

A-2018-3000981

Requested missing document  
for Power Kiosk LLC

- 1- 10.b. completed
- 2- Affidavits corrected
- 3- Tax form corrected
- 4- Resumes Attached
- 5- Marketing methods selected
- 6- Licences Attached

**RECEIVED**

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

*Not applicable because applicant applying for a license exclusively as a broker/marketer.*

## 10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:

- proof of registration as a PJM Load Serving Entity (LSE), or
- proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

*(Select only one of the following)*

- AGREED** - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED** - Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED** - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

b. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43, as well as any future amendments.

**AGREED**

**RECEIVED**

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c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- **Retail Electricity Choice Activity Reports:** The regulations at 52 Pa. Code §§ 54.201–54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- **Reports of Gross Receipts:** Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.

- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on [http://www.puc.pa.gov/consumer\\_info/electricity/alternative\\_energy.aspx](http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx). Scroll down to the Net Metering Standards Section.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

- d. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.

AGREED

- e. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling electricity in the Commonwealth of PA, and an annual supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

- f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

AGREED

- g. **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.

AGREED

- h. **NOTIFICATION OF CHANGE:** If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

- i. **CEASING OF OPERATIONS:** Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

**AGREED**

- j. **Electronic Data Interchange:** The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix M.

**AGREED**

- k. **FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by **CERTIFIED CHECK OR MONEY ORDER** in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

**PAYMENT ENCLOSED**

## 11. AFFIDAVITS

**Must be notarized before filing.**

- a. **APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.
- b. **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

## 12. NEWSPAPER PUBLICATIONS

**Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.**

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each EDC. For example, an applicant that wants to operate in Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

X	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)	
X	Application Affidavit	
X	Operations Affidavit	
X	Proof of Publication	
X	Bond, Letter of Credit, or Parental/Affiliate Guarantee	
X	Tax Certification Statement	
X	Commonwealth Department of State Verification	
X	Certificate of Service	

**Appendix A**  
**APPLICATION AFFIDAVIT**

**RECEIVED**

MAY - 9 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

[Commonwealth/State] of IL :

ss.

County of COOK :

Hamed Babal, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the CEO (Office of Affiant) of Power Kiosk (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein Power Kiosk has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein Power Kiosk has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Power Kiosk acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

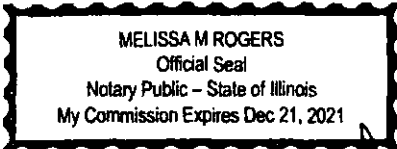
That the Applicant herein Power Kiosk acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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

[Handwritten Signature]

Signature of Affiant

Sworn and subscribed before me this 07 day of May, 2018



[Handwritten Signature]  
Signature of official administering oath

My commission expires December 21, 2021

Appendix B

OPERATIONS AFFIDAVIT

RECEIVED

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

[Commonwealth/State] of IL :

ss.

County of COOK :

Hamed Babai, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the CEO (Office of Affiant) of Power Kiosk (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That Power Kiosk, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That Power Kiosk, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Power Kiosk, the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2 ), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

### Appendix B (Continued)

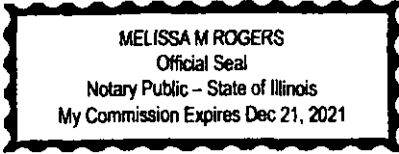
That Power Kiosk, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

\_\_\_\_\_  
Signature of Affiant *[Handwritten Signature]*

Sworn and subscribed before me this 07 day of may, 2010.

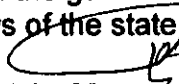


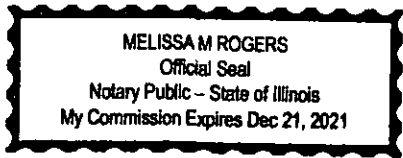
*[Handwritten Signature]*  
\_\_\_\_\_  
Signature of official administering oath

My commission expires December 21, 2021



I hereby certify that all representations contained in this letter and in the attached [parent/affiliate] guarantee are, to the best of my knowledge, true, complete and accurate. This letter and attached [parent/affiliate] guarantee constitute a binding and continuing obligation of the guarantor, [guarantor company's name], and are enforceable in accordance with the laws of the state of Pennsylvania and the terms of the guarantee.

[Signature of CFO]   
 [Name, Title] Hamed Babai CEO  
 [Date] 05, 07, 2018  
 [CFO's signature must be notarized]



**Appendix I (CONFIDENTIAL)**

COMMONWEALTH OF PENNSYLVANIA PUBLIC UTILITY COMMISSION	TAX CERTIFICATION STATEMENT
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A completed Tax Certification Statement must accompany all applications for new licenses, renewals or transfers. Failure to provide the requested information and/or any outstanding state income, corporation, and sales (including failure to file or register) will cause your application to be rejected. If additional space is needed, please use white 8 1/2" x 11" paper. Type or print all information requested.

1. CORPORATE OR APPLICANT NAME <b>Power Kiosk LLC</b>	2. BUSINESS PHONE NO. ( ) CONTACT PERSON(S) FOR TAX ACCOUNTS: Hamed Babai 855-475-4675
3. TRADE/FICTITIOUS NAME (IF ANY)	
4. LICENSED ADDRESS (STREET, RURAL ROUTE, P.O. BOX NO.) (POST OFFICE) STATE) (ZIP) 350 N Lasalle Street 9th Floor Chicago IL 60654	
5. TYPE OF ENTITY <input type="checkbox"/> SOLE PROPRIETOR <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> CORPORATION <input checked="" type="checkbox"/> LLC <input type="checkbox"/> OTHER (Describe...)	

**6. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICERS(S)**

NAME (PRINT)	SOCIAL SECURITY NUMBER - For Sole Proprietor with NO EIN ONLY
Hamed Babai	
NAME (PRINT)	
NAME (PRINT)	
NAME (PRINT)	
NAME (PRINT)	

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SECRETARY'S BUREAU

**7. LIST THE FOLLOWING STATE & FEDERAL TAX IDENTIFICATION NUMBERS (ALL ITEMS A, B, & C MUST BE COMPLETED)**

Applicant must provide explanation if submitting N/A for any items

- Item A - Designated by the Pennsylvania Department of Revenue.
- Item B - Designated by the Internal Revenue Service.
- Item C - Designated by the Pennsylvania Department of Revenue. The Corporate Box number may also be referred to as the Corporate Account number.

<b>A. SALES TAX LICENSE (8 DIGITS)</b>	APPLICATION PENDING N/A	<b>C. CORPORATE BOX No. (7 DIGITS)</b>	APPLICATION PENDING
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**INDIVIDUAL ACKNOWLEDGMENT**

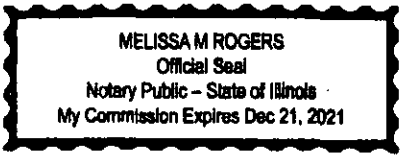
State/Commonwealth of Illinois  
County of Cook } ss.

On this the 7th day of May, 2019, before me,  
Melissa M. Rogers, the undersigned Notary Public,  
Name of Notary Public  
personally appeared Hamed Babai  
Name(s) of Signer(s)

- personally known to me - OR -
- proved to me on the basis of satisfactory evidence

to be the person(s) whose name(s) is/are subscribed to the within instrument, and acknowledged to me that he/she/they executed the same for the purposes therein stated.

WITNESS, my hand and official seal.



Melissa M. Rogers  
Signature of Notary Public

December 21, 2021  
Any Other Required Information  
(Printed Name of Notary, Expiration Date, etc.)

Place Notary Seal/Stamp Above

**OPTIONAL**

This section is required for notarizations performed in Arizona but is optional in other states. Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.


**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_

Document Date: \_\_\_\_\_ Number of Pages: \_\_\_\_\_

Signer(s) Other Than Named Above: \_\_\_\_\_

TO: W. Kevin Hughes, Chairman  
Harold D. Williams, Commissioner  
Lawrence Brenner, Commissioner  
Kelly Speakes-Backman, Commissioner  
Anne E. Hoskins, Commissioner

FROM: Anthony Myers, Acting Executive Director 

RE: NRG Kiosk d/b/a Power Kiosk Application for a License to Supply Electricity or Electric Generation Services In Maryland.

**Description of Application:**


On June 5, 2014, NRG Kiosk d/b/a Power Kiosk ("Kiosk") filed an application for a license to supply electricity or electric generation services in Maryland.

**Groups which should receive a copy of Staff Recommendations:**

NRG Kiosk d/b/a Power Kiosk  
Office of People's Counsel

**Recommended Action:**

Staff recommends that the Commission grant Kiosk a license to operate as an electricity supplier in Maryland, limited to broker services. The license should include a condition that prohibits Kiosk from using the name NRG Kiosk in Kiosk's marketing or contract materials, or in Kiosk's communications with customers. Additionally, Kiosk is directed to provide marketing and training materials specific to its Maryland operations to the Commission Staff and Office of People's Counsel 30 days prior to commencing operations in Maryland. Finally, Staff recommends the Commission direct Kiosk to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license.

  
Crissy Godfrey  
Director, EAP

  
Leslie Romine  
Staff Counsel

KA

Commission Action on \_\_\_\_\_  
Approved \_\_\_\_\_ Disapproved \_\_\_\_\_

**1. Jurisdictions of Operation**

Power Kiosk LLC is licensed in the following states to sell energy. IL,MD,OH,MA,ME,RI,NJ,DE.

a. **PROPOSED MARKETING METHOD** (check all that apply)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe): Online Ecommerce will be used to acquire dinbound customers.

b. **DOOR TO DOOR SALES:** Will the Applicant be implementing door to door sales activities?

- Yes  
 No

If yes, will the Applicant be using verification procedures?

- Yes  
 No

If yes, describe the Applicant's verification procedures.

Follow up calls from operation staff

c. **OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

**All sales will be subject to a compliance call where Power Kiosk compliance person will reach out to the customer and review the sales details and the fact that customer has agreed to the offer terms and conditions.**

d. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

Hamed Babai, CEO

e. **FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.  
 Received approval from FERC to be a Power Marketer at Docket or Case Number \_\_\_\_\_  
 Not applicable

## 9. **DISCLOSURE STATEMENTS:**

**STATE OF ILLINOIS**

**ILLINOIS COMMERCE COMMISSION**

**NRG Kiosk LLC**

:  
:  
:  
:  
:  
:

**Application for Licensure of  
Agents, Brokers and Consultants  
under Section 16-115C of the  
Public Utilities Act.**

**13-0624**

**ORDER**

By the Commission:

**I. INTRODUCTION**

On November 12, 2013, NRG Kiosk LLC ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker, or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 et seq., and 83 Ill. Adm. Code 454, "Licensure of Retail Electric Agents, Brokers and Consultants" ("Part 454"). Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois. Upon review of the application, Staff of the Commission ("Staff") requested additional information and clarification of certain matters. On January 27, 2014, Applicant filed a verified Addendum. Since all of the information to grant the requested relief was contained in the application, the Hearing was waived.

**II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT**

Applicant is a business organized under the laws of and authorized to transact business in the State of Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data. The Applicant has also attested that no complaints have been filed against it for its provision

of services in the electric or gas industry in the jurisdictions where it provides or is seeking to provide services.

### **III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C**

Applicant is required by Section 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Section 454.60 through Attachment A. Attachment A contains a corporate organizational chart and identifies the occupational background information of the persons being used to meet the requirements of Section 454.60(a). Attachment A contains occupational background information of the persons being used to meet the requirements of Section 454.60(a).

Applicant is required by Section 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Section 454.70 with the information provided in Attachment A. Attachment A contains occupational background information on the person or persons being used to meet the requirements of Section 454.70(a).

Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of \$5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

### **IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY**

The Commission has reviewed the application and attachments along with the supplementary information provided by Applicant regarding the technical, managerial, and financial requirements and all other requirements of the Act and Part 454 and finds that the Applicant sufficiently demonstrates compliance with the requirements. The Commission concludes, therefore, that Applicant's request for a certificate of service authority to operate as an ABC in Illinois should be granted and should include the following authority:

#### **CERTIFICATE OF SERVICE AUTHORITY**

IT IS CERTIFIED that NRG Kiosk LLC is granted service authority to operate as an agent, broker, or consultant for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

### **V. FINDINGS AND ORDERING PARAGRAPHS**

The Commission, having reviewed the entire record, is of the opinion and finds that:

- (1) NRG Kiosk LLC, a business organized under as well as authorized to transact business in Illinois, seeks a certificate of service authority to operate as an ABC under Section 16-115C of the Act;
- (2) the Commission has jurisdiction over the party hereto and the subject matter hereof;
- (3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;
- (4) NRG Kiosk LLC has demonstrated that it possesses sufficient financial, managerial, and technical resources and abilities to provide services as an ABC for the procurement or sale of retail electricity supply to third parties in the State of Illinois;
- (5) NRG Kiosk LLC has complied with Section 16-115C of the Act and Part 454; and
- (6) NRG Kiosk LLC should be granted a certificate of service authority to operate as an ABC as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that NRG Kiosk LLC is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker, or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that NRG Kiosk LLC shall comply with all applicable Commission rules and orders now and as hereafter amended.

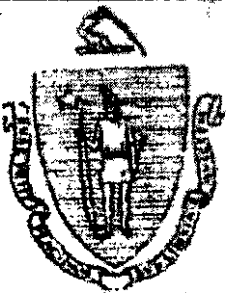
IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 Ill. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By Order of the Commission this 5<sup>th</sup> day of February, 2014.

(SIGNED) DOUGLAS P. SCOTT

Chairman





THE COMMONWEALTH OF MASSACHUSETTS  
DEPARTMENT OF PUBLIC UTILITIES

CHARLES D. BAKER  
COMMISSIONER

KARIN E. POITTO  
DEPUTY COMMISSIONER

MATTHEW A. BEATTY  
DEPUTY COMMISSIONER

ONE SOUTH STATION  
BOSTON, MA 02110  
(617) 725-5500

ANGELA M. O'CONNOR  
CHAIRMAN

JOLETTE A. WISSE  
COMMISSIONER

ROBERT F. HAY  
COMMISSIONER

March 3, 2015

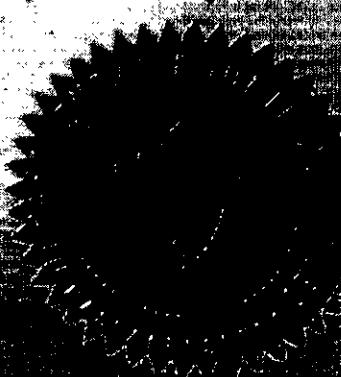
Hamed Babai, CEO  
Power Kiosk, LLC  
345 East Wacker Drive, Suite 4504  
Chicago, IL 60601

Re: Electricity Broker Application

Dear Mr. Babai,

The Department of Public Utilities ("Department") has reviewed Power Kiosk, LLC's application for an Electricity Broker license in the Commonwealth of Massachusetts and is pleased to inform you that the Department has approved your application. Please find enclosed a copy of your approved application. Your license number is EB-310.

As a condition of maintaining this license, Power Kiosk, LLC must file updated information within 30 days of any material or organic change in the information reported by 220 C.M.R. 17.00 and must comply with all relevant requirements of G.L.c. 164 and the regulations promulgated thereunder, including 220 C.M.R. §§ 17.00, 17.01, 17.02, 17.03, 17.04, 17.05, 17.06, 17.07, 17.08, 17.09, 17.10, 17.11, 17.12, 17.13, 17.14, 17.15, 17.16, 17.17, 17.18, 17.19, 17.20, 17.21, 17.22, 17.23, 17.24, 17.25, 17.26, 17.27, 17.28, 17.29, 17.30, 17.31, 17.32, 17.33, 17.34, 17.35, 17.36, 17.37, 17.38, 17.39, 17.40, 17.41, 17.42, 17.43, 17.44, 17.45, 17.46, 17.47, 17.48, 17.49, 17.50, 17.51, 17.52, 17.53, 17.54, 17.55, 17.56, 17.57, 17.58, 17.59, 17.60, 17.61, 17.62, 17.63, 17.64, 17.65, 17.66, 17.67, 17.68, 17.69, 17.70, 17.71, 17.72, 17.73, 17.74, 17.75, 17.76, 17.77, 17.78, 17.79, 17.80, 17.81, 17.82, 17.83, 17.84, 17.85, 17.86, 17.87, 17.88, 17.89, 17.90, 17.91, 17.92, 17.93, 17.94, 17.95, 17.96, 17.97, 17.98, 17.99, 18.00. If you decide to renew your license next year, please submit your renewal application no later than January 1, 2016.



Sincerely,  
*Charles D. Baker*  
Charles D. Baker  
Commissioner

STATE OF MAINE  
PUBLIC UTILITIES COMMISSION

Docket No. 2016-00299

February 1, 2017

POWER KIOSK  
Application for License to Operate  
As A Competitive Electricity Provider

ORDER GRANTING LICENSE

VANNOY, Chairman; MCLEAN and WILLIAMSON, Commissioners

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## I. SUMMARY

Through this Order, Power Kiosk (Power Kiosk or the Company) is issued a license to operate as a competitive electricity provider furnishing aggregator/broker services to the all customer classes throughout Maine's service territories pursuant to Chapter 305 of the Commission's Rules.

## II. APPLICATION AND DECISION

On December 17, 2016, Power Kiosk applied to the Commission to operate in Maine as a competitive electricity provider pursuant to Chapter 305. The Company proposes to provide aggregator/broker service to all customer classes throughout Maine's service territories and has met all the Chapter 305 filing requirements.

As a licensed competitive electricity provider, Power Kiosk is required to comply with all applicable requirements and regulations, including all conditions of licensing, assignments, customer protection rules, and the filing of annual reports. To the extent that a licensed competitive electricity provider uses third-parties to assist in obtaining customers during the course of its business, Chapter 305 § 4(C) of the Commission's rules places the responsibility on the competitive electricity provider for violations of the provisions of this section by representatives or agents acting on the competitive electricity provider's behalf. Chapter 305 § 2(C)(3) also requires a competitive electricity provider to use reasonable efforts to avoid conducting business with any entity acting as a competitive electricity provider in Maine without a license from the Commission. Therefore, if the Company uses a third party to market its services, it is responsible to ensure that the third party has met any licensing requirements of the Commission.

Pursuant to a Delegation Order dated April 23, 2008 in Docket No. 2008-185, *PUBLIC UTILITIES COMMISSION, Delegation of Authority to License Competitive Electricity Providers*, the Commission delegated to the Director of Technical Analysis the authority under 35-A M.R.S. §§ 3203 (1) & (2) and Chapter 305, §2 to license competitive electricity providers. On September 12, 2009, in Docket No. 2009-260, statutory changes took effect that changed the title of this position. P.L. 2009, ch. 122. The Director of Technical Analysis is now the Director of Electric and Gas Utility Industries. All existing delegation orders that delegate Commission authority to the

Director of Technical Analysis will now read that we delegate our authority to the Director of Electric and Gas Utility Industries.

Accordingly, it is

**ORDERED**

1. That Power Kiosk is hereby issued a license to operate as a competitive electricity provider pursuant to Chapter 305 of the Commission's Rules, to provide aggregator/broker services to all customer classes throughout Maine's service territories pursuant to Chapter 305 of the Commission's Rules; and
2. That this license is effective on the date of this Order and valid until revoked or suspended by the Commission pursuant to section 3(A)(4) of Chapter 305, or abandoned by the licensee pursuant to sections 2(D)(10) and 2(D)(11) of Chapter 305 of the Commission's Rules.

Dated at Hallowell, Maine, this 1st day of February, 2017.

BY ORDER OF THE DIRECTOR OF ELECTRIC AND GAS UTILITY INDUSTRIES



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Faith Huntington

## NOTICE OF RIGHTS TO REVIEW OR APPEAL

5 M.R.S. § 9061 requires the Public Utilities Commission to give each party to an adjudicatory proceeding written notice of the party's rights to review or appeal of its decision made at the conclusion of the adjudicatory proceeding. The methods of review or appeal of PUC decisions at the conclusion of an adjudicatory proceeding are as follows:

1. Reconsideration of the Commission's Order may be requested under Section 1004 of the Commission's Rules of Practice and Procedure (65-407 C.M.R.110) within 20 days of the date of the Order by filing a petition with the Commission stating the grounds upon which reconsideration is sought. Any petition not granted within 20 days from the date of filing is denied.
2. Appeal of a final decision of the Commission may be taken to the Law Court by filing, within 21 days of the date of the Order, a Notice of Appeal with the Administrative Director of the Commission, pursuant to 35-A M.R.S. § 1320(1)-(4) and the Maine Rules of Appellate Procedure.
3. Additional court review of constitutional issues or issues involving the justness or reasonableness of rates may be had by the filing of an appeal with the Law Court, pursuant to 35-A M.R.S. § 1320(5).

Note: The attachment of this Notice to a document does not indicate the Commission's view that the particular document may be subject to review or appeal. Similarly, the failure of the Commission to attach a copy of this Notice to a document does not indicate the Commission's view that the document is not subject to review or appeal.

# State of New Jersey



## Board of Public Utilities

44 South Clinton Avenue, P.O. Box 350, Trenton, New Jersey 08646-0350

### HEREBY REGISTERS

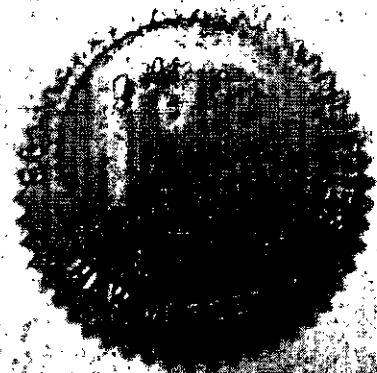
**NRG Kiosk LLC  
d/b/a Power Kiosk LLC**  
205 West State Street  
Trenton, New Jersey 08608-1000

To conduct business in the State of New Jersey

Energy Agent

  
Kenneth J. Sheehan  
Secretary to the Board

January 2016  
February 10, 2016



FILE

Ohio

Public Utilities  
Commission

John Kasich, Governor  
Todd A. Snitchler, Chairman

Commissioners  
Steven D. Lesser  
Asim Z. Maque  
Lynn Slaby  
M. Beth Trombold

**PUBLIC UTILITIES COMMISSION OF OHIO**

*Certified as a Competitive Retail Electric Service Provider*

Certificate Number:

13-746E (1)

Issued Pursuant to Case Number(s):

13-1733-EL-AGG

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **NRG Kiosk LLC** whose office or principal place of business is located at **34 East Ohio Street, Suite 2008, Chicago, IL 60611** to provide aggregation and power broker services within the State of Ohio effective **October 20, 2013**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: 10/22/2013

By Order of

**PUBLIC UTILITIES COMMISSION OF OHIO**



Barcy F. McNeal, Secretary  
Betty McCauley, Acting Secretary  
Tanowa M. Troupe, Acting Secretary

**Certificate Expires: October 20, 2015**

This is to certify that the enclosed document is an accurate and complete reproduction of a case file document delivered in the regular course of business  
technician AW Date Processed 10/22/13

## CRES AUTOMATIC CASE ACTION FORM

Case No. 13-1733-EL-AGG

Date Sent: October 21, 2013

Effective Date of Certificate: October 20, 2013

Certificate Expires: October 20, 2015

Company Name and Company Name d/b/a: NRG Kiosk LLC

Renewal

**Action Needed:**

Issue Certificate Number to: NRG Kiosk LLC at (address): 345 East Ohio Street, Suite 2008, Chicago, IL 60611

Certified To Provide the Following Services:

- Retail Generation
- Aggregation
- Power Marketer
- Power Broker
- Governmental Aggregation

Renew Certificate No.            to

Revise Certificate No.            to (check all applicable):

Reflect name change from            to

Reflect address change from            to

Add new service offering to certificate:

- Retail Generation
- Aggregation
- Power Marketer
- Power Broker
- Governmental Aggregation

Correct Administrative Error

Reflect Change of Ownership to:


Cancel Certificate No.

Protect Un-redacted copies until

Close Case File, Case Withdrawn at Applicant's Request

Close Case File

**CASE NUMBER:** 13-1733-EL-AGG  
**CASE DESCRIPTION:** NRG KIOSK  
**DATE OF SERVICE:** 10/22/2013  
**DOCUMENT SIGNED ON:** 10/22/2013

Sign Here: 

<b>PARTY OF RECORD</b>	<b>APPLICANT</b>	<b>ATTORNEY</b>
NRG KIOSK LLC HAMED ALBABAI (BABA) 345 EAST OHIO STREET SUITE 2008 CHICAGO,IL 60611 Phone:301-412-5780	NONE	

<b>PARTY OF RECORD</b>	<b>ATTORNEY</b>	<b>ATTORNEY</b>
none	*Babai, Hamed Mr. NRG Kiosk 345 East Ohio Street, Suit 2008 Chicago,IL 60606 Phone:(301)412-5780 Email:hbabai@datagearbox.com	



KAILS

RECEIVED

STATE OF MARYLAND  
PUBLIC SERVICE COMMISSION

AUG 07 2014  
STAFF COUNSEL  
DIVISION

NUMBER: IR-3341  
Supplemental Comments  
DATE: August 7, 2014  
MAIL LOG NO.: 155681

TO: W. Kevin Hughes, Chairman  
Harold D. Williams, Commissioner  
Lawrence Brenner, Commissioner  
Kelly Speakes-Backman, Commissioner  
Anne E. Hoskins, Commissioner

FROM: Anthony Myers, Acting Executive Director 

RE: NRG Kiosk d/b/a Power Kiosk Application for a License to Supply  
Electricity or Electric Generation Services In Maryland.

**Description of Application:**

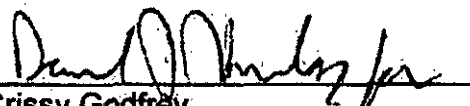
On June 5, 2014, NRG Kiosk d/b/a Power Kiosk ("Kiosk") filed an application for a license to supply electricity or electric generation services in Maryland.


**Groups which should receive a copy of Staff Recommendations:**

NRG Kiosk d/b/a Power Kiosk  
Office of People's Counsel

**Recommended Action:**

Staff recommends that the Commission grant Kiosk a license to operate as an electricity supplier in Maryland, limited to broker services. The license should include a condition that prohibits Kiosk from using the name NRG Kiosk in Kiosk's marketing or contract materials, or in Kiosk's communications with customers. Additionally, Kiosk is directed to provide marketing and training materials specific to its Maryland operations to the Commission Staff and Office of People's Counsel 30 days prior to commencing operations in Maryland. Finally, Staff recommends the Commission direct Kiosk to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license.

  
Crissy Godfrey  
Director, EAP

  
Leslie Romine  
Staff Counsel

KA

Commission Action on \_\_\_\_\_:  
Approved \_\_\_\_\_ Disapproved \_\_\_\_\_ Accept for Filing \_\_\_\_\_



STATE OF MARYLAND  
PUBLIC SERVICE COMMISSION

**Comments of the Energy Analysis and Planning Division (IR-3341) -  
Supplemental Comments  
RE: Electricity Supplier application of NRG Kiosk dba Power Kiosk  
DATE: August 7, 2014  
MAIL LOG NO: 155681**

**Summary of Filing:**

On June 5, 2014, Kiosk filed an application for a license to supply electricity or electric generation services in Maryland, limited to broker services. At its Administrative Meeting on July 23, 2014, the Commission deferred action on the request.

**Applicable Law:**

Section 7-507 of the Public Utilities Article ("PUA") of the Annotated Code of Maryland requires that a person be licensed by the Commission in order to engage in business as an electricity supplier. The applicant for such a license must prove technical and managerial competence, financial integrity, compliance with all applicable requirements of the Federal Energy Regulatory Commission and the appropriate regional transmission operator and provide certification of compliance with applicable federal and State environmental laws and regulations relating to the generation of electricity (PUA §7-507(b) and (c)). The applicant must provide proof that it is qualified to do business in the State with the Department of Assessments and Taxation, and must agree to be subject to all applicable taxes. The Commission also examines the applicant's compliance with the laws governing energy suppliers in other States in which the applicant serves as a supplier. Specific methods of proving financial integrity are set forth in COMAR 20.51.02.

**Background:**

At its Administrative Meeting on July 23, 2014, the Commission deferred action on the request by NRG Kiosk, doing business as Power Kiosk (referred to here as Kiosk), for authorization from the Maryland PSC to serve as an electricity broker in Maryland. The commissioners expressed concern that Kiosk's use of the name "NRG Kiosk" might mislead Kiosk's customers into believing that there is an affiliation between NRG Energy and Kiosk in connection with Kiosk's brokering activities, which might mean that NRG Energy will back-up Kiosk's contractual commitments to its customers.

Kiosk is registered with the Maryland Department of Assessments and Taxation ("SDAT") as Power Kiosk, LLC, a/k/a NRG Kiosk. Kiosk explained to Staff that in choosing the name NRG Kiosk, Kiosk was not aware that there was an existing company named NRG Energy:



STATE OF MARYLAND  
PUBLIC SERVICE COMMISSION

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We honestly name[d] [our company NRG Kiosk] not even knowing of NRG Energy. Later we realized that the name is trademarked and we haven't used the name NRG Kiosk at all.

In its comments filed at the Commission on July 21, 2014, the Office of People's Counsel ("OPC") stated that NRG Energy's senior regulatory counsel Abraham Silverman told OPC that "NRG Kiosk was licensed by NRG Energy to use the name NRG in association with the term Kiosk, but otherwise had no other affiliation with the company." NRG Energy stated that once it realized that Kiosk was using "NRG" as part of its name, NRG Energy decided to authorize Kiosk to use this name, on the condition that Kiosk not use the name "NRG" in its communications with the public:

As I understand it, all we could do [once we discovered that Kiosk was using "NRG" as part of its name] was to enter into an agreement with [Kiosk] that they would not use the "NRG" portion of their name when interfacing with the public. So we have no control over what they call themselves, so long as they aren't out in the market using the NRG name. .

NRG Energy explained to Staff that "we have no relationship whatsoever with [Kiosk] – they are completely unrelated to NRG [Energy].

Kiosk said that it will not use the name NRG Kiosk in its marketing or contract materials, or in its communications with customers:

We registered the company as an LLC in Illinois as NRG Kiosk. In one month we got a dba for Power Kiosk and since then have been using [the name] Power Kiosk everywhere. Customers will never see the name NRG Kiosk. There is [sic] no marketing materials, websites and customer facing pages/docs with NRG Kiosk name. [NRG Kiosk] is our back-end legal name. We are not going to talk about NRG Kiosk in any of our documents given we are not even using that name.

**Analysis:**

As noted, Kiosk said that it will not use the name NRG Kiosk in its marketing or contract materials, or in its communications with customers. Therefore, Staff



STATE OF MARYLAND  
PUBLIC SERVICE COMMISSION

**Comments of the Energy Analysis and Planning Division (IR-3341) -  
Supplemental Comments**

**RE: Electricity Supplier application of NRG Kiosk dba Power Kiosk**

**DATE: August 7, 2014**

**MAIL LOG NO: 155681**

recommends that Kiosk's authorization to operate as a broker reflect this commitment by Kiosk by including a condition that prohibits Kiosk from using the name NRG Kiosk in Kiosk's marketing or contract materials, or in Kiosk's communications with customers. With this condition, Staff believes that the fact that Kiosk's legal name is NRG Kiosk will not mislead customers into believing that (1) Kiosk is affiliated with NRG Energy, or (2) NRG Energy is in any way involved with Kiosk's operations or management.

**Recommendation:**

Staff recommends that the Commission grant Kiosk a license to operate as an electricity supplier in Maryland, limited to broker services. The license should include a condition that prohibits Kiosk from using the name NRG Kiosk in Kiosk's marketing or contract materials, or in Kiosk's communications with customers. Additionally, Kiosk is directed to provide marketing and training materials specific to its Maryland operations to the Commission Staff and Office of People's Counsel 30 days prior to commencing operations in Maryland. Finally, Staff recommends the Commission direct Kiosk to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license.

  
\_\_\_\_\_  
Kevin Mosier  
Regulatory Analyst

cc: H. Robert Erwin, General Counsel  
David J. Collins, Executive Secretary  
Terry J. Romine, Chief Public Utility Law Judge  
Obi Linton, Director, Office of External Relations  
Regina Davis, Director of Communications





STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

**DIVISION OF PUBLIC UTILITIES AND CARRIERS**

89 Jefferson Boulevard  
Warwick, R.I. 02888  
(401) 941-4500

FAX (401) 941-9248  
TDD (401) 941-4500

February 7, 2017

Hamed Babai  
CEO  
NRG Kiosk  
350 N. LaSalle St, 9<sup>th</sup> Floor  
Chicago, IL 60654

Re: NRG Kiosk's Application for Registration as a Non Regulated Power Producer pursuant to R.I.G.L. 39-1-27.1(c). Division Docket D-96-6 (R8)

Dear Mr. Babai:

The Division of Public Utilities has reviewed NRG Kiosk's application for registration as a nonregulated power producer, pursuant to R.I.G.L. 39-1-27.1(c) and the Division's Rules Applicable to Nonregulated Power Producers. The application is complete as to the statutory requirements of 39-1-27.1(c), itemized in statute at (f) through (ix) and the Division's rules.

The Division accepts the registration application of NRG Kiosk as a nonregulated power producer. In conformance with the law, please note that the registration must be updated within ten days of any change to the information included in your application.

Very truly yours,

John Bell  
Assistant Chief Accountant

cc: Luly Massaro, Commission Clerk

# Edward R Gordon

Entrepreneur-Channel Chief-Procurement SaaS-Market Expansion

edwardrgordon@gmail.com

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## Summary

Sales Professional with over 20 years of experience driving sales results for organizations in diverse industries, from start-up companies to established corporations. I'm recognized for my ability to elicit and listen to customer needs, then parse technical information into meaningful solutions that solve their pain. I'm adept at driving revenue through efficiently prospecting, qualifying and closing business.

Business and entrepreneurial-minded leader with a proven track record for executing on market strategy and achieving performance goals. Highly developed outcome-based framework tuned to the voice of the client and needs of the company, producing better decisions and stronger results.

Professional strengths in: Business Strategy, Partner Development, Sales Team Leadership, Strategic Partnerships, Market Expansion Revenue and Profit Margin Growth, Accelerating Revenue, Value-Creation, Client Satisfaction, Market Intelligence, Mentoring, Coaching, Go-To-Market, Building Complex Technology Sales, Process Improvement, Creativity, Cloud, Data Center, Network and Managed Services, Energy Management and Procurement, SaaS

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## Experience

### Channel Chief at Power Kiosk

January 2015 - Present

Power Kiosk is disrupting the old-fashioned energy industry. With Power Kiosk, Consumers, Suppliers and Utilities simply connect to one energy market place (clearinghouse) and do business together. We help the users by providing efficiency, technology and data intelligence via the SaaS platform.

### Director of Commercial Sales at Eligo Energy

May 2013 - January 2015 (1 year 9 months)

Eligo Energy focuses on residential, small to midsize commercial, and municipalities.

### Business Development/Channel Manager at AEP Energy

January 2011 - May 2013 (2 years 5 months)

AEP Energy is a retail electricity supplier currently operating in numerous deregulated markets. AEP Energy is one of the fastest-growing energy suppliers in the nation and is consistently recognized by Inc. Magazine on its annual Inc. 500 list of fastest-growing private companies.

### **Principal**

**January 2005 - January 2011 (6 years 1 month)**

- \*Defining current network infrastructure and immediate requirements
- \*Comparing service offerings from several major network providers
- \*Connecting our customers with the network solution that best fits their needs
- \*Completing each project professionally and on schedule
- \*Providing ongoing support and services for future growth and expansion

### **Regional Channel Sales Manager**

**1995 - 2004 (10 years)**

### **Major Accounts Manager at WorldCom**

**1992 - 1995 (4 years)**

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### **Education**

**University of Iowa**

**BS Marketing, Business, History,, 1984 - 1988**

**Activities and Societies: Sigma Alpha Mu-Social Chairman Inter-fraternity Council Sammy Conclave Rep**

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### **Honors and Awards**

**Multiple Annual President's Club Awards**

# Hamed Babai

Entrepreneur

hbabai@datagearbox.com

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## Summary

Power Kiosk is a SaaS technology that discovers the best energy rates. Power Kiosk is active in 19 states and works with 70 energy suppliers and more than 5000 customers.

Brokers, Marketers, property managers, and corporations can license the platform and manage the energy purchasing for their accounts and facilities.

Power Kiosk includes e-commerce, electronic contracting, E-procurement, auction, CRM, and analytics. It is the most popular energy purchasing technology according to Energy Research Consulting Group.

Email us at [Info@powerkiosk.com](mailto:Info@powerkiosk.com) to learn about our licensing.

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## Experience

### Founder and Chief Executive Officer at Power Kiosk

January 2014 - Present

Power Kiosk is an industry-disruptive clearinghouse and platform for energy retail. Power Kiosk provides the energy customers with direct access to all top-rated national energy suppliers. We provide well-negotiated contracts with all national energy suppliers, in addition to a streamlined and fully automated process that guarantees the best rate will be found in a matter of few clicks. Users of the platform are the energy consumers who shop for themselves and channel partners who help their network of customers find competitive electricity and natural gas offers.

### Founder and Chief Executive Officer at Data Gearbox

March 2013 - Present

Data Gearbox knows best how to use machine and data to your advantage. In today's highly competitive market place, reliable forecasting of the future is essential to your firm's success and that is why we are here to help you. We connect your thoughts to the machine world in the subtlest ways and show you what you may not observe by the first look.

### Chief Technology Officer at Best Energy

January 2012 - January 2013 (1 year 1 month)

In this role, Hamed managed the technology road map, and advised the firm in integration of business and technology toward achieving the desired results. His solid technical background and experience in dealing with c-suite challenges gives him a unique advantage in serving such a role.



### **Post Doctorate Fellow at Northwestern University**

**June 2011 - July 2012 (1 year 2 months)**

*He was associated with Northwestern University and managed large-scale industrial and government projects. The focus of these projects is to incorporate risk measures and real time data in decision support systems. He has been involved in logistics, public transportation and airline industries and has managed large groups of people for achieving the objectives.*

### **Research Associate at Northwestern University**

**2007 - 2011 (5 years)**

Research and Development, Fundamental analysis

### **Consultant Intern at TNA (Tarhe Now Andishan)**

**May 2004 - February 2005 (10 months)**

*TNA is an engineering consulting firm specialized in engineering, design, supervision, and the management of various Management Consultancy, Civil and Industrial projects. Hamed helped the company in project due diligence, valuation and resource management. He worked side by side of senior project managers and engineers and was active in engineering management and operation tasks.*

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## **Education**

**Northwestern University**

**Doctor of Philosophy (Ph.D.), Engineering, 2007 - 2011**

**University of Maryland College Park**

**Transportation and Logistics Engineering, 2005 - 2007**

**Sharif University of Technology**

**Civil Engineering, 2000 - 2004**

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## **Honors and Awards**

**2011 Northwestern University Dissertation Year Fellowship, 2007 ASCE Student Annual Award**

**(American Society of Civil Engineers, US), 2006 International Graduate Research Fellowships,**

**University of Maryland, Collegepark, 2005 Distinguished Masters thesis, Sharif University of**

**Technology, 2004 Rank 6 out of 15,000 candidates of Masters program in Civil Engineering, Iran**

# Michael McCarthy

Bringing commercial buyers and energy sellers together to secure the best available rates.

mlrds1@sbcglobal.net

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## Summary

Sales leader and business professional with a history of exceeding sales targets. Expertise in new business development and new logo acquisition.

Specialties: Sales Leadership, New Business Development, Enterprise Sales, Sales Strategy, Solution Selling, Contract Negotiation, Business Intelligence, Master Data Management, Digital Marketing, Predictive Analytics, Risk Management, Supply Chain, Compliance, API Integration, SaaS, DaaS

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## Experience

**Vice President, Enterprise Sales at Power Kiosk**

April 2017 - Present

Power Kiosk is a disruptive SaaS technology that enables thousands of clients to discover and secure the best energy rates and plans currently available in 19 energy deregulated states. While deregulation provides customers with a multitude of choices in selecting their natural gas and electricity suppliers, it also requires them to navigate through hundreds of energy suppliers and thousands of different plans. And the complexity increases for organizations with multiple offices and facilities in multiple states.

Power Kiosk demystifies and simplifies the process through its online reverse auction platform. Working with more than 70 fully-vetted and qualified energy suppliers, the Power Kiosk platform automatically manages competitive reverse bidding auctions where energy suppliers compete against each other to win the customers' business. Power Kiosk knows which suppliers to 'invite' to an auction based on geographical parameters and other considerations.

Power Kiosk is available under a licensing agreement to commercial enterprises, property managers, energy marketers and energy brokers. In addition to its reverse auction e-commerce functionality, Power Kiosk also includes electronic contracting, eProcurement, CRM and energy market analytics.

Email us at [Info@powerkiosk.com](mailto:Info@powerkiosk.com) to learn about our licensing programs and options

**Area Vice President of Sales at Dun & Bradstreet**

2012 - 2016 (5 years)

**Director New Business Development at Epsilon**

2010 - 2012 (3 years)

**SVP Retail Strategy and Business Development at Affinity Solutions**

2010 - 2010 (1 year)

**Director, New Business Development at Experian Marketing Services**

2008 - 2010 (3 years)

**President & CEO**

2006 - 2008 (3 years)

**Vice President of Sales at Amacai Information Corporation**

2002 - 2006 (5 years)

**Vice President, New Business Development**

2000 - 2002 (3 years)

**Vice President, New Business Development**

1998 - 2000 (3 years)

**Vice President of Sales**

1993 - 1998 (6 years)

**Vice President of Sales**

1983 - 1993 (11 years)

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## **Education**

**Northern Illinois University**

**Bachelor of Arts (BA), English**

**Activities and Societies: President, Sigma Phi Epsilon Fraternity**

**Northern Illinois University**

**BA**

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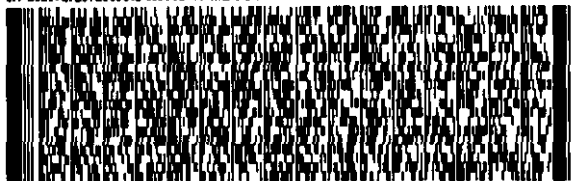
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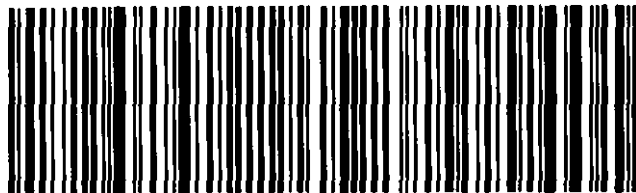
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