

Message

From: Chris Benedetti [CBenedetti@sussex-strategy.com]
Sent: 2017-09-28 3:27:31 PM
To: Terry Young [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=872fa3f6e61a48709b11458c0c3b6ca6-Terry Young]
CC: Chris Benedetti [CBenedetti@sussex-strategy.com]
Subject: RE: Oracle - IESO/GreenON Follow-Up

Thanks Terry – just got back to Toronto and running between meetings. Might coffee or a call tomorrow at 9 or 9:30am work for you?

Chris Benedetti
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From: Terry Young [mailto:terry.young@ieso.ca]
Sent: September 28, 2017 7:39 AM
To: Chris Benedetti
Subject: Re: Oracle - IESO/GreenON Follow-Up

I am actually at the OEN round table and speech from 10:30 am until 2. What's your schedule like this afternoon?

Terry

Sent from my iPhone

On Sep 28, 2017, at 7:36 AM, Chris Benedetti <CBenedetti@sussex-strategy.com> wrote:

Hey Terry - I'm going to be in meetings in Sarnia this morning until about 11am - can we speak then?

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On Sep 28, 2017, at 7:28 AM, Terry Young <terry.young@ieso.ca> wrote:

Chris: Do you have any time around 9:45 am this morning? Terry

Sent from my iPhone

On Sep 28, 2017, at 7:07 AM, Chris Benedetti <CBenedetti@sussex-strategy.com> wrote:

Thanks Drew – I'll let you know how my conversation goes with Parminder this evening, and will follow-up with Terry accordingly.

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From: Drew Sloan [<mailto:drew.sloan@oracle.com>]
Sent: September 27, 2017 8:10 PM
To: Terry Young
Cc: Chris Benedetti; Shiraz Shahid; Marisa Uchin
Subject: Oracle Follow-up

Hi Terry,

Thanks for taking the time to chat with me after the OEA conference. As requested, here's a list of who we've met with:

- * Adam Schedletzky of the MOECC
- * Raphael Lopoukhine of the MOECC
- * Tom Kzasas of the MOECC
- * Parminder Sandhu- GreenON Board (though he was dialed in over the phone and, I think, about one week into his role). Our meeting was sometime in the June timeframe.

With respect to coming in and having direct discussions with you on how to reach customers, that's something we'd be more than

happy to do. That said, what we do as a company is try to solve challenges for our partners. GreenON is going to have a challenge of brand awareness and engaging customers in a personalized manner. Likewise, as you and others have mentioned, the gas utilities are going to have to figure out new business models in order to survive. When it comes to solving challenges, we think the solution we're proposing serves to help both entities begin to meet those challenges/realize those opportunities. And do so in a cost-effective way where the impact can be rigorously measured.

I'm attaching the document that we reviewed on Monday.

Perhaps we can connect on the topic again soon.

Best,

Drew

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<Enbridge-Union-Oracle Green Ontario Fund One
Pager_final_clean.pdf>

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