 US

A-13. Company history

H. P. Technologies, Inc. was established in 1984 and has been an Ohio-based energy brokerage since 1993. In 2018, H. P. Technologies, Inc. was sold to Innovest Global. We remain an independent subsidiary of Innovest Global. David Ramos, who started with H. P. Technologies as Project Manager in 2014, then became Procurement Officer in 2018, was promoted to Director of Procurement in 2020. He has been and still is the main contact for all of H. P. Technologies, Inc.'s operations.

H. P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales agent agreements with various local and national energy suppliers. H. P. Technologies, Inc. has represented these energy suppliers and successfully acquired customers for them. H. P. Technologies, Inc. has been instrumental in client contact, contract



administration, and client management. Furthermore, we have been instrumental in addressing client concerns, complaints, etc.

For our first seven years of sales in the deregulated energy market, our focus was natural gas sales in Ohio. In 2000, we were actively involved in assisting commercial and industrial clients in qualifying for participation in the deregulation of electricity in northern Ohio. We assisted some 20 companies to prequalify and later purchase electricity through two deregulated suppliers of electricity. The allotment of electricity for this initial phase of deregulation in Northern Ohio was sold in the first month of eligibility. Before energy deregulation programs bloomed into full-fledged consumer eligibility in Ohio, we prepared for this market opening by aligning ourselves with the most reliable energy suppliers. We launched our marketing and sales efforts on the first day of customer eligibility. The expansion into electricity sales as a full-time endeavor has provided us a unique opportunity to expand our business with the addition of staff, agents, and customers.

While H. P. Technologies, Inc. has clients that we work with directly, we also have a team of 1099 representatives who actively seek clients and have a business book with us. Most of these representatives have spent the majority of their careers in either the gas or power industry. The representatives communicate with their clients, and the H. P. Technologies, Inc. admin team matches the client with a compatible energy supplier. We offer back-office support to help manage their book while they manage the client relationship.

H. P. Technologies, Inc. is normally the primary interface with the customer because we have an established personal relationship with the buyers. Therefore, we have made ourselves readily available and accessible to our clients for energy supply needs, service issues, billing inquiries, and complaints. This situation was magnified when we had prior associations with suppliers that suffered default of one type or another. More importantly, we handled these issues prudently and professionally. We recorded the pertinent facts and judiciously sought suitable resolution to every situation.

We also have offered our clients other energy services other than energy procurement, such as energy invoice auditing, demand response, capacity passthrough, aggregation programs, residential offerings, and multiple location management. We monitored their supplier agreements and bills to ensure they were being charged the right amount for the energy they used. If disputes arise, we resolved the matters on the clients' behalf. In addition, we have stayed ahead of the fast-changing world of the deregulated energy market by keeping track of regulatory changes, the latest technological advancements, and new charging structures.

A-14. Secretary of State

Secretary of State Link:



A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: David Ramos
33648 Saint Francis Drive
Avon, OH 44011
US
david@energypricechoice.com
4408223188

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

File Attached

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

File(s) attached

B-3. Disclosure of liabilities and investigations

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



Liability and Investigations Disclosures: H. P. Technologies, Inc. has never had any 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. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

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

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

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply



C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

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

Preferred to file this information confidentially

C-3. Forecasted financial statements

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

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

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

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

Preferred to file confidentially



C-4. Credit rating

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

This does not apply

C-5. Credit report

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

File(s) attached

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?



Merger Information: Innovest Global purchased H. P. Technologies, Inc. from Dennis Giancola. H. P. Technologies is a separately ran stand-alone entity.

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.



Operations Description: H. P. Technologies, Inc. is engaged in selling natural gas to end-users for redelivering through local distribution companies. We typically arrange for this sale of natural gas by representing the seller of gas to the end-user. We do not engage in the practice of taking title to the gas. The sales are executed by employing the supplier's legal agreement. We deliver these documents to the end-user for signature. Therefore we engage in customer acquisition, the presentation, and completion of natural gas sales agreements on behalf of licensed CRNGS suppliers.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: David Ramos has been at H. P. Technologies since 2014. He started as Project Manager then was promoted to Procurement Officer in 2018. He is now the Director of Procurement running the entire company. He has been and still is the main contact for all of H. P. Technologies, Inc.'s operations aspects.

David Ramos
Director of Procurement
dacid@utility-savings.net
866-892-0910



Public Utilities
Commission

Application Attachments

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 H. P. TECHNOLOGIES, INC., an Ohio corporation, Charter No. 628783, having its principal location in Avon, County of Lorain, was incorporated on February 10, 1984 and is currently in GOOD STANDING upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 14th day of September, A.D. 2021.

A handwritten signature in blue ink that reads "Frank LaRose".

Ohio Secretary of State

Validation Number: 202125703194

Exhibit B-1: Jurisdictions of Operation

State	Business / Charter #	Electricity License #	Natural Gas License #
Illinois	68005868	11-0456	N/A
DC	C00005063247 / 400314904524	EA 2014-24-6	GA 2014-12-6
Michigan	60733W	N/A	N/A
New Hampshire	715801 / 715802	DM-14-310	DM-14-306
Ohio	628783	11-404E(2)	03-049G(3)
Delaware	5626840 8360 / 141407962	N/A	N/A
Florida	F14000003515	N/A	N/A
Georgia	14078936	N/A	N/A
Maryland	F16066201	IR-3405	IR-3403
Massachusetts	658314	EB-279	RA-127
New Jersey	400625370	N/A	N/A
Pennsylvania	4054181	A-2012- 2304909	A-2014-2451662
Texas	802049108	N/A	N/A
Virginia	F1984857	N/A	N/A
California	C3725848	N/A	N/A
Indiana	2014110600318 / 2014110677820	N/A	N/A

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agreements and bills to ensure they were being charged the right amount for the energy they used. If disputes arise, we resolved the matters on the clients' behalf. In addition, we have stayed ahead of the fast-changing world of the deregulated energy market by keeping track of regulatory changes, the latest technological advancements, and new charging structures.

Competitive Retail Natural Gas Service Affidavit

County of Lorain :

State of Ohio :

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

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts 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 Sections 4905.10 and 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 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. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
10. Affiant further sayeth naught.

David Ramas Director of Procurement
Signature of Affiant & Title

Sworn and subscribed before me this 15 day of October, 2021
Month Year

Pamela R. Dingus
Signature of official administering oath



Pamela R. Dingus Notary Public
NOTARY PUBLIC
FOR THE
STATE OF OHIO

My Commission Expires 06/03/2025
My commission expires on

Search inquiry: (My company)

CreditScoreSM Report

as of: 10/01/21 15:35 ET

H. P. Technologies, Inc

Address: 8834 Mayfield Road
Chesterland, Ohio 44026
United States

Phone: 440-822-3188

Website: utility-savings.net

Experian BIN: 748239837

Agent: Incorp Services, Inc.

Agent Address: 17888 67TH Court North
Atlanta, GA

Family Linkage:

Ultimate Parent [Innovest Global, Inc](#)
Chagrin Falls, OH United States

Parent / Headquarters [Innovest Global, Inc](#)
Chagrin Falls, OH United States

Branches / Alternative Locations H. P. Technologies, Inc
8834 Mayfield Rd
Chesterland, OH United States

Key Personnel: Owner: Daniel Martin
Director: David Ramos
4911-Electric Services
4925-Petroleum Production
8748-Business Consulting Services, Nec
221122-Electric Power Distribution
221210-Natural Gas Distribution

SIC Code: 541618-Other Management Consulting Services

NAICS Code:

Business Type: Corporation

Experian File Established: April 2003

Experian Years on File: 18 Years

Years in Business: 37 Years

Total Employees: 3

Sales: \$153,000

Filing Data Provided by: Ohio

Date of Incorporation: 08/11/2014

Experian Business Credit Score

51
Business Credit
Score



The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

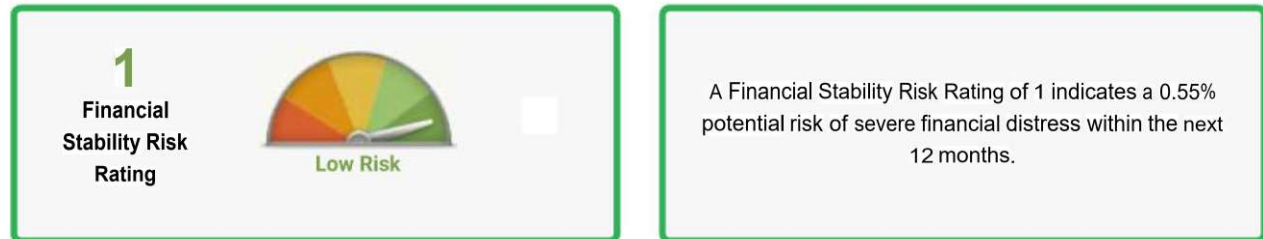
Key Score Factors:

- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of derogatory commercial legal items.

- Number of recently active commercial accounts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 51. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating



Key Rating Factors:

- Number of active commercial accounts.
- Number of commercial derogatory public records.
- Risk associated with the business type.
- Employee size of business.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

This location does not yet have an estimated Days Beyond Terms ([DBT](#)), or a Payment Trend Indicator. This is often the result of too few Payment [Tradelines](#).

Please refer to Experian's 'www.BusinessCreditFacts.com' website for more information on establishing Payment Tradelines.

Lowest 6 Month Balance: \$126
Highest 6 Month Balance: \$126
Current Total Account Balance: \$126
Highest Credit Amount Extended: \$269

Payment [Tradelines](#) (see [charts](#)): 4

[UCC Filings](#): 28

■ **Businesses Scoring Worse:** 50%

⚡ **Bankruptcies:** 0

■ **Liens** (see [detail](#)): 1

✓ **Judgments Filed:** 0

⚡ **Collections:** 0

Payment Trend Summary



^Percentage of on-time payments by month.



*Percentage of on-time payments by quarter.

Monthly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
04/21	100%	0%	0%	0%	0%
05/21	100%	0%	0%	0%	0%
06/21	100%	0%	0%	0%	0%
07/21	100%	0%	0%	0%	0%
08/21	100%	0%	0%	0%	0%
09/21	100%	0%	0%	0%	0%

Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
06/20	100%	0%	0%	0%	0%
09/20	100%	0%	0%	0%	0%
12/20	76%	24%	0%	0%	0%
03/21	100%	0%	0%	0%	0%
06/21	100%	0%	0%	0%	0%



^Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



^Combined distribution with DBT.

Tax Lien Filings

Date: 06/22/2021
 Owner: State Of Ohio
 Filing Location: Lorain County Common Pleas
 Legal Type: State Tax
 Legal Action: Lien
 Document Numbered 7800114
 Liability Amount: \$13,875
 Description: Other Tax

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in

Case No(s). 03-0751-GA-AGG

Summary: In the Matter of the Application of HP Technologies Inc