

DM 19-129



NHPUC 24 JUL '19 AM 9:10

July 22, 2019

Debra Howland, Executive Director  
New Hampshire Public Utilities Commission  
21 South Fruit Street, Suite 10  
Concord, NH 03301-2429

Re: Telco Pros Inc DM 17-116

Ms. Howland,

Please accept the enclosed Telco Pros Inc Natural Gas Aggregator Renewal per our License #DM 17-116.

Please contact me with any questions.

Thank you.

A handwritten signature in black ink, appearing to read "Karl Shaw", is written over a horizontal line.

Karl Shaw, COO  
877/244-0182  
[compliance@tpiefficiency.com](mailto:compliance@tpiefficiency.com)



Telco Pros Inc Natural Gas Aggregator Renewal DM 17-116

a)The legal name of the applicant as well as the trade name, if any, under which it intends to operate in this state;

Legal Name: Telco Pros Inc.

Trade Name: TPI Efficiency Consulting

b) The applicant's business address, telephone number, e-mail address, and website address;

Business Address: 2019 Center Street, Suite 502, Cleveland, OH 44113

Telephone Number: 877/244-0182

E-Mail: [info@tpiefficiency.com](mailto:info@tpiefficiency.com)

Website: [www.tpiefficiency.com](http://www.tpiefficiency.com)

c)The name(s), title(s), business address(es), telephone number(s), and e-mail address(es) of the applicant if an individual or of the applicant's principal(s), if the applicant is anything other than an individual;

Roger Zona, Owner & CEO, 2019 Center Street, Suite 502, Cleveland, OH 44113

[roger.zona@thetelcopros.com](mailto:roger.zona@thetelcopros.com)

Karl Shaw, COO, 2019 Center Street, Suite 502, Cleveland, OH 44113

[karl.shaw@thetelcopros.com](mailto:karl.shaw@thetelcopros.com)

d)The telephone number of the customer service department or the name, title, telephone number, and e-mail address of the customer service representative of the applicant, including toll free telephone numbers if available;

Customer Service: Renee Jubeck, VP Operations, 877/244-0182

[renee.jubeck@tpiefficiency.com](mailto:renee.jubeck@tpiefficiency.com)

e)The name, title, business address, telephone number, and e-mail address of each individual responsible for responding to commission inquiries regarding:

(1) Customer complaints;

Renee Jubeck, VP Operations, 2019 Center Street, Suite 502, Cleveland, OH 44113,

[renee.jubeck@tpiefficiency.com](mailto:renee.jubeck@tpiefficiency.com)

(2) Regulatory compliance matters;

Karl Shaw, COO, 2019 Center Street, Suite 502, Cleveland, OH 44113

[karl.shaw@thetelcopros.com](mailto:karl.shaw@thetelcopros.com)

(3) Commission assessment payments;

Karl Shaw, COO, 2019 Center Street, Suite 502, Cleveland, OH 44113

[karl.shaw@thetelcopros.com](mailto:karl.shaw@thetelcopros.com)

f)Evidence of the applicant's registration to do business in New Hampshire from the New Hampshire secretary of state, if anything other than an individual; Attached

g)Evidence of the applicant's registration of the trade name, if any, to be used by the applicant in New Hampshire from the New Hampshire secretary of state; Attached

h)A list of other states or jurisdictions in which the applicant currently conducts business relating to the aggregation of natural gas customers;  
Ohio, Pennsylvania, Maryland, Illinois, District of Columbia

i)A statement as to whether the applicant or any of the applicant's principals:

(1) Has ever been convicted of any felony that has not been annulled by a court;  
Telco Pros Inc or its principals have never been convicted of any felony.

(2) Has, within the 10 years immediately prior to application, had any civil, criminal, or regulatory sanctions or penalties imposed against it, him, or her pursuant to any state or federal consumer protection law or regulation;  
Telco Pros Inc or its principals have never had any civil, criminal, or regulatory sanctions or penalties imposed against it pursuant to any state of federal consumer protection law or regulation.

(3) Has, within the 10 years immediately prior to application, settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation;  
Telco Pros Inc or its principals have never settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

(4) Is currently the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation;  
Telco Pros Inc or its principals are not the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

(5) Has been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction;  
Telco Pros Inc or its principals have not been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction.

j)If an affirmative answer is given to any item in (i) above, a detailed explanation of the occurrence and the related circumstances; N/A

k)A list of the CNGSs in New Hampshire through which the applicant intends to provide service;  
Agera, Direct Energy

l)A statement that the applicant is not representing any supplier interest or a list of any supplier interest(s) the applicant intends to represent;

Telco Pros Inc does not represent any supplier interest. Telco Pros ascertains our customers needs and researches natural gas options for them, presents proposals and the customer chooses the best option for them.

m)The date upon which the applicant expects to commence marketing its services to customers in New Hampshire; Telco Pros Inc currently has a license in New Hampshire. We plan to market there as Energy Consultants are hired in the area.

n)A statement certifying that the applicant has the authority to file the application on behalf of the aggregator and an attestation that its contents are truthful, accurate, and complete;

o)The signature of the applicant or its authorized representative

I, Roger Zona, certify that I am the Owner and CEO of Telco Pros Inc located at 2019 Center Street, Suite 502, Cleveland, OH 44113 and have the authority to file this New Hampshire Natural Gas Aggregator Renewal on behalf of Telco Pros Inc.

I attest that the contents of this renewal application are truthful, accurate and complete.

Dated this 22<sup>nd</sup> day of July, 2019 at Telco Pros Inc, 2019 Center Street, Suite 502, Cleveland, OH 44113.



Roger Zona, Owner and CEO

Notarization:



**KAREN BURNS**  
NOTARY PUBLIC  
STATE OF OHIO  
Recorded in  
Cuyahoga County  
My Comm. Exp. 12/7/2020

*Karen Burns*



**State of New Hampshire**  
**Department of State**



**CERTIFICATE OF AUTHORITY OF**

**TELCO PROS INC.**

The undersigned, as Secretary of State of the State of New Hampshire, hereby certifies that an Application of TELCO PROS INC. for a Certificate of Authority to transact business in this State, duly signed pursuant to the provisions of the New Hampshire Business Corporation Act, has been received in this office.

ACCORDINGLY the undersigned, as such Secretary of State, and by virtue of the authority vested in him by law, hereby issues this Certificate of Authority to TELCO PROS INC. to transact business in this State under the name of TELCO PROS INC. and attaches hereto a copy of the Application for such Certificate.

**Business ID: 758048**



IN TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 14th day of October, 2016 A.D.

A handwritten signature in cursive script, appearing to read "William M. Gardner".

**William M. Gardner**  
Secretary of State

# State of New Hampshire

## Department of State

CERTIFICATE OF REGISTERED TRADE NAME  
OF  
TPI EFFICIENCY CONSULTING

This is to certify that **TELCO PROS INC.** is registered in this office as doing business under the Trade Name **TPI EFFICIENCY CONSULTING**, at 2020 Center Street, Cleveland, OH, 44113, USA on **9/17/2018 4:30:00 PM**.

The nature of business is **Other / Electricity and Natural Gas Broker/Aggregator and LED Lighting Retrofit Project Management**

Expiration Date: **9/17/2023 4:30:00 PM**

Business ID: **803498**



IN TESTIMONY WHEREOF,  
I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 17th day of September A.D. 2018.

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State