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Sent: 9/23/2013 3:41:50 PM
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Subject: Speaker Presentations for Oct 8th en banc

Marzia and I just spoke with the three speakers for the enbanc. We said we would share their overall presentation directions with you, and have provided highlights below. At this time, there is nothing in writing, but they will each have powerpoint presentations, which will be sent to us on October 7th. As they come in, we will forward them on to you.

In the meantime, here are highlights of the three speakers' presentations at the en banc:

1. Joe Scalise, Director, Bain: Will discuss what the current CA IOU regulatory model is and what the stressors to that model are, as well as how to tell what the genuine disruptions are using distributed technology as an example. He'll then outline the choices of business models and the methods and criteria by which the CPUC could evaluate them.
2. Greg Guthridge, Director, Accenture: Will discuss the disruptive challenges of the changing customer trends and behaviors, including what services the customers want and who they want to receive those services from.
3. Matt Rogers, Director, McKinsey: Will discuss the history of how we arrived at our current business model. He will then discuss the 10 key questions to ask in the search for a new model and a coherent process to approach answering those questions.

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