

APOGEE[®]
INSTITUTE

ENERGY
WEBINAR

Meeting Goals by Leveraging Partner Relationships

*Andrew Farrell, Project Specialist, Electrification, Orange & Rockland
Kim Johnson, Key Account Manager, Apogee Interactive, Inc.*

January 27, 2022

Today's Agenda

- **Speaker Introductions**
- **Project Origin**
- **Due Diligence and Research**
- **Engaging Apogee**
- **Project Results**
- **Final Product Demonstration**
- **Q&A**

Our Speakers:



Andrew Farrell, Project Specialist, Orange & Rockland

Andrew has spent the last 9 years at Con Edison, Inc. He has held positions in Accounting, Revenue & Volume Forecasting, Financial Planning & Analysis, Oil-to-Gas Conversions, and Electrification Portfolio Management. Prior to joining Con Edison, Inc., Andrew has held contract positions of data analyst, researcher, and programmer at the Lamont-Doherty Earth Institute, Columbia University, and the National Aeronautics and Space Administration.

Andrew holds a Master's Degree from Columbia University in Climate and Society with Concentrations in Data Analysis and Astrophysics, a Bachelor of Science Degree in Physics and a Bachelor of Arts Degree in Mathematics from Rowan University.



Kim Johnson, Key Account Manager, Apogee Interactive, Inc.

Kim has spent over 25 years in technology sales. She works directly with Apogee's clients such as Con Edison, Orange & Rockland, Duquesne, and Unitil on development and execution of their digital customer engagement strategies. Prior to joining Apogee, she held the position of Vice President of National Accounts for GTxcel, a Massachusetts based digital publishing solution provider. She has held leadership positions at the Sayers Group and NEC Computer Systems Division, and served on the Board of Directors for Association Media & Publishing.

Kim holds a Bachelor of Science in Communication Disorders from the University of New Hampshire.

Questions

Thank You!

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