

Date: August 28, 2012
To: Debbie Eckels
From: Alan Ackerman
Re.: Management Committee Vice Chair Position



I would like to express my interest in volunteering for the position of Management Committee Vice Chair for the December 2012 – November 2013 term. Please find below my answers to the questions that you provided in the solicitation email. I have also attached my resume for your review.

Please describe all experience you have had in chairing groups or committees of diverse interests, with a list of such groups.

I currently am the chair of the Business Issues Committee and am a past chair of the Price Responsive Load Working Group.

I am involved as a volunteer with the Catholic Schools of Broome County and am a member of the school board.

Please describe the support of your organization for your assuming the position of Vice-Chairperson, and describe your ability to make the necessary time commitment.

I have the complete support of Customized Energy Solution's leadership. I am able to make the necessary time commitment to serve as Vice Chair and ultimately Chair of the Management Committee.

Please describe any training or experience you have had in mediation, ADR or consensus building.

As the Price Responsive Load Working Group chair I facilitated a meeting between Dave Lawrence, Donna Pratt and the Demand Response community to attempt to reach consensus on the SCR baseline issue. Though no overall position was reached, the meeting gave individual Demand Response providers the opportunity work with their colleagues to arrive at a more limited number of consensus positions.

Please describe briefly why you would like to have this job.

I think that the decisions reached by consensus in the NYISO's shared governance process result in better overall outcomes for the market. I have enjoyed my roles as both BIC chair and PRLWG chair and would like to continue contributing to the success of the stakeholder process by volunteering as the Management Committee Vice Chair and ultimately Chair.

Please describe briefly your organizations actual and/or potential business interests in the Northeast and New York State, including the sector in which your organization participates for purposes of NYISO governance.

Customized Energy Solutions participates as a non-voting member in the NYISO governance. Galt Power, an affiliate of Customized, participates in the Other Suppliers sector.

Customized is in all of the organized markets consulting with clients to optimize their individual business activities. Our clients represent a broad spectrum of the market including strictly financial players, wind developers, demand response providers, LSEs, LESRs and traditional generators. In PJM, Customized is directly involved in managing Demand Response and in working with other Demand Response providers to manage their portfolios. Customized has a 24 hour desk and is currently scheduling resources in New York and in other areas of the country, as well as in India. In New York, Customized is involved in energy storage activities, including working with NYSEG on a compressed air project. Galt Power participates in the TCC Market.

ALAN ACKERMAN
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EDUCATION

MASTERS OF BUSINESS ADMINISTRATION

Binghamton University, Binghamton NY, December 1998

BACHELOR OF ARTS

The Pennsylvania State University, University Park, PA, June 1991

PROFESSIONAL EXPERIENCE

CUSTOMIZED ENERGY SOLUTIONS – PHILADELPHIA, PA

2007 – Present

Director of Regulatory Affairs – NYISO

January 2012–Present

Consultant - NYISO

October 2007–January 2012

Supporting the business activities for a number of clients as related to the Operation and Market design of the NYISO. Included in these responsibilities is the analysis of Market trends for future business investments; providing regulatory coverage and consulting on the activities of the NYISO; tracking evolving market rules and assessing their impact on client business. Currently serving as the NYISO Business Issues Committee Chair.

ASTELLAS PHARMACEUTICALS – Deerfield, IL

2006 – 2007

Senior Professional Representative

December 2006–October 2007

Promote, generate and maximize sales of three products to Primary Care Physicians and Urologists, including lead development, budget management, marketing and account management. Coordinate closely with physicians to ascertain requirements and promote product suitability while coordinating activities with counterparts.

PROFESSIONAL DETAILING, INC. – Saddle River, NJ

2003 – 2006

MS Diagnostic Specialist – Athena Diagnostics Program

August 2006–December 2006

Specifically chosen to take advantage of an opportunity promoting new guidelines in the treatment of MS to neurologists. Responsible for attaining sales goals, mentoring sales representatives and developing new and existing physician relations. Achieving significant increases in diagnostic testing business both in dollars and reach.

District Sales Manager – AstraZeneca Cardiovascular Program

July 2004–April 2006

Led pharmaceutical sales and business development operations for Crestor, Atacand and Nexium throughout the Upstate New York District, including management, training and motivation of nine sales representatives in attainment of company sales goals and performance targets. Coordinated with customers throughout entire sales and account management process to develop strong business relationships and ensure highest levels of customer service and satisfaction. The AstraZeneca contract ended in April 2006.

Pharmaceutical Sales Representative

March 2003–July 2004

Maximized sales to Primary Care Physicians, Internal Medicine and Cardiologists, including promotion of cardiovascular medications, with responsibility for ensuring attainment of company sales and market expansion objectives. Worked closely with counterparts to meet sales goals.