

JEFFREY E. PROVINE

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SENIOR INDUSTRY EXECUTIVE

Exceptional Leader of Organizations & Teams

CONSULTING / OPERATIONS / SYSTEM INTEGRATION & PRODUCT DEVELOPMENT

Over 30 years in the Energy & Utilities Industry leading delivery organizations to exceed client expectations and deliver excellent financial results. Measurable success across broad business management and operations in large organizations and startups. Recognized operational leader with strong client, industry, and analyst relationships.

PROFESSIONAL EXPERIENCE:

E Source Companies LLC Houston, TX

2023 – Present

E Source provides Research, Consulting and Data Science solution to the Electric, Natural Gas and Water utility industry across North America. E Source combines industry-leading research, data science, and consulting to help people at all levels of the organization make and implement better data-driven decisions that positively impact their customers, their bottom line, and our planet.

EVP Utility Operations Consulting Practice Leader

- Lead the firms consulting team for the improvement and transformation of Utility Operations process, technology and people for Electric, Natural Gas and Water Utility clients.
- Account Manager for several of the company's key client relationships (CPS Energy, Duke Energy and Southern California Gas)
- Lead consultant and subject matter expert for Engineering/Construction, EAM and Natural Gas operations projects including gas compliance and next generation metering (AMI)
- Executive Sponsor and organization leader for the International Wildfire Risk Mitigation Consortium and the International Transmission Operations and Maintenance Study global industry consortiums.

Utilegent LLC, Houston, TX

2014 – 2023

Utilegent is a Utility focused management consulting and project delivery company. The Utility Operations Practice provides consulting, process improvement, program management and technology project delivery to Electric, Natural Gas and Water Utilities. The practice specializes in addressing the issues and needs of utility operations, engineering, and construction. Deep experience in performance improvement, merger / acquisition, new product and service development, financial performance improvement and rate case support.

EVP & Utility Operations Leader

- Launched new Utility Operations practice with sustained year over year 40% growth since inception.
- Led recovery, completion, and deployment of a large enterprise asset management program for a major east coast natural gas utility.
- Responsible for key merger / integration projects following the acquisition of Piedmont Natural Gas by Duke Energy.
- Lead operations innovation and re-engineering programs resulting in dramatic client financial and delivery improvements.

Computer Sciences Corporation (CSC), Houston, TX

2010 – 2014

CSC (now DXC) is a major international consulting, systems integration, and outsourcing firm with approximately \$16bb in revenues, of which approximately \$1.8bb is generated by the Energy and Utilities segment.

Managing Partner / Utility Industry Global Leader

- Directly managed N.A. industry consulting and system integration resources and clients while managing global Energy and Utilities practice. N.A. industry revenue (~\$60mm), and Global industry revenue (~\$150mm).
- Personally responsible for the sale and delivery of \$25mm client revenue during FY'14.

- Responsible for global utility industry strategy across all major business segments including consulting / system integration, and application / infrastructure management and outsourcing.
- Successfully completed integration of Bass & Company with significant project wins in Smart Meter / Smart Grid, Work and Asset Management, Energy Efficiency Information Systems and Pipeline Integrity Management.

Bass & Company Management Consultants, Houston, TX

2008 – 2010

Bass & Company was a specialty management consulting firm serving the N.A. utilities industry with specific focus on Smart Grid / Metering, Customer Operations and Utility Operations.

Managing Partner / COO

- One of four partners in the firm that doubled staff and revenue within two years, culminating in sale of the firm to Computer Sciences Corporation.
- Joined during height of the firm's growth as Chief Operating Officer and Managing Partner. While leading and delivering client projects, also established the firm's management infrastructure, including revenue forecasting, staff utilization / management, cloud-based collaboration environment / document repository, and monthly management / sales cadence.
- Responsible for firm's customer operations practice and key client relationships in N.A.
- Lead for major Advanced Metering Infrastructure, Energy Efficiency, Meter to Cash, Dynamic Pricing and Credit and Collections projects in key N.A. clients.

Logica N.A. Inc., Energy & Utilities, Houston, TX

2006 – 2008

Logica PLC (now CGI) is a leading IT services company, providing system integration, IT and business process outsourcing services.

Division President / Sr. Vice President Energy & Utilities

- Recruited to return to Logica to lead the turnaround of a faltering product-based business, (shortly after the acquisition of a competitor and three years into a struggling client funded development consortium). Assumed responsibility for a team of 70 onshore and 100 offshore including Sales, R&D, Support and Delivery.
- Returned division to growth and profitability within first full year, doubling orders to \$40mm and increasing profit by more than 300%. Delivered the highest level of license sales in division history at \$10mm during 2007 winning two of the three enterprise EAM contracts awarded in N.A. at Integrys and Progress Energy.
- Led an industry consortium with Southwest Gas, Dominion Resources and AGLR as Chair of the Executive Team while personally managing the organization that delivered the design, build, and release of the consortiums field force management solutions.
- Moved the division to the leader's quadrant with Energy Insights and the challenger's quadrant with Gartner for EAM solutions in first 12 months. Both were significant improvements over 2006 rankings.

Cambridge Technology Partners, a Novell Company, Cambridge, MA

2001 – 2006

Novell acquired Cambridge Technology Partners in March of 2001, creating the industry leader in open source, identity, security and access management and identity, integrated solutions.

Managing Partner, Consulting

- Recruited to assume responsibility for the Energy Practice at Cambridge Technology Partners, prior to its acquisition by Novell. Quickly led the diversification of the CTP business. Upon the acquisition by Novell assumed a managing partner position responsible for multiple industries.
- Led team in matrix organization and grew consulting in the Central Area to the highest percentage of consulting revenue to total area revenue in the U.S. at nearly 20% of total area revenue, and 5:1 ratio of services to product revenue in key accounts.
- Delivered key infrastructure solutions incorporating identity/security management, ERP, business intelligence and application access management to CGB Enterprises, Ameren, Scott & White Memorial Hospital, M.D. Anderson Cancer Center, Christus Health Care, Dell Computer, and Dallas Independent School District.

Vice President Energy Solutions

- Developed and deployed advanced trading systems for top energy trading organizations in Houston while also implementing the generation capacity auction used by ERCOT, TXU, Reliant and AEP during the start of de-regulation in Texas.
- Led teams implementing the identity and security infrastructure for Anadarko Petroleum, Devon Energy and Husky Oil.

BusinessEdge Solutions, Inc., New York, NY

2000-2001

BusinessEdge Solutions Inc. was an industry-focused business and technology consulting firm offering strategy, process optimization and solution integration to clients in the communications, media and content (CMC), financial services and life sciences industries.

Industry Leader / Partner, Energy Practice

- Recruited as third member and co-manager of newly formed Energy Practice and grew the business from zero revenue to \$10mm in first 12 months, while increasing staff from the initial 3 to 50 and delivering 60% gross margin.
- Reporting directly to the CEO and CFO of the industries supplier of the oil price index, led the team that designed and launched the first on-line exchange for bulk fuel for Opiset, a UCG company.
- Led a combined client / consulting team at Vectren in the process re-design and vendor selection of common back-office platforms for the newly combined business. Included the selection and deployment of a common Customer Information System, Finance and Accounting and Work Management.
- Led team operating the IT program management office for Lucent Technologies during the company's conversion to the common European currency. Managed sub teams working globally delivering all remediation and replacement of corporate systems and office technology.

Computer Science Corporation (CSC), Chicago, IL

1999-2000

CSC is a global leader in providing technology-enabled solutions including Business Solutions & Services, Global Outsourcing Services and the North American Public Sector

Vice President, Distribution Management Practice

- Recruited to join CSC formulation of a new combined Energy Practice in N.A., with primary focus on key clients and major projects.
- Led combined utility team on behalf of the CIO of Indiana Gas and Southern Indiana Gas and Electric in all IT merger integration planning and execution in the creation of the Vectren.
- Led the re-engineering of field force scheduling and the deployment of new technology for TXU, reducing the number of schedulers and dispatchers while increasing field performance.

Logica Inc., Lexington, MA

1990 - 1999

N.A. operations of Logica PLC delivering products and services to the Energy & Utilities, Financial Services, and Telecommunications industries.

Sr. Vice President, Sales / Financial Services Division

- Assumed responsibility for faltering sales organization resulting in 200% increase in sales within 12 months.

General Manager / Energy & Utilities International Business Unit

- Established first international business unit including sales, product development, delivery, and support, expanding division footprint from US only to key wins in UK and Australia.

C.H. Guernsey & Company, Oklahoma City, OK

1982 - 1990

C.H. Guernsey & Company is a diversified professional consulting firm offering engineering, architectural, economic and construction management services to utilities, industries, and government agencies.

Electrical Engineering Technician / Designer

EDUCATION:

University of Central Oklahoma, Edmond, OK

Bachelor of Science, Computer Science

Oklahoma State University, Oklahoma City, OK

Associate degree, Industrial Engineering Technology

University of Reading, Henley Business School, Reading, UK

Executive Leadership Program

PROFESSIONAL AFFILIATIONS:

American Gas Association

Measurement and Field Service Working Committee Member

Gas AMI White Paper Development Committee Member

RECENT PUBLICATIONS / PRESENTATIONS:

AGA Next Generation Gas Metering Webinar Series 2024

Adopting new metering technology – use cases past billing

AGA Spring Conference 2024

Global Market Assessment of Ultrasonic Metering Technology

DistribuTECH Virtual Summit 2020

EAM Benefits of Multi-Tenant Cloud Migration

World Gas Conference 2018

Piedmont Natural Gas - Technology for Safety and Compliance -

Implementing OASIS (Operations, Assets, & System Integrity Solutions)

AGA Spring Conference 2018

How Piedmont Natural Gas is Leveraging Enterprise Asset Management (EAM) Data for Continuous Improvement.

VOLUNTEER / COMMUNITY SERVICE:

Inspiration Ranch

Youth riding leader / Ranch Hand

Inspiration Ranch exists to strengthen children, youth, and adults striving to overcome their physical, emotional, and social disabilities with therapeutic riding and equine-assisted therapy and activities.

Cy-Hope

Annual Fund-Raising co-lead.

Cy-Hope brings HOPE to all students so they will grow up to be well-educated and productive citizens, making a lasting and positive impact on the community. Cy-Hope brings needs and solutions together.