

From: Allen, Meredith  
Sent: 8/11/2014 7:43:05 AM  
To: Zafar, Marzia (marzia.zafar@cpuc.ca.gov)  
Cc:  
Bcc:  
Subject: Re: Job Opportunity at PG&E--Retail Strategy

Thanks. I will follow up and let you know.

On Aug 8, 2014, at 3:06 PM, "Zafar, Marzia" <marzia.zafar@cpuc.ca.gov> wrote:

Hi,

Here it is, the job posting.

marzia

*Marzia Zafar – California Public Utilities Commission – [Zaf@cpuc.ca.gov](mailto:Zaf@cpuc.ca.gov) – 415-703-1997*

----- Forwarded message -----

From: Redacted  
Date: Tue, Jul 15, 2014 at 11:09 PM  
Subject: Job Opportunity at PG&E--Retail Strategy  
To: "Long, Lourdes" <[llong@mba2014.hbs.edu](mailto:llong@mba2014.hbs.edu)>

Hi Lourdes,

I hope all is well with you! I just wanted to send you a quick note because an opportunity came up here at PG&E and I thought you would be a great fit.

My colleague [Redacted] is heading up PG&E's efforts to define its "Retail Strategy" over the next 5-10 years. PG&E is currently grappling with questions like, "How should PG&E position itself in the retail market given that an increasing number of companies are disrupting the traditional utility monopoly over customer energy communications and services? (the Google Nests, SolarCitys, Comcasts of the world) Should PG&E become an entirely pipes and wires company? Should PG&E start its own unregulated play in the DG space?"--and other related topics.

PG&E hired a team from McKinsey to kick off the work over the past few months. They presented their recommendations a couple of weeks ago and now that there is some basic executive buy-in on the topic, David is looking for someone to help take the initiative to the next step.

I remember you reaching out last year regarding PG&E and also that you had a strong interest in strategy matters in the energy industry. If you're available, I really believe this would be a great opportunity at a utility on the cutting edge of these issues. In addition, the position would be chalk full of executive exposure [Redacted] reports to our Chief Customer Officer). If you're interested, please let me know and I can connect you with [Redacted]

Best,

[Redacted]

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Evan Hindman

[Redacted]

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