

June 18, 2018

Commonwealth of Pennsylvania  
Pennsylvania Public Utility Commission  
400 North Street  
Harrisburg, PA 17120

ATTN: Rosemary Chiavetta, Secretary

RE: ENGIE Insight Services Inc.(f/k/a Ecova, Inc. Natural Gas License Update A-2013-2394195

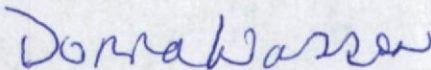
Dear Ms. Chiavetta:

Pursuant to your request, I am attaching:

1. Certificate of Service of new Officer List for ENGE Insight Services Inc.
2. Resumes for Mathias Lelievre, ENGIE Insight CEO and Martin Sieh, ENGIE Insight Chief Operating Officer.

Thank you.

Sincerely,



Donna Wasson  
Senior Paralegal

lmw  
Enclosure  
cc: via email Jeff McCracken

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COMMONWEALTH OF PENNSYLVANIA  
PENNSYLVANIA PUBLIC UTILITY COMMISSION  
400 NORTH STREET, HARRISBURG, PA 17120

IN REPLY PLEASE  
REFER TO OUR FILE

April 12, 2018

Docket No. A-2013-2394195  
Utility Code: 1216157

**CERTIFIED**

DONNA WASSON  
ECOVA INC  
1313 N ATLANTIC ST STE 5000  
SPOKANE WA 99201-2330

RE: Natural Gas Supplier License Application Update of Ecova, Inc.

Dear Ms. Wasson:

On March 29, 2018, Ecova, Inc.'s application to update its Natural Gas Supplier license was accepted for filing and docketed with the Public Utility Commission. The application update was incomplete. In order for us to complete our analysis of your application, the Energy Industry Group requires answers to the attached question(s).

Please be advised that you are directed to forward the requested information to the Commission within **20** days of receipt of this letter. Failure to respond may result in the application update being denied. As well, if Ecova, Inc. has decided to withdraw its application update, please reply notifying the Commission of such a decision.

Please forward the information to the Secretary of the Commission at the address listed below. When submitting documents, all documents requiring notary stamps must have original signatures. Please note that some responses may be e-filed to your case, <http://www.puc.pa.gov/efiling/default.aspx>. A list of document types allowed to be e-filed can be found at <http://www.puc.pa.gov/efiling/DocTypes.aspx>.

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



**Your answers should be verified per 52 Pa Code § 1.36.** Accordingly, you must provide the following statement with your responses:

I, DONNA WASSON, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities).

*Donna Wasson*

The blank should be filled in with the name of the appropriate company representative, and the signature of that representative should follow the statement.

In addition, to expedite completion of the application, please also e-mail the information to Jeff McCracken at [jmccracken@pa.gov](mailto:jmccracken@pa.gov). Please direct any questions to Jeff McCracken, Bureau of Technical Utility Services, at [jmccracken@pa.gov](mailto:jmccracken@pa.gov) (preferred) or (717) 783-6163.

Sincerely,

*Rosemary Chiavetta*

Rosemary Chiavetta  
Secretary

Enclosures

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Docket No. A-2013-2394195  
Ecova, Inc.  
Data Requests

1. Reference Application, Section 6.a and 6.b, Certificate of Service – Applicant failed to provide proof of service of this amendment to the five Statutory Offices and all Natural Gas Distribution Companies in which the applicant is licensed to operate. Please provide the missing documentation.
2. Reference Application, Section 8.e, Technical Fitness – Applicant failed to provide résumés for its chief officers responsible for operations. Please provide the missing documentation.

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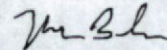
**CERTIFICATE OF SERVICE**

On this the 18th day of June 2018, I certify that a true and correct copy of the foregoing filing and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following: Cover letter and Officer Change for ENGIE Insight Services Inc. A-2013-2394195

<p><b>Office of Consumer Advocate</b>          5th Floor, Forum Place          555 Walnut Street          Harrisburg, PA 17120</p>	<p><b>Office of the Attorney General</b>          Bureau of Consumer Protection          Strawberry Square, 14th Floor          Harrisburg, PA 17120</p>
<p><b>Office of the Small Business Advocate</b>          Commerce Building, Suite 202          300 North Second Street          Harrisburg, PA 17101</p>	<p><b>Commonwealth of Pennsylvania</b>          Department of Revenue          Bureau of Compliance          Harrisburg, PA 17128-0946</p>
<p><b>Columbia Gas of PA, Inc.</b>          Michele Caddell          290 W. Nationwide Blvd.          Columbus, OH 43215          PH: 614.460.6841          FAX: 614.460.8447          e-mail: <a href="mailto:mcaddell@nisource.com">mcaddell@nisource.com</a></p>	<p><b>Bureau of Investigation &amp; Enforcement</b>          Pennsylvania Public Utility Commission          Commonwealth Keystone Building          400 North Street, 2 West          Harrisburg, PA 17120</p>
<p><b>Peoples Natural Gas – Equitable Division</b>          Lynda Petrichevich          375 North Shore Drive          Pittsburgh, PA 15212          PH: 412.208.6528          FAX: 412.208.6577          e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>National Fuel Gas Distribution Corp.</b>          David D. Wolford          6363 Main Street          Williamsville, NY 14221          PH: 716.857.7483          FAX: 716.857.7479          e-mail: <a href="mailto:wolfordd@natfuel.com">wolfordd@natfuel.com</a></p>
<p><b>The Peoples Natural Gas Company</b>          Lynda Petrichevich          375 North Shore Drive          Pittsburgh, PA 15212          PH: 412.208.6528          FAX: 412.208.6577          e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>PECO</b>          Carlos Thillet, Manager, Gas Supply and Transportation          2301 Market Street, S9-2          Philadelphia, PA 19103          PH: 215.841.6452          Email: <a href="mailto:carlos.thillet@exeloncorp.com">carlos.thillet@exeloncorp.com</a></p>
<p><b>Peoples Gas Company</b>          Lynda Petrichevich          375 North Shore Drive          Pittsburgh, PA 15212          PH: 412.208.6528          FAX: 412.208.6577</p>	<p><b>Philadelphia Gas Works</b>          Nicholas LaPergola          800 West Montgomery Avenue          Philadelphia, PA 19122          PH: 215.684.6278          email: <a href="mailto:nicholas.lapergola@pgworks.com">nicholas.lapergola@pgworks.com</a></p>



e-mail: <a href="mailto:Lynda.w.petricevich@peoples-gas.com">Lynda.w.petricevich@peoples-gas.com</a>	
<b>UGI Central Penn</b> David Lahoff 2525 N. 12 <sup>th</sup> Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a>	<b>UGI</b> David Lahoff 2525 N. 12 <sup>th</sup> Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a>
<b>Valley Energy Inc.</b> Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: <a href="mailto:erogers@centerprises.org">erogers@centerprises.org</a>	<b>UGI Penn Natural</b> David Lahoff 2525 N. 12 <sup>th</sup> Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a>




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**Martin Sieh**  
**Chief Operating Officer**  
**ENGIE Insight Services Inc.**



MATHIAS LELIEVRE

## Work experience

### **President & Chief Executive Officer**

Company Name ENGIE Insight

Dates Employed Aug 2017 – Present

Employment Duration 10 mos

Location Région de Boston, États-Unis

Responsible for driving ENGIE Insight's (formerly Ecova) vision to help business customers unlock data-driven insights to achieve results while reducing resource consumption—including energy, water, waste and telecommunications. Leveraging more than a decade of experience in the private and public energy sectors.

### **Media (1)**

#### **Mathias Lelievre Named President and CEO of Ecova**

### **Director Green Mobility ; CEO's chief of staff**

Company Name ENGIE

Dates Employed Apr 2015 – Aug 2017

Employment Duration 2 yrs 5 mos

Location Paris

### **Deputy chief of staff, Minister of Economy**

Company Name French Ministry of Economy and Finance

Dates Employed May 2012 – Aug 2014

Employment Duration 2 yrs 4 mos

Location Paris

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• **Adjoint au chef du service du Conseil général de l'Economie**

Company Name French Ministry of Economy and Finance

Dates Employed Jan 2011 – May 2012

Employment Duration 1 yr 5 mos

Location Paris

• **Chef de la division de Paris**

Company Name Autorité de sûreté nucléaire (ASN)

Dates Employed Sep 2007 – Dec 2010

Employment Duration 3 yrs 4 mos

Location Paris

• **Chargé de Mission**

Company Name Saint-Gobain

Dates Employed Sep 2005 – Sep 2006

Employment Duration 1 yr 1 mo

Location Shanghai City, China

• **Chargé de mission**

Company Name " TOTAL

Dates Employed Sep 2004 – Sep 2005

Employment Duration 1 yr 1 mo

Location Paris

Show less

• **Education**

• **MINES ParisTech**

Degree Name Ingénieur du Corps des Mines

Dates attended or expected graduation 2004 – 2007

•



**MINES ParisTech**

Degree Name Ingénieur civil des Mines

Dates attended or expected graduation 2001 – 2004



MARTIN SIEH

## **EXPERIENCE**

Company NameENGIE Insight  
Dates EmployedFeb 2016 – Present

Employment Duration2 yrs 4 mos  
LocationGreater Minneapolis-St. Paul Area

Leading Ecova's global operations, ensuring the delivery of integrated energy and sustainability solutions to our clients . Creating an environment that inspires over 1,400 passionate professionals striving to help our clients improve financial and environmental performance, while adding value to local communities and culture.

### **Vice President, Global Operations Strategy**

Company NameENGIE Insight  
Dates EmployedFeb 2015 – Feb 2016

Employment Duration1 yr 1 mo  
LocationGreater Minneapolis-St. Paul Area

Aligning operating groups in various international locations, ensuring our clients achieve insight into their global energy and sustainability footprint. Ecova delivers an integrated set of Energy and Resource Management solutions that drives savings and advances our client's corporate responsibility initiatives.

### **Vice President Operations, Expense and Data Management**

Company NameEcova  
Dates EmployedDec 2012 – Feb 2015

Employment Duration2 yrs 3 mos  
LocationSt. Paul

Leading a team of over 800 people in the pursuit of process efficiency and the delivery of market leading results. Our processes are focused on the transactional aspect of Energy Management and related data collection and analysis.

### **Vice President, Sales and Client Management**



Company Name Ecova

Dates Employed Jan 2011 – Dec 2012

Employment Duration 2 yrs

Subsequent to the acquisition of The Loyalton Group, Advantage IQ has changed its name to Ecova. Our focus has been and continues to be Total Energy and Sustainability. I continue my commitment to providing leading edge solutions that allow my clients to see more, save more and sustain more.

### **Chief Operating Officer**

Company Name The Loyalton Group

Dates Employed Sep 1997 – Mar 2011

Employment Duration 13 yrs 7 mos

Launched The Loyalton Group as a start up business with just two of us. Grew the business to 45 team members and were then acquired by Ecova. Loyalton Group was created to leverage the newly emerging "deregulated energy" market. The business evolved to include Energy Supply side management as well as Demand side management services. My leadership was focused on sales as well as the operational aspects of the business including service delivery and internal shared services (finance, human resources and information technology).

### **Business Process Analyst**

Company Name MetaPower

Dates Employed Oct 1995 – Sep 1997

Employment Duration 2 yrs

Business Process Analyst

Show less

## **Education**

### **North Dakota State University**

Degree Name BS

Field Of Study Electrical Engineering

Dates attended or expected graduation 1986 – 1991



Dean's list 9 out of 10 semesters

Member of three undefeated national championship football teams





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