



OVERLAND CONSULTING

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February 21, 2017

Records Access Officer
New York State Department of Public Service
Three Empire State Plaza
Albany, NY 12223

Subject: Case 16-M-0610 – Proposal to Perform Comprehensive Management Audits of
New York State Electric & Gas Corporation and Rochester Gas and Electric Corporation

Dear Records Access Officer:

In this transmittal, Overland Consulting is providing certain substitution pages to our proposal submitted on February 9, 2017. These revisions are provided in response to a letter dated February 21, 2017, wherein Staff identified one area of potential conflict of interest that was not explicitly addressed. The RFP requires disclosure of any work performed for other organizations associated with the utility industry in New York during the five-year period preceding the date of the audit. The letter provides us the opportunity to address potential ambiguity regarding recent work performed by Overland and its subcontractor, FTI Consulting.

This submission provides substitution pages to our conflict of interest statement.

Overland respectfully requests that the information in the attached documents be treated by the Department of Public Service as trade secret information and confidential commercial information pursuant to Public Officers Law §§87(2) and 89(2), and the Department of Public Service's implementing regulation, 16 NYCRR §6-1.3. The information in these documents, if made available publicly, would likely cause substantial injury to the competitive positions of Overland. Accordingly, Overland respectfully requests that the attached unredacted documents be treated as confidential trade secret information and afforded all of the protections against public disclosure available for such information, as provided by law.

My signature below certifies that all information contained in the proposal is accurate. Overland is committed and able to perform all the work contained in this proposal. We are in compliance with all RFP requirements. The proposal is a firm offer for 180 days from this date.

February 21, 2017

I am the primary contact for this proposal, and my contact information is as follows:

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Thank you in advance for your consideration of our proposal.

Sincerely,

OVERLAND CONSULTING

A handwritten signature in blue ink, appearing to read "Howard E. Lubow".

Howard E. Lubow, President