

Residential & Commercial Energy Fact Sheet

Ambit Energy is a residential and commercial retail energy provider. Our residential Customers enjoy substantial savings on their energy bills, and can take advantage of our attractive Travel Rewards program. Plus, our Free Energy program enables Customers to reduce, or even eliminate, their monthly energy charges by referring friends and associates to use Ambit Energy service.

We provide residential and small commercial energy to specific markets in these deregulated states:

- **California** – Natural Gas
- **Connecticut** – Electricity
- **Delaware** – Electricity
- **Illinois** – Electricity and Natural Gas
- **Maine** – Electricity
- **Maryland** – Electricity
- **Massachusetts** – Natural Gas
- **New Hampshire** – Electricity
- **New Jersey** – Natural Gas
- **New York** – Electricity and Natural Gas
- **Pennsylvania** – Electricity and Natural Gas
- **Rhode Island** – Electricity
- **Texas** – Electricity
- **Virginia** – Natural gas
- **Washington, D.C.** – Electricity and Natural Gas
- **Ohio** – Coming Soon!

We attract and gain Customers through a widespread network of Independent Consultants. In the highly competitive market for energy consumers, this acquisition strategy has proven to be the most effective way to gather loyal Customers. In fact, it has allowed us to become one of the fastest-growing retail energy providers in the United States.

Behind it all is BlueNet™, our proprietary, integrated Customer management and billing technology. The system was designed by our IT team for use only by Ambit Energy and our licensees. This comprehensive and patented software engine manages all aspects of the Customer lifecycle – from utility transactions between Customers and transmission providers to web-based account management tools to billing and collections of energy accounts.

Fast Facts

Executive Leadership:

- **Jere Thompson, Jr., Chief Executive Officer & Co-Founder**
- **Chris Chambliss, Chief Marketing Officer & Co-Founder**
- **John Burke, Chief Information Officer**
- **Laurie Rodriguez, Chief Financial Officer**

Locations:

- **Corporate Headquarters: Dallas, TX**
- **Operations/Call Center Headquarters: Plano, TX**

Growth:

Five-year (2009 – 2013) Revenue Growth: 375%

Five-year (2009 – 2013) Employee Growth: 374%

Five-year (2009 – 2013) Customer Growth: 429%

Accolades

Direct Selling News

Ambit Energy Ranks #12 – DSN Global 100: The Top Direct Selling Companies in the World
April 2014

JD Power Award NY

J.D. Power Awards Ambit Energy for Highest Retail Electric Provider Satisfaction in New York Region
July 2013

JD Power Award CT, NJ and PA

J.D. Power Awards Highest Ranking for Retail Electric Provider Satisfaction for CT, NJ and PA
August 2014

Inc. 500

Ambit Energy Named One of Inc. Magazine's Fastest-Growing Private Companies for Second Year in a Row
August 2011

Inc. 500

#1 - Inc. 500 Recognizes Ambit Energy as America's Fastest Growing Private Company
August 2010

Success from Home Magazine

Ambit Energy Featured for Fifth Year in a Row by Success from Home Magazine Volume 10 | Issue 11 | November 2014
November 2014

Better Business Bureau

A+ Rating at the BBB Accredited Business since 11/01/2006 Ambit Energy Holdings, LLC (Headquarters)
8 years of continuous accreditation

Dallas Morning News

Ambit Energy named in Top Places to Work 2014 for Large Companies
November 2014

KRLD Radio

CEO Spotlight on Jere Thompson, Jr.
May 2013

Awards

- Best Mobile Website (my.ambitenergy.com) – 2013 DSA Digital Media Awards
- Top 100 Places to Work (2009, 2010, 2011, 2013, 2014) – *Dallas Morning News*
- Highest Retail Electric Provider Satisfaction in CT, NJ and PA (2014) – J.D. Power
- Highest Retail Electric Provider Satisfaction in New York Region (2013) – J.D. Power
- DSN Global 100 (12th largest with revenues of 1.2B in 2013-2014) – *Direct Selling News*
- DSN Global 100 (14th largest with revenues of \$930M in 2012-2013) – *Direct Selling News*
- DSN Global 100 (15th largest with revenues of \$664M in 2011-2012) – *Direct Selling News*
- DSN Global 100 (31st largest with revenues of \$415M in 2010-2011) – *Direct Selling News*
- DSN Global 100 (38th largest with revenues of \$325M in 2009-2010) – *Direct Selling News*
- DSN Global 100 (#43 with revenues over \$197M in 2008-2009) – *Direct Selling News*
- Ranked #2074 in the 2014 *Inc.* magazine 5000 list
- Ranked #1996 in the 2013 *Inc.* magazine 5000 list
- Ranked #1305 in the 2012 *Inc.* magazine 5000 list
- Ranked #390 in the 2011 *Inc.* magazine 500 list
- Named #1 "America's Fastest-Growing Private Company" in the 2010 *Inc.* magazine 500 list
- Ranked #1 in the prestigious SMU/Cox Dallas 100 (2009 & 2010), recognizing the fastest-growing privately-held company in North Texas
- Best Places to Work (2009) – *Dallas Business Journal*
- Entrepreneur of the Year Award finalist CEO Jere Thompson, Jr. (2009) – Ernst & Young
- Ambit Energy CIO John Burke Wins CTO 25 Award (2010) – Infoworld
- Premier 100 IT Leaders 2009 (CIO John Burke) – *Computerworld*
- 2009 Momentum Awards finalist – *Dallas Regional Chamber of Commerce*

Archives

- **Direct Selling News**, Taking Care of Your People So They Can Take Care of You – February 2015
- **CIO Review**, Revolutionary Changes across IT in the Retail Energy Business – December 2013
- **Dallas Business Journal**, Ranked 19 on the DBJ's listing of Top Private Companies in 2013 – November 2013
- **Direct Selling News**, Ambit: Powering the Path to a Billion-Dollar Company – April 2013
- **D CEO Magazine**, Six Questions for Jere Thompson, Jr. – March 2011
- **KRLD Radio**, CEO Spotlight on Jere Thompson, Jr. – January 2011
- **Business Monthly**, Ambit Enters BGE Market – January 2011
- **Dallas Business Journal**, Ambit Energy Named SMU Cox #1 – November 2010
- **Direct Selling News**, DSN Global 100: The Top Direct Selling Companies in the World – June 2010
- **Dallas Morning News**, Best Places to Work in Dallas-Fort Worth 2010 – June 2010
- **Smart Business Dallas**, Cover Story: Electric Results – May 2010
- **Electric Light & Power**, Ambit Energy Launches Prepaid Energy Plan – May 2010

- **Dallas Business Journal**, [Ambit Energy, First Choice Power to Launch Prepaid Electric Programs](#) – April 2010
- **Dallas Business Journal**, [Facetime with Jere Thompson, Founder of Ambit Energy](#) – February 2010
- **Direct Selling News**, [Turning the Economic Corner: Direct Selling Leads the Way](#) – January 2010
- **ComputerWorld**, [Class of 2010 Yearbook: The Honorees](#) – December 2009
- **Dallas Morning News**, [Best Places to Work in Dallas-Fort Worth 2009](#)
- **Information Week**, [CIO Profiles: John P. Burke, CIO of Ambit Energy](#) – November 2009
- **ebizQ**, [Smart Grid: The SOA of the Utility Industry](#) – November 2009
- **NBC New York**, [Con Ed Wants to Raise Gas Rates](#) – November 2009
- **Dallas Morning News**, [The Dallas 100 for 2009](#) – November 2009
- **Dallas Business Journal**, [Best Place to Work - Midsize Companies](#) – September 2009
- **D CEO**, [34 Great Dallas Entrepreneurs](#) – June 2009
- **Direct Selling News**, [Software and Innovation Lead Ambit to Early Success](#) – May 2009
- **Processor**, [Buck the Budget Blues](#) – April 2009
- **Dallas Morning News**, [Dallas-based Ambit Burning with Ambition for Electricity Sales](#) – March 2009

2015 Press Releases

- 01/26/2015 – [Ambit Energy Hosts 5th Annual Simulcast, Announces Expansion in New Markets and Solar Partnership](#)

2014 Press Releases

- 09/11/2014 – [Ambit Energy Launches Energy Management Tools](#)
- 09/03/2014 – [Ambit Energy AMBITION Conference, Brings in \\$14 Million Economic Impact for the City of Dallas](#)
- 08/28/2014 – [Ambit Energy Receives J.D. Power's Highest Ranking for Retail Electric Provider Satisfaction for CT, NJ and PA](#)
- 08/26/2014 – [Ambit Energy Recognized as Five-Time Inc. 500 | 5000 Honoree](#)
- 07/24/2014 – [Ambit Energy Introduces Power Payback™, Rewards Texas Customers Who Save Energy During Peak Demand](#)
- 04/25/2014 – [Ambit Energy Named World's Largest Direct Seller of Energy for Second Consecutive Year](#)
- 01/14/2014 – [Ambit Energy Hosts 4th Annual Simulcast, Announces Expansion into Virginia and New Hampshire](#)

2013 Press Releases

- 11/11/2013 – [Ambit Energy Ranked No. 30 in The Dallas Morning News' 2013 Top 100 Places to Work](#)
- 11/05/2013 – [Ambit Energy Expands Into Rhode Island, Delaware](#)
- 10/01/2013 – [Ambit Energy Hosts More Than 10,000 in Dallas at 7th Annual AMBITION Conference](#)
- 09/10/2013 – [Ambit Energy to Host more than 10,000 for 7th Annual AMBITION 2013 Conference](#)
- 07/09/2013 – [J.D. Power Awards Ambit Energy for Highest Retail Electric Provider Satisfaction in New York Region](#)
- 05/22/2013 – [Ambit Energy Reaches \\$1 Billion in Annual Revenue in Only Seven Years](#)
- 05/15/2013 – [Ambit Energy Named World's Largest Direct Seller of Energy](#)
- 01/23/2013 – [Ambit Energy Surpasses 1 Million Customers in 2012](#)

2012 Press Releases

- 11/13/2012 – [Ambit Energy Launches MyAmbit Account Mobile App](#)
- 10/02/2012 – [Ambit Energy Placed On 2012 InformationWeek 500 List of Top Technology Innovators Across America](#)
- 09/06/2012 – [Ambit Energy Hosts more than 9,000 for 6th annual conference, creates \\$10,000,000 in Economic Impact](#)
- 05/30/2012 – [Ambit Energy Tops 850,000 Customers](#)
- 04/18/2012 – [Ambit Energy Earns #15 Ranking on Direct Selling News Global 100 List for 2011](#)
- 03/06/2012 – [Ambit Energy Named Presenting Sponsor of KidSwing](#)
- 02/08/2012 – [Ambit Energy Tops 700,000 Active Customers](#)
- 01/30/2012 – [Ambit Energy Kicks Off 2012 with Northeast Expansion Plans](#)

2011 Press Releases

- 11/12/2011 – [Ambit Energy Named to Top 100 Places to Work 2011](#)
- 08/23/2011 – [Ambit Energy Named One of Inc. Magazine's Fastest-Growing Private Companies](#)
- 08/22/2011 – [Ambit Energy Surpasses "600,000 Customer" Milestone](#)
- 08/17/2011 – [Ambit Energy Now Available in Multiple New York Territories](#)
- 08/10/2011 – [Ambit Energy Ranks #31 Out of Top 100 Direct Selling Companies in the World](#)
- 08/04/2011 – [Ambit Energy Provides Tips to Cool Down Your Home and Save Money](#)
- 06/13/2011 – [Ambit Energy Announces Electricity Expansion in Illinois](#)
- 06/13/2011 – [Ambit Energy Announces Service Growth in New York](#)
- 06/09/2011 – [Ambit Energy Surpasses 500,000th Active Customer Milestone](#)
- 04/07/2011 – [Ambit Energy Expands Electricity Service to 3 Million Residents in Pennsylvania](#)
- 04/05/2011 – [Ambit Energy's John Burke Named IT Executive of the Year by DFW SIM Chapter](#)
- 01/31/2011 – [Ambit Energy Ends Record Year with Two Additional Company Recognitions](#)

2010 Press Releases

- 08/04/2010 – [Inc. 500 Recognizes Ambit Energy as America's Fastest Growing Private Company](#)

- 06/28/2010 – Ambit Energy Appoints Cynthia Williams Young Senior Vice President and Chief Service Officer
- 06/23/2010 – Ambit Energy Launches Prepaid “Smart Plan” Website for Texas
- 06/23/2010 – Ambit Energy CIO Wins 2010 InfoWorld CTO 25 Award
- 05/13/2010 – Ambit Energy Launches Landmark Pre-Paid Energy Plan
- 04/01/2010 – Ambit Energy CIO John Burke Selected as Keynote Speaker at CIO Utilities Summit
- 04/01/2010 – Ambit Energy Launches Service in NYSEG Territory

2009 Press Releases

- 12/17/2009 – Ambit Energy CIO Recognized as Computerworld Premier 100 IT Leader
- 11/09/2009 – Ambit Energy Receives Best Places to Work Honors Twice
- 11/05/2009 – Ambit Energy Recognized as ‘Fastest-Growing Company’ in Dallas
- 10/19/2009 – Ambit Energy to Launch Service in NYSEG Territory
- 09/29/2009 – Ambit Energy Launches Small Commercial Customer Program in Con Edison Territory
- 06/30/2009 – Ambit Energy CEO Selected as Finalist in 2009 Ernst & Young Entrepreneur of The Year® Program
- 05/18/2009 – Ambit Energy Launched Service in National Grid Territory April 15

2008 Press Releases

- 11/07/2008 – Ambit Energy Expands Service into New York’s National Grid Territory
- 10/27/2008 – Commerce Energy Sells Texas Retail Electric Business for \$14.8 Million
- 09/26/2008 – Ambit Energy Joins Direct Selling Association (DSA)
- 09/26/2008 – Ambit Energy to Offer Access to Health Care for Independent Consultants
- 09/26/2008 – Ambit Energy Offers Free Energy to Customers
- 08/20/2008 – David Biegler Joins Ambit Energy Investors
- 05/28/2008 – Ambit Energy Launches Natural Gas Service in Illinois

2007 Press Releases

- 11/02/2007 – Ambit Energy Announces Expansion into Illinois Natural Gas Market
- 10/29/2007 – Ambit Energy Introduces Texans to New Lone Star PLUS Plans
- 10/29/2007 – Ambit Energy Featured in InBusiness Magazine
- 10/29/2007 – Ambit Energy Launches Green-e Energy™ Certified Electricity Service in Texas and New York
- 04/17/2007 – Ambit Energy Announces New York Launch
- 04/17/2007 – Ambit Energy Announces New York Launch
- 02/01/2007 – Ambit Energy Set to Offer Service in New York City
- 01/31/2007 – Ambit Energy Joins Better Business Bureau of Dallas
- 01/30/2007 – Ambit Energy Guarantees Customer Satisfaction.
- 01/16/2007 – Joey Carter Joins Ambit Energy Investors

2006 Press Releases

- 12/19/2006 – Ambit Energy to Lock in Low Electricity Rate for Texans
- 12/19/2006 – Ambit Keeps Savings Simple for Texas Electric Customers
- 12/13/2006 – Ambit CEO Named to Dallas Citizens Council Board

Additional Research

Be sure that the sources you use for your research are credible themselves.

- [How to respond to online review sites like ConsumerAffairs.com](#)

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Save Money: www.getonambit.com
 Make Money: www.getinambit.com