

Contact

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Top Skills

Ten years of professional experience, primarily focused in sales

Quickly learn and master new markets

Extensive knowledge of Oil and Natural gas markets

Nick Parker

Founder/CEO at E-Volve Energy
Frisco, Texas

Experience

E-Volve Energy

Founder/CEO
April 2019 - Present
Frisco, TX

E-Volve is an integrated energy solutions company bringing clarity to an ever-evolving industry.

CNRG Group, LLC

Founder/CEO
April 2015 - Present
Dallas, TX

CNRG Group, LLC is a National energy efficiency & management company. Our goal is not only to reduce the energy spend but to implement efficiency solutions to reduce energy consumption.

- LED Lighting Retrofits
- Solar Projects
- Power Factor correction
- Detailed Energy Reduction Planning

Environ Partners

Chief Executive Officer
July 2016 - March 2019 (2 years 9 months)
Frisco, Texas

Environ Partners develops a comprehensive energy reduction and efficiency plan specific to a company's needs by analyzing their procurement, lighting, and mechanical infrastructure.

Source Power & Gas

Business Development Manager

August 2013 - April 2015 (1 year 9 months)

Dallas/Fort Worth Area

Source Power & Gas is a retail electricity company in the Texas ERCOT Market.

- Seek out and develop new Broker Relationships
- Acquire Commercial Electricity customers via Broker Relations Contract creation and negotiation
- Penetration of new markets starting Jan 2014

Green Mountain Energy Company

Pricing Analyst

November 2010 - August 2013 (2 years 10 months)

- Manage existing broker relationships to ensure equitable pricing contracts are created and maintained.

EOS Developments

Director of Operations

August 2009 - November 2010 (1 year 4 months)

- Responsible for thorough and accurate financial vetting of prospective customers

National Agents Alliance

Regional Sales Manager

April 2006 - September 2009 (3 years 6 months)

- Acquire new and retain existing commercial customers through quality management of broker and customer relationships

Education

Texas Tech University

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SUMMARY AND SKILLS

Senior-Level Executive

Successful track record of spearheading strategies that drove customer loyalty, revenues, and profitable business

for industry-leading Fortune 500 and S&P 500 Company.

Results-focused business strategist—Proven record of sales, service, financial, and operational success driving revenue growth, accelerating employee performance, strengthening operating profit, and maximizing market share.

Superb customer service and relationship manager—History of surpassing customer experience KPIs for retention and revenue while managing professional services/enterprise deployment processes. Led Customer Service teams to win 2 company Platinum Awards and J.D. Power & Associates Award for Highest in Business Customer Satisfaction.

Expert developer of high-performance team-based cultures—Well-sharpened acumen in developing world-class talent with verifiable success driving operational momentum, sales efficiencies, and customer satisfaction.

Transformation and growth leader—Success spearheading turnarounds, productivity enhancements, and profitability increases for service organizations. Experience realigning personnel and organizational structures, streamlining business processes, and consolidating system platforms of multiple subsidiaries. Core competencies include:

Strategic Planning & Execution	Revenue, Profit & Market Growth	Customer Account Management
Field Support & Order Fulfillment	Business & Contract Negotiations	High-Performance Team Building
Operational Streamlining	Commercial Acumen & Vision	P&L, Budgeting & Forecasting

PROFESSIONAL EXPERIENCE

E-VOLVE ENERGY HOLDINGS LLC, Plano, TX

Chief Operating Officer

3/2018 - Present

Start-up, venture backed, Energy Services Company that provides “holistic” approach to creating energy efficiencies and savings to large C&I companies. Recruited to develop and provide structure to company.

- ✓ Manage all aspects of Operations to meet established objectives for growth, profitability and operational excellence including finding ways to automate or streamline processes to improve efficiency and reduce costs
- ✓ Responsible for ensuring the company has the proper operational controls, administrative and reporting procedures, and people/systems in place to effectively grow the organization and ensure financial strength and operating efficiency
- ✓ Spearhead the development, communication, and implementation of effective growth strategies and processes
- ✓ Develop and implement plans for the operational infrastructure of systems, processes, and personnel designed to accommodate rapid growth objectives of organization
- ✓ Motivate and lead a high-performance management team
- ✓ Foster a success-oriented, accountable environment within the company

SUNRISE WOOD DESIGNS, Dallas, TX

Vice President – Customer Operations

6/2015 – 3/2018

Responsible for safety, environmental, quality, cost, reliability, purchasing, materials planning and inventory management for a 300+ employee, custom cabinet manufacturer and installations company consisting of three manufacturing plants.

- ✓ Member of executive team that developed the five-year strategic plan and presented plan to investors.
- ✓ Created annual operating and capital expenditure budgets and managed performance to budget.

EXHIBIT A-1: MANAGERIAL LICENSING QUALIFICATIONS

- ✓ Led the organization to ramp up capacity to support an 18% growth in demand fueled by North Texas New Home market, improved quality and on-time delivery performance.
- ✓ Led the design and plant layout for new 215,000 square foot facility to consolidate and enhance operations projected to save over \$1MM annually in utility, paint, and labor cost.

VENTANEX. Carrollton, TX

Vice President – Client Services

2/2014 – 6/2015

Recruited to develop and provide structure to client services department. Developed staff to manage client assignment and capacity, spearheaded improvement strategies and refined/developed SOP's to evolve and improve the overall service delivery capabilities of the company.

- ✓ Execute monthly and quarterly service reviews to ensure client expectations and service level agreements are met.
- ✓ Significantly improved overall customer satisfaction for a leading Mortgage Servicing client based upon both client and participant surveys.
- ✓ Developed and implemented action plans to optimize operational efficiencies and improve overall client satisfaction levels.

NRG ENERGY, INC. (NYSE:NRG), Plano, TX

Retail Electricity Providers: Reliant (2007), Green Mountain Energy Company (2009), and Energy Plus (2011)

4/2007–8/2013

Progressively promoted and steered change management efforts through NRG Energy mergers and acquisitions.

Directed all customer-related initiatives, leading service delivery design efforts, implementing programs to create competitive advantage, improving efficiencies, and identifying areas for improvement. Presented to executive-level prospective clients, created new business, and monitored customer training programs. Directed teams of 170–200.

Vice President National Commercial & Industrial (C&I) Operations, NRG Energy, Inc. (2011–2013)

Promoted to spearhead business-wide National C&I (\$292M) and Multi-Family (\$18M) business unit operations for Green Mountain, Reliant, and Energy Plus. Reporting to NRG Energy executive team, created strategies and core action plans to reposition subsidiaries for long-term growth and profitable financial performance. Realigned organizational structures, streamlined business processes, and consolidating system platforms. Managed bad debt budget of \$70M and \$24M annual operating cost.

- ✓ Directed retail consolidation of 3 subsidiaries into a single internal billing platform. Traveled extensively to conduct systems integration and training. Achieved corporate-wide alignment of systems and personnel.
- ✓ Cut annual spend with third party billing vendors by \$2.2M with in-house functions and internal billing platform.
- ✓ Established membership in NRG Energy Retail Leadership Team and Texas Senior Leadership Team.

Vice President Customer Operations, Green Mountain Energy Company (2008–2011)

Guided team in entering new deregulated Texas market as part of corporate-wide response to changing industry demands. Delivered operational services to small businesses and C&I customers. Managed all A/R operational functions, budgeting, internal controls, process improvements, and execution issues.

- ✓ Led team to win the first-ever J.D. Power and Associates Award in Texas for Highest in Retail Business Customer Satisfaction for Billing & Payment, Price, Communications, and Customer Service, 2009. Scored the highest overall in Business Customer Satisfaction and Loyalty; rated 100 points higher than other providers.
- ✓ Developed and trained staff on deregulated market, transactions, and regulatory requirements. Empowered team to take accountability for success by providing coaching, metrics-driven environment, and support tools.
- ✓ Continued to expand market, growing from initial 5,000 (2007) to 100,000 commercial customers in 9 states.

Director Customer Service Operations, Green Mountain Energy Company (2007–2008)

Propelled Customer Service Operations to next-level performance, driving workflows, gap analysis, and deployment of new business processes. Undertook detailed evaluation, defined training programs and

EXHIBIT A-1: MANAGERIAL LICENSING QUALIFICATIONS

performance metrics, researched industry trends to maintain competitive edge, shared common visions, built consensus on key initiatives, and created top-performing organization with strong customer-first focus.

- ✓ Expanded into new markets by launching market-entry projects in Northeastern deregulated states. Met with all regulatory and governing bodies of states. Managed applications, finance, EDI testing, and marketing efforts.
- ✓ Pioneered contract management database, working with developers to capture all client data, provide easy online access, and save costs. Automation improved purchasing, wholesale, and retail functions.
- ✓ Served as key customer contact for pre-/post-sales support and organizational liaison on customer protection and deregulatory compliance issues for Commercial & Industrial business unit.

DIRECT ENERGY BUSINESS SERVICES, INC. Irving, TX

Senior Operations Manager

9/2004–4/2007

Recruited to build out commercial business unit for \$6.4B international provider. Rectified issues with Call Center, Billing, and Sales. Improved interdepartmental processes. Centralized customer change order process electronically.

- ✓ Developed and trained customer service team that won 2 Company Platinum Awards.
- ✓ Salvaged and strengthened customer relationships with struggling Homebuilder business channel by migrating billing to commercial platform. Resulted in \$2.4M annual business renewal and \$400K annual cost savings.
- ✓ Turned around troubled 2-year contracts with 79 cities and secured \$154M+ in 5-year contracts with 91 cities by personally building relationships with city managers and restructuring business plans.

TEXAS COMMERCIAL ENERGY, INC. Allen, TX

Retail Operations Manager

12/2003–9/2004

Participated as key player in defining deregulated markets and developing market rules. In multi-faceted role, assumed oversight of daily operational output of Customer Service and Transaction Management.

- ✓ Created numerous customer care programs and optimized relationships, ensuring competitive advantage.

THE VENTURE CORP., Carrollton, TX

Director of Sales / Operations

1/2000–5/2002

Recruited to spearhead sales and operations for new national print production broker. Directed processes/systems that improved operations and enhanced customer service. Set up computer network, linking 3 offices.

- ✓ Established customer label printing consignment program providing on-demand product via technology enhancements, which captured \$200K savings in product costs during the first year.
- ✓ Negotiated better value-added services with vendors and reduced inventory investment 43% through supplier consolidation and new stocking programs.

EDUCATION

LeTourneau University, Longview, TX
Bachelor of Science, Business Management

Sean M. Andrews

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PROFESSIONAL EXPERIENCE

E-Volve Energy Holdings LLC – Plano, TX

April 2019-Present

Chief Procurement Officer

- Developed & managed success of implementation of integrated energy sustainability strategies for clients.
- Strategized with various client corporate stakeholders around energy sustainability goals.
- Educated clients on market conditions in efforts to help them become informed buyers of electricity.
- Assessed tariff structures and implemented energy strategies to manage demand and consumption related spend.

Environ Partners, LLC – Frisco, TX

June 2018-March 2019

Chief Procurement Officer

- Responsible for the renewable energy, demand response and backup generation, and energy procurement teams.
- Developed integrated energy efficiency solutions in regulated and deregulated territories across the United States.
- Systematically performed high level audit and analysis pertaining to deregulated electricity contracts, tariff structures, and invoices in order to create long term energy strategies based on customers' needs.
- Assisted end users with management of load shifting and time of use behavior in order to reduce overall spend associated with energy consumption as well as demand charges.
- Negotiated long term power purchase agreements on behalf of corporate clients.

Source Power & Gas LLC, an ERM Power LTD company – Houston, TX

December 2011-June 2018

Vice President of Risk – Oct 2016-June 2018

- Lead the creation & implementation of new risk function and system. Risk reporting included: VaR, MTM, Energy & REC Position Reporting, Gross Margin at Risk (GMaR), and a split book structure between hedge and trade portfolios.
- Negotiated contract with risk system vendor and managed relationship throughout term of agreement.
- Responsible for monitoring and reporting MAPE associated with short-term load forecast in all utilities served in PJM & ERCOT (25+) as well as weather sensitivity of portfolio imbedded in our long-term forecast.
- Responsible for all energy & non-energy forward curves in PJM & ERCOT. Developed objective forward curve process using various, unbiased data for both end of day and beginning of day forward curves maintenance processes.
- Supported finance in development of financial forecast.
- Negotiated and maintained contracts with all risk & trading vendors.
- Acted as administrator for ICE trading accounts, which included setting trader limits, determining accessible products as well as maintaining relationship with broker & FCM (FC Stone).
- Writer and owner of internal risk policy & external risk policy used with credit facility for all portfolios. Policy was reviewed and updated semi-annually with board approval.
- Participated in negotiation process of a credit facility used for all bilateral trading.
- Assisted in profitable sale of the residential portfolio, including valuation of portfolio & vetting of various offers.

Vice President of Pricing & Structuring – Oct 2015-Oct2016

- Focused on integration of new pricing system and increased efficiency in pricing, contracting, and capturing of retail deals.
- Support sales in product creation and discussions with partners/brokers.
- Responsible for validation of forecasted load profiles for ERCOT & PJM markets.

Director of Pricing & Supply – Dec 2011-Sep 2015

- Reporting to the COO, hired to develop, test, and maintain all pricing & supply models and reporting tools needed to open the ERCOT market as a retail electric provider.
- Created and maintained forward curves daily for energy and all ERCOT related charges.
- Collaborated daily with officers of the company for various discussion topics ranging from marketing strategy to hedging strategy, and including billing, operations, accounting, and finance.
- Worked with sales team daily to structure tailored products for retail C&I customers' needs ranging from 100kW to 50MW in size.
- Corroborated with marketing and operations to develop residential pricing plans.
- Analyzed residential products and services available in the market and assessed competitive viability and profitability given constraints.
- Managed Portfolio of Renewable Energy Credits and all state level obligations of Renewable Portfolio Standards.
- Position also included all duties of the director position held at Potentia Energy (below).

Potentia Energy LLC – Houston, TX

September 2010-December 2011

Director of Pricing & Supply

- Reporting directly to the CEO, solely responsible for all supply and pricing related activities; including forward fixed power purchases, mark-to-market reporting, short and long term forecasting, and hedging strategy.

**EXHIBIT A-1: MANAGERIAL
LICENSING QUALIFICATIONS**

- Managed and tracked all ERCOT related transactions including: CRR auctions, DAM PTP obligation bidding, and DAM/RTM settlements.
- Developed, tested, and implemented load forecasting and costing/structuring tools which helped direct power purchase needs.
- Provided analysis to CEO and CFO for negotiating terms of a supply agreement with a major energy company.
- Created monthly and weekly reports to help fill information gaps, fulfill reporting needs of our supply/credit facility, and reconciled all settlements with accounting.
- Managed relationships with vendors and negotiated agreements for various products.

NRG Energy Inc. / Reliant Energy Retail – Houston, TX

September 2007-September 2010

Structuring Analyst

- Retail structuring and cash flow analysis of fixed price and indexed C&I, small business, and residential campaigns as well as fixed shape structured deal preparation and post valuation.
- Developed, tested, and maintained various costing/pricing models, including a time of use model for mass market campaigns to utilize new Smart Meter technology being installed in residential homes in ERCOT.
- Developed methodology for tracking deferred revenue of blend and extend transactions.
- Worked with marketing to create products and develop the structure of retail deals. Identified various details in contracts that did not match up with billed methods and costing and gave recommendation to billing on how to bill specific pass through costs.
- Continuously worked cross-functionally with various teams to make sure that all updates and changes to specific retail deals were always entered correctly upstream and captured correctly downstream.
- Member of the Volumetric Risk Task Force: produced look-back analysis of hedged load versus usage for C&I portfolio to assess use of settlement provisions in C&I contracts.
- As the business owner of various costing systems, completed end to end UAT and worked with IT to keep costing systems up to par.

EDUCATION / EDUCATIONAL WORK

University of Houston

Master of Science – Finance

Instructional Assistant – Professor Donald Bellman (C.T. Bauer College of Business – Finance Department)

Bachelor of Science – Mathematics with Finance Option

ORGANIZATION & VOLUNTEER ACTIVITY

- **ERCOT Technical Advisory Committee** – Apr 2014-Dec 2015
 - Voting member of the Independent Retail Electric Provider market segment
- **Committee of Chief Risk Officers (CCRO)** – member, 2018
 - Assisted with working white paper on retail power risk
- **University of Houston Alumni Organization** - Life Member
- **University of Houston, Finance Association** – alumni mentor, 2013, 2018
- **Big Brothers, Big Sisters Mentor 2.0**
- **Houston Food Bank** – volunteer, 2012-present
- **Trees for Houston** – volunteer, 2012

**EXHIBIT A-1: MANAGERIAL
LICENSING QUALIFICATIONS**

Eduard Cheney

Objective Seeking a Director of Energy position where my relevant experience, knowledge, outgoing personality, integrity, and creativity will continually benefit the company, its employees, and its customers.

Professional Experience

June 19- Current

Director Energy Procurement Strategies

- Managing Client Energy Portfolio
- Renewable Energy Structuring
- Asset Risk Management
- National Natural Gas Structuring

May 12 – June 19 *CNRG Group*

VP, Supply and Portfolio Management

- Responsible for daily market matrixes
- Maintaining leads and growth in various markets
- Customer retention and expansion projects
- Business contracts negotiations

Feb 11- May 12 *Reliant Energy*

Senior Energy Advisor

- New client development
- Prospecting/Cold Calling new businesses
- Maintaining existing business portfolio
- Expanding sales territory into multiple new markets

May 06-March 09 *Dell Incorporated*

Senior Account Executive

- Enterprise Account Management
- Software Sales Disaster Recovery, System Management, Security
- Business-to-Business Solutions HPCC, Green IT, Virtualization
- Responsible for marketing in multiple markets
- Client based Global Project Management

Aug 02-May 06 *Folkerson Communications*

Senior Account Executive

- Developing new business relationships
- Managed multiple acquisition accounts
- Arranged various networking programs
- Customer support with installations on day-to-day operations
- Unique marketing solutions for network topologies

May 01- May 02 *Sunset Direct*

Account Manager

- Business to Business network infrastructure lead distribution
- Trainer and Mentor on Sprint Business Solutions Program
- Cisco Program Solutions for SOHO switches and A.V.I.D routers
- Cisco Solutions on E.O.L and Q.O.S products
- Developed training presentations on LAN/WAN architectures

Education

1999-2001

B.S., Management Information Systems

Study Abroad- University of Salamanca Madrid, Spain

Study Abroad- Universidad de Costa Rica San Jose,

CR

1996-1999

University of California Berkeley, University of Arizona

**Certificates
Candidacy**

- **CPSE Cisco** Products Solutions Essentials
- **CWNA** Certified Wireless Network Administrators
- **TGSA Toshiba** Gold Sales Associate

References available upon request

**EXHIBIT A-1: MANAGERIAL
LICENSING QUALIFICATIONS**

EXHIBIT A-2: CORPORATE ORGANIZATIONAL CHART

Pursuant to Section 16-115C of the Public Utilities Act (“Act”) and Section 454.60 (“Managerial Licensing Requirements”) of Title 83 of the Illinois Administrative Code, the Applicant, E-Volve Energy Holdings, LLC demonstrates that it has had at least one year of management experience with a business enterprise. (*See 83 ILL. ADM. CODE 454.60(A)*). Specifically, Applicant identifies the four individuals identified in **Attachment A**, who satisfy this requirement.

Pursuant to Section 454.60(c) of Title 83 of the Illinois Administrative Code, the Applicant, E-Volve Energy Holdings, LLC, includes the following corporate organizational chart, indicating the position of persons indicated in subsection (a) of this Section. (*See 83 ILL. ADM. CODE 454.60(C)*).

