



Itron

August 14, 2017

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street
Harrisburg, PA 17120

Re: Updated Curtailment Service Provider ("CSP") Application for Itron Distributed Energy Management, d/b/a Comverge, Inc.

Secretary Chiavetta,

Pursuant to PA 66 Pa.C.S. § 2806.1(b)(1)(i)(E), I have enclosed the following CSP application for Comverge, Inc. to continue service in Pennsylvania as a curtailment service provider. Comverge was acquired in whole by Itron, Inc. on June 2, 2017 and will continue to execute our existing programs in Pennsylvania without interruption as Itron Distributed Energy Management, d/b/a Comverge, Inc.

Please contact me with any questions or if there is any further information on the transition that we could provide.

Respectfully,



Matthew McCaffree
Itron, Inc.
2113 Mason Hill Dr.
Alexandria, VA 22306
202-657-9844
mmccaffree@comverge.com
matthew.mccaffree@itron.com

RECEIVED

AUG 15 2017

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

**CONSERVATION SERVICE PROVIDER (“CSP”) APPLICATION
FOR REGISTRATION IN THE COMMONWEALTH OF PENNSYLVANIA**

Conservation Service Providers (“CSPs”) have a specific role under Act 129, which requires a covered Electric Distribution Company’s Energy Efficiency and Conservation (EE&C) plan to include one or more CSPs to implement at least a portion of the EE&C Plan. 66 Pa.C.S. § 2806.1(b)(1)(i)(E). CSPs provide information and technical assistance to EDCs on *measures* that enable a person to increase energy efficiency or reduce energy consumption. CSPs must have no direct or indirect ownership, partnership or other affiliated interest with an EDC. 66 Pa.C.S. § 2806.1 (m). Only registered CSPs may advise an EDC and/or provide consultation, design, or administration or management services to an EDC related to the implementation of the EDC’s EE&C Plan. As such, registration of business entities as approved CSPs is required before entering into a contractual agreement with an EDC exclusively for the provision of consultation, design, administration, management or advisory services regarding that EDC’s EE&C plan. This registry is not intended as a resource for business, whose sole purpose is the installation of measures, supplying of equipment or other contracting work for use by the general public and EDC customers. If providing such services, registration as a CSP is not required for entering into an agreement with an EDC.

Any CSP subcontractor with an annual contract cost that equals or exceeds 10% of the CSP annual contract cost and is directly performing services pursuant to a contract with a CSP which has contracted with an EDC after Commission approval should also register as a CSP. This does not include third party contractors which participate in or support an EE&C Plan but are not directly contracted with a CSP which has a direct contractual relationship with the EDC subject to Act 129.

To qualify an applicant must have at least two years of experience in providing program consultation, design, administration, management or advisory services related to energy efficiency and conservation services. CSP registration is not required of entities that limit their services to the installation of energy efficiency measures or the provision of equipment or materials to EDC customers or the public in general.

RECEIVED

AUG 15 2017

1. IDENTITY OF THE APPLICANT

a. Legal Name of Applicant:

Itron Distributed Energy Management, d/b/a Comverge, Inc.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Attach proof of compliance with appropriate Pennsylvania Department of State filing requirements.¹

¹ A copy of any document from the Pennsylvania Department of State (Pa. Dept. of State) documenting the Applicant’s Pa. Dept. of State entity number is adequate. However, the document must indicate that the Applicant’s Pa. Dept. of State registration is “active.” Certified copies of Pa. Dept. of State documents are not required.

b. Trade or Commercial or Fictitious Names Used by Applicant (d/b/a)—List all that apply.

The Applicant will be using a fictitious name or doing business as (“d/b/a”). Identify names below. If more space is needed, list names on the back of this page or append list to completed application.

The Applicant will not be using a fictitious name.

c. Applicant Address: 5390 Triangle Parkway, Suite 300, Norcross, GA 30092

d. Applicant Telephone No: (888) 565-5525

e. Applicant Email Address: info@comverge.com

f. Contact Information for Applicant. PLEASE NOTE: Upon approval of this application, this Contact Information will be listed on the Commission’s CSP Registry.

- Name: Matthew McCaffree, Sr. Director, Regulatory & Government Affairs
- Mailing Address: 2113 Mason Hill Dr, Alexandria, VA 22306
- Telephone: 202-657-9844
- Email Address: mmccaffree@comverge.com OR matthew.mccaffree@itron.com

g. Predecessor(s) & Other Names used by Applicant for past five (5) years of date of this application. Provide Name(s), Address(es) and Telephone No.(s).

- Check Box if any Predecessor(s) is currently or was previously registered in Pennsylvania as a CSP. If affirmative, please provide Docket No(s). (A-[Year]-[Seven (7) Digits]) and names for all registered CSPs.

h. Parent & Subsidiary Companies & Affiliates:

- Parent Name and Contact Information. Provide name and contact information for parent company. Check Box if any parent company is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

Itron, Inc.
2111 N Molter Rd
Liberty Lake, WA 99019
(509) 924-9900
Website: www.itron.com/na

-
- Subsidiaries and Contact Information. Provide name and contact information for all subsidiary companies. Check Box if any subsidiary is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

None

-
- Affiliate(s) and Contact Information. Provide name and contact information for all affiliate companies. Check Box if any affiliate is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

None

i. Contracts & Business Partnerships:

- Check Box if Applicant intends to or has operated under contract with or has partnered with an EDC within the past five (5) years. If "None," do not check the box and answer "None" below.
- Check Box if Applicant intends to or has operated under contract (subcontractor) with or has partnered with a CSP within the past five (5) years. If "None," do not check the box and answer "None" below.

If any box above is checked, please provide name(s) of EDC(s) and CSP(s) and contact information for each and briefly describe the nature of business services associated with each contract and/or partnership.

PECO Electric Co.
2301 Market Street/823-1
Philadelphia, PA 19101
215-841-2508

Comverge provides demand response services for PECO Electric to fulfill their Act 129 requirements by enacting curtailment events under PECO's direction, installing devices, and

managing opt-outs, marketing, and service for their curtailment program.

PPL Electric Utilities
827 Hausman Road
Allentown, PA 18104

Comverge/Itron DEM manage and administer the Pennsylvania Peak Savers program, which was initially run to help PPL meet their Act 129 requirements as the E-Power Peak Saver program. The Peak Savers program is a service that allows for customers to opt in to a curtailment program, in which Comverge/Itron cycles a customer's air conditioning unit off during a curtailment event.

- j. Identify principal officers (owners, executives, partners and/or directors), as appropriate for Applicant's organizational structure. Provide an organizational chart and the names, titles, business addresses and telephone numbers for each office.

See attached organizational chart and bios in subsection (k).

-
- k. Attach to this Application a brief biography or single page professional resume for all principal officers and management directly responsible for Applicant's operations.

See attached materials.

- l. Provide Applicant's Employer Identification No. (EIN): 223543611

2. **REGISTERED AGENT**

- a. If the Applicant does not maintain a principal office in the Commonwealth, the Applicant is required by the Pennsylvania Department of State to designate an approved Registered Agent as its representative in the Commonwealth. Check one of the Boxes below, as applicable:

YES, the Applicant has registered its business with the Pennsylvania Department of State. Following is the Name and Contact information for the Applicant's Department-Approved Registered Agent.

- Registered Agent's Name : Corporation Service Co.
- Registered Agent's Mailing Address: 2595 Interstate Dr., Suite 103, Harrisburg, PA 17110
- Registered Agent's Telephone: 800-622-2300
- Registered Agent's Email Address: csrcontact@cscinfo.com

- NO, the Applicant has not registered its business with the Pennsylvania Department of State. STOP—To avoid denial of your application and forfeiture of your application fee, you should contact the Pennsylvania Department of State Bureau of Corporations to register as a business entity within the Commonwealth PRIOR TO completion and filing of this application with the Pennsylvania Public Utility Commission.

b. Applicant has registered its business with the Pennsylvania Department of State. Please check appropriate registration type for Applicant as designated with the Department.

- Sole proprietor (15 Pa. C.S. §4124)
- Domestic corporation (none)
- Domestic general partnership (15 Pa. C.S. §4124)
- Domestic limited liability company (15 Pa. C.S. §8913)
- Domestic limited liability partnership (15 Pa. C.S. §8201)
- Foreign corporation (15 Pa. C.S. §4124)
- Foreign general or limited partnership (15 Pa. C.S. §4124)
- Foreign limited liability company (15 Pa. C.S. §8981)
- Foreign limited liability general partnership (15 Pa. C.S. §8211)
- Foreign limited liability limited partnership (15 Pa. C.S. §8211)

c. If Applicant is not domiciled in the Commonwealth of Pennsylvania and is registered as a "foreign" entity as identified in Question 2.b., please identify all other states where applicant is registered and name the appropriate state department(s):

Delaware
Department of State – State of Delaware

Florida
Florida Department of State

Texas
Texas Secretary of State

California
California Secretary of State

Nevada
Nevada Department of State

New York
New York Department of State

3. **APPLICANT'S OPERATIONS**

Respond to each of the following four questions relating to Applicant's operations and its technical and financial fitness. Respond to each item and attach any additional information and/or statements to this Application as appropriate:

a. Describe nature of business:

Comverge is an industry-leading provider of integrated demand response, energy efficiency, and customer engagement solutions that enable electric utilities to ensure grid reliability, lower energy costs, meet regulatory demands, and enhance the customer experience.

Through its combination of software, hardware, and services, Comverge helps utilities optimize the management of every aspect of an energy management program, from participant recruitment and device installation to call center support, control events, and measurement and verification. Comverge has worked with hundreds of electric utilities to deploy nearly six million energy management devices and enroll more than 1.8 million residential customers into mass-market demand management programs.

b. Current status of business (check one):

- Applicant is presently doing business in Pennsylvania
- Applicant is presently not doing business in Pennsylvania

c. The Applicant proposes to provide the following information and technical services to an EDC. Check all services that apply and identify all EDCs with whom Applicant intends to conduct business.

- Consultation
- Design
- Administration
- Management
- Advisory

EDCs:

PECO Electric

PPL Electric

d. Attach to this Application a copy of any certification(s) or similar documentation that would demonstrate the technical fitness of Applicant, such as membership in trade associations, professional licenses, technical certifications, and/or names of current or past clients with a description of dates and types of services provided by Applicant.

e. Attach to this Application proof of current liability insurance coverage.

4. COMPLIANCE

Respond to each of the following Questions. Provide a statement as to the resolution or present status of any such proceedings, if applicable.

- a. In the past three years has the Applicant, the parent company, an affiliate or predecessor or partner (contractor/subcontractor business relationship) of the Applicant, or any person identified by the Applicant in this Application, been investigated or convicted of a crime involving fraud, theft, larceny, deceit, violation of consumer protection law, violation of deceptive trade law or similar activity, whether before an administrative body or in a judicial forum, in which the Applicant, an affiliate, a predecessor of either, or a person identified herein has been a defendant or a respondent?

No
 Yes. Provide explanation:

- b. Is the Applicant, the parent company, an affiliate, or a predecessor of either, currently delinquent with any state or federal taxing authority?

No
 Yes. Provide explanation:

- c. Identify all bankruptcy or liquidation proceedings for the prior three years. If none, state "None" below.


None.

- d. Identify all customer complaints filed with a regulatory or prosecutor agency for the prior three years of the date of this application. In none, state "None" below.

None.

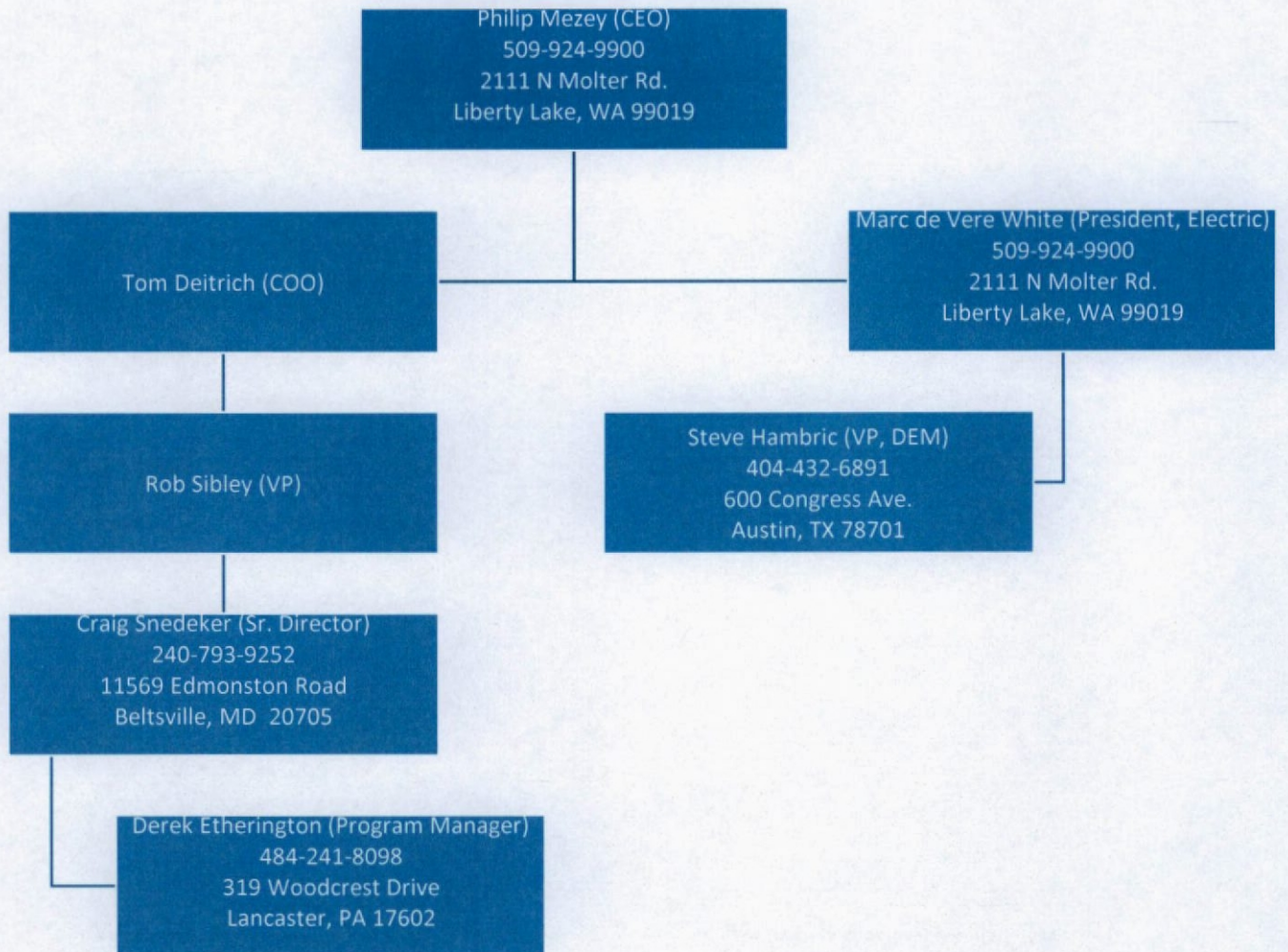
5. FALSIFICATION

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application, or if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

Signature of Principal Official: 

Official's Name & Title (Please Print) : Matthew McCaffree, Sr. Director, Regulatory + Government Relations

Date : August 14, 2017



Philip Mezey

Philip Mezey was appointed president and chief executive officer and named to Itron's board of directors on January 1, 2013. Mezey has served the company in several capacities during his career at Itron, most recently as chief operating officer for Itron's global energy segment, with responsibility for the operations of Itron's electricity and gas businesses around the world. He also previously served as senior vice president and chief operating officer for Itron North America, group vice president and general manager, as well as senior vice president for software solutions. Upon Itron's acquisition of Silicon Energy in 2003, Mezey joined the company as managing director of software development for Itron's Energy Management Solutions group. Prior to joining Silicon Energy in 2000 as vice president, Software Development, Mezey was a founding member and served 12 years with Indus, a provider of integrated asset and customer management software. Mezey earned his BA degree in history from the University of California, Berkeley.

Marc de Vere White

Mark de Vere White was named president of Itron's electricity business line in 2013. Most recently senior vice president, energy, North America, de Vere White was responsible for sales, product marketing, professional services, regulatory relations and customer operations. De Vere White has dedicated his career to working with utility and Fortune 1000 customers, focusing on sales, marketing, delivery and ongoing support of business critical operations and integrated enterprise solutions. He has led his teams with an unyielding drive to deliver customer value and success at all levels. Prior to joining Itron, de Vere White was in charge of consulting, support, hosting and account management at Silicon Energy. Before Silicon Energy, de Vere White was one of the first employees at market-leading CRM software provider Kana, where he held executive positions overseeing account management, consulting and support teams. De Vere White started his career in marketing, consulting and direct marketing in New York City. De Vere White received a Bachelor of Arts from the University of Pennsylvania, graduating Summa Cum Laude and Phi Beta Kappa.

Steve Hambric

Steve Hambric leads is VP of the Distributed Energy Management (DEM) department at Itron. He collaborates with utility partners on demand side programs and other concepts that take advantage of new innovations. Through his efforts in the DEM department, Hambric is responsible for strategic sales and corporate strategy, with a keen understanding of all of the stakeholders involved in the distributed energy resources arena. He is proud to be part of an industry segment that delivers more reliable, affordable, and clean energy. Prior to Itron and Converge, his career was focused on customer-facing utility programs, including his positions at Opower, Sapien and McKinsey. Steve is a mechanical engineer from the University of Virginia, and also has his MBA from INSEAD in Fontainebleau, France.

Craig Snedeker

Craig Snedeker came over to Itron from Comverge and currently serves as Senior Director, focusing on operations. Snedeker has held numerous positions of increasing responsibility for ensuring program execution, program profitability, and client satisfaction for Comverge's North American business. Before Comverge, Snedeker had a long career at AT&T Broadband, where he served as Area Vice President and General Manager for broadband fulfillment operations on the East Coast. In this role, Mr. Snedeker was responsible for all aspects of local business units with more than \$250 million in revenues. During his tenure, Mr. Snedeker established the Comcast brand into former AT&T markets throughout Florida. He brings over 25 years of team building, fulfillment experience, and customer satisfaction to Itron.

Derek Etherington

Derek Etherington is a manager in the DEM department and prior to Itron worked at Comverge as an operations manager, overseeing the Central Hudson, PPL and PECO programs. While at Comverge, he was responsible for managing a portfolio of 130,000 active units and \$10 million in contract revenue, client and customer satisfaction and financial planning. Etherington oversaw the successful launch of the \$12.2M, 16MW installation contract with Central Hudson, and he continues to play a vital role in leading a layered team of vendors and in-house staff, and coordinating a complex mix of multiple product offerings and technical solutions across the market. He brings 15 years of HVAC experience to Itron, along with OSHA and trade certifications, and has 10 years of direct field experience in demand response.

Search entity / Select entity / Order documents

Order Business Documents

Date: 08/15/2017

Business Name History

Name	Name Type
COMVERGE, INC.	Prior Name
ITRON DISTRIBUTED ENERGY MANAGEMENT, INC.	Current Name

Business Entity Details Officers

Name	ITRON DISTRIBUTED ENERGY MANAGEMENT, INC.
Entity Number	3892937
Entity Type	Business Corporation
Status	Active
Citizenship	Foreign
Entity Creation Date	07/10/2009
Effective Date	07/10/2009
State Of Inc	DE
Address	C/O CORPORATION SERVICE COMPANY Dauphin

Name	R B YOUNG
Title	PRESIDENT
Address	5390 TRIANGLE PKWY NORCROSS GA 30092

Name	STEVEN MOFFLIT
Title	VICEPRESIDENT
Address	5390 TRIANGLE PKWY NORCROSS GA 30092

Filed Documents

The information presented below is for your reference. To place an order you will need to log in. If you do not have a PENN File account, you may register for an account by clicking here ([./Account/Register_account](#)).

Show entries

Filter Records 

Select	Date	Document	Pages	Plain Copy Quantity#	Price	Certified Copy Quantity#	Certified Copy Price	Microfilm #	Microfilm Start	Microfilm End	Line Total
<input type="checkbox"/>	07/10/2009	CERTIFICATE OF AUTHORITY 1	2	<input type="text" value="1"/>	\$3.00	<input type="text" value="0"/>	\$40.00				
<input type="checkbox"/>	07/05/2017	Amendment - Foreign Registration Statement 2	2	<input type="text" value="1"/>	\$3.00	<input type="text" value="0"/>	\$40.00				

Showing 1 to 2 of 2 entries

Previous **1** Next

<input type="checkbox"/>	All Dates	All Certified Copies	4	Quantity # <input type="text" value="1"/>	\$52.00		
--------------------------	-----------	----------------------	---	---	---------	--	--

Certified Documents

Select	Date	Document	Pages	Quantity#	Price	Line Total
<input type="checkbox"/>	08/15/2017	STATEMENT OF REGISTRATION	1	<input type="text" value="1"/>	\$40.00	
<input type="checkbox"/>	08/15/2017	Index and Docketing Report	1	<input type="text" value="1"/>	\$15.00	
<input type="checkbox"/>	08/15/2017	Index and Docketing Certified Report	1	<input type="text" value="1"/>	\$55.00	

Order Total :

[<< Back to Search Results](#)

[Login](#)

Align top of FedEx Express® shipping label here.

ORIGIN ID:WASA (202) 657-9844
MATTHEW, BRUCE MCCAFFREE

2113 MASON HILL DR

ALEXANDRIA, VA 22306
UNITED STATES US

SHIP DATE: 15AUG17
ACTWGT: 0.30 LB
CAD: 6991913/SSF01802

BILL CREDIT CARD

TO **ROSEMARY CHIAVETTA, SECRETARY**
COMMONWEALTH KEYSTONE BUILDING
400 NORTH ST
PUC
HARRISBURG PA 17120

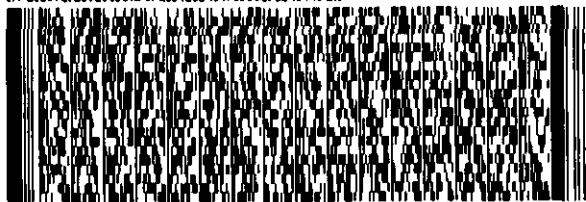
(717) 783-3835

INV:
PO:

REF:

DEPT:

114 0001 10001 001010 11 000 1000 10 11 0010 10 11 10 01



FedEx
Express



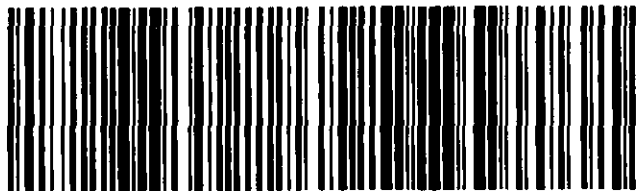
REL#
3785346

TRK#
0201 7799 9777 3726

WED - 16 AUG 10:30A
PRIORITY OVERNIGHT

EN MDTA

17120
PA-US MDT



Part # 156297-433 RITE EXP 04/18

AN1082907102717