



# Mantis Innovation Partner Roadmap

A Comprehensive Guide to Understanding all of the  
Benefits of Becoming an Energy Partner

# Table of Contents

- 2 ..... **About Mantis**
- 3 ..... **Program Overview**
- 3 ..... **Exclusive Features**
- 4 ..... **The Mantis Energy Partner Difference**
- 4 ..... We Help Your Organization Stay One Step Ahead
- 4 ..... Dedicated Partner Success Representative
- 5 ..... Support and Training
- 6 ..... Partner Perks
- 7 ..... Supplier/Market Access
- 8 ..... Commissions
- 9 ..... Sales Partner Network
- 10 ..... **Mantis Technology Deep Dive**
- 11 ..... Procure
- 12 ..... Sales Enablement Platform
- 12 ..... White Label Web Site
- 13 ..... Periscope
- 14 ..... Demand Manager
- 15 ..... **More Than Just Energy**

## About Mantis

Mantis Innovation is the premier provider of smart solutions that deliver better building performance through managed facility services and turnkey program management. Mantis leverages expertise from a vast array of professional disciplines in engineering, comprehensive data collection and analysis, technology-enabled solutions, and a network of trusted partners. The Mantis Innovation managed solutions include energy procurement, demand management, solar, roofing, building envelope, pavement, LED lighting, HVAC/mechanical, building automation systems, and data center optimization. Mantis is headquartered in Houston, Texas, with 17 locations across the United States from Massachusetts to Washington.

### Award Winning Energy Solutions Group

We are frequently recognized by clients, suppliers and associations for overall satisfaction, ease of doing business, ethical business practices, client service, and market knowledge.



# The Mantis Innovation Energy Partner Program

## Program Overview

As a Partner, you gain access to Mantis Innovation's vast supplier network, our broker licenses, advanced technology, and full array of energy procurement solutions.

- Leverage a new revenue stream for your business by selling energy commodity products using the Mantis Innovation Platform.
- Access Mantis Innovation's advanced Reverse Auction, Procure, a proven method for energy procurement.
- Utilize Mantis' proprietary Sales Enablement Platform or integrate features on your current site.
- Maintain your company's unique brand identity with Mantis Innovation's white labeled website.
- Choose from multiple payment options including upfront payments from all suppliers.

## Exclusive Features



### Industry Leading Commissions

The retail energy industry provides a unique business opportunity that can provide significant income, while also allowing you to be free to decide when and how much you work.



### Procure (Reverse Auction Platform)

Our, first in the industry, white label platform gives you the ability to custom-brand our technology to deliver unparalleled energy solutions.



### Ongoing Support & Training

As part of your Mantis partnership, a dedicated Account Manager is always on-hand to provide in-depth expertise and valuable insights on market conditions, sales strategies, and any other energy-related inquiries.



### Supplier/Market Access

Expand your reach by leveraging Mantis Innovation's status as a licensed\* broker and/or aggregator in energy markets nationwide, giving you access to all the nation's top suppliers.



### Advanced Technology

Our technology provides an all-encompassing, data-driven approach and a reliable, efficient, and ROI-focused partner experience.



### Extended Suite of Solutions

We don't only offer energy procurement solutions; we offer managed facility services and turnkey program management with technology-enabled solutions that target the entire building footprint.

# THE MANTIS ENERGY PARTNER DIFFERENCE

## We Help You Stay One Step Ahead

To stay competitive in today's energy market, you need to offer clients something better than the competition: better service, better pricing, and better expertise. At Mantis Innovation, we provide you with all the tools and resources you need to increase price competitiveness, expand your service offerings, and grow your business.

**With Mantis Innovation's one-stop-shop approach, energy procurement is simpler and more cost-effective – for you and for your clients.**

### Performance Driven

As your partner, we work with you to achieve success, all with zero out-of-pocket costs or monthly fees.

### Technology Focused

Our advanced Mantis Procure reverse auction technology and Sales Enablement Platform establish your organization as a technology and service-oriented leader.

### Full Solutions & Coverage

Our full range of solutions and nationwide energy market coverage expand your footprint while boosting client outreach.

### Optimized for Efficiency

We provide sales and marketing materials, contract distribution, and dedicated support every step of the way.

## Dedicated Partner Success Representative

When you become a partner with Mantis Innovation, you will be assigned a dedicated Account Manager who will be there to assist you in your day-to-day needs. Our Account Managers have years of experience and are able to provide market expertise and insights to help you be successful. Your Account Manager is also there to assist you with client management and can give you tips on how to close those hard-to-get deals.





## Support and Training

As part of your Mantis partnership, your dedicated Account Manager is always on-hand to provide in-depth expertise and valuable insights on market conditions, sales strategies, and any other energy-related inquiries.

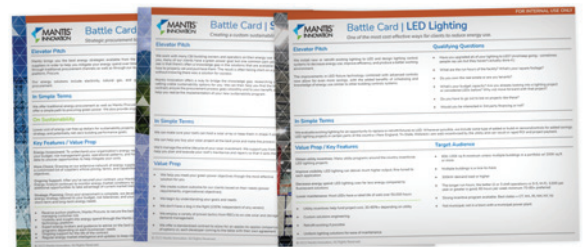
If you're new to the energy industry, our experts will work closely with you to ensure deals close successfully. In addition, your Account Manager is available to provide energy market guidance and offer assistance with any of the Mantis Innovation solutions.

**Below is just some of the supporting material you will have access to with Mantis.**

### Webinars



### Battlecards



### Onboarding Packet



### Solution Overviews



### Market Intelligence



### Presentation Decks



## Partner Perks

Along with providing the tools and support necessary to be successful, here at Mantis Innovation we also want to acknowledge those successes. You start with Mantis Innovation as a Sales Partner and, as milestone sales numbers are hit you are promoted to a higher status level.

Your status level is determined by the total number of energy units (1 kWh = 1 unit, 1 therm = 10 units) you have sold over a rolling 12 month period. Partners who achieve a higher status will receive access to special sales promotions, perks and other rewards!

Every kilowatt-hour (kWh) of electricity equals 1 unit. Every therm (thm) of natural gas equals 10 units. For example, if a client who consumes 100,000 kWh annually signs a 4-year contract term, you will earn 400,000 units towards your status.

### Mantis Innovation Sales Partner Tier Breakdown

	<b>Sales Partner</b> <i>0 - 999,999 Units Sold</i>	<b>Silver Sales Partner</b> <i>1,000,000 - 4,999,999 Units Sold</i>	<b>Gold Sales Partner</b> <i>5,000,000 - 14,999,999 Units Sold</i>	<b>Platinum Sales Partner</b> <i>15,000,000+ Units Sold</i>
Customized Website with Logo	✓	✓	✓	✓
Dedicated Account Manager	✓	✓	✓	✓
Access to our Sales Enablement Platform	✓	✓	✓	✓
Recruit to Your Partner Downline	✓	✓	✓	✓
Mantis Innovation Starter Pack**	✓	✓	✓	✓
Invitation to Sales Partner Events	✓	✓	✓	✓
On Demand Support Department	✓	✓	✓	✓
Training Webinars and Conference Calls	✓	✓	✓	✓
Marketing Gift Card*		\$25	\$50	\$75
Exclusive Promotions (Tier Specific)		✓	✓	✓
Marketing Materials and Promo Items*		✓	✓	✓
Mantis Innovation Branded Polo**		✓	✓	✓
Mantis Innovation Email Address**			✓	✓

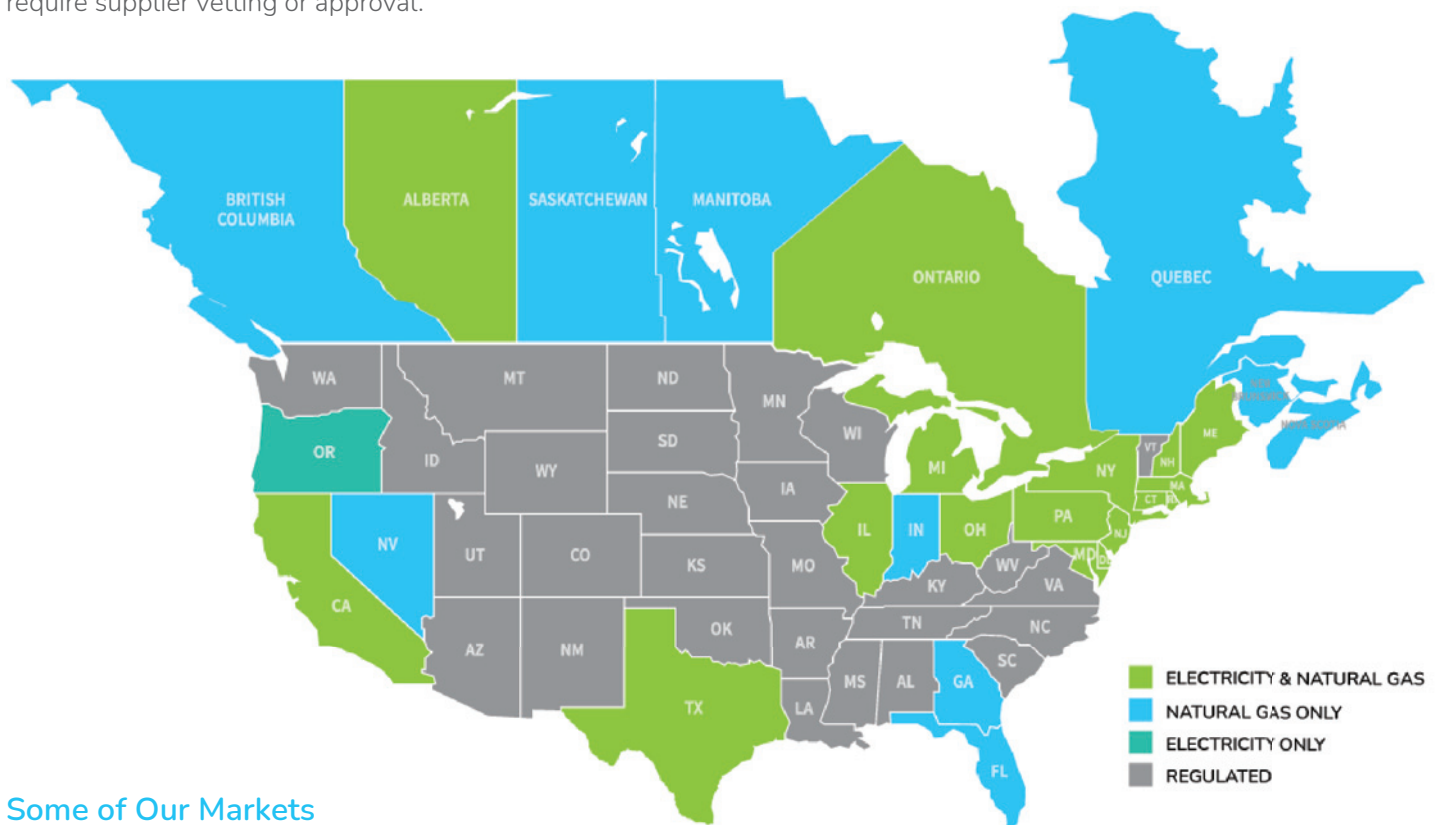
\* Marketing items can be purchased and downloaded.

\*\* Available upon request for qualifying partners.

## Supplier/Market Access

As you explore new energy markets, the expenses of entering those markets is sometimes cost-prohibitive. As a Mantis Innovation partner, your firm can leverage our reach as a licensed broker/aggregator to your advantage, enabling you to sell energy in deregulated markets, and offer a broad range of competitive energy solutions in regulated markets.

Additionally, our partnerships with over 100 energy suppliers nationwide ensures you have a built-in relationship that won't require supplier vetting or approval.



### Some of Our Markets

#### Alberta, CA

All Gas and Electric Utilities  
British Columbia, CA  
All Gas Utilities

#### California

Pacific Gas & Electric (PG&E)  
San Diego Gas & Electric (SDG&E)  
Peoples Gas  
Southern California Gas (SoCalGas)

#### Connecticut

Connecticut Natural Gas (CNG)  
Eversource (Formerly CL&P)  
Eversource (Formerly Yankee Gas)  
Southern Connecticut Gas (SCG)  
United Illuminating (UI)

#### Delaware

Delmarva Power  
District of Columbia  
Potomac Edison Power Company (PEPCO)  
Washington Gas Light (WGL)

#### Florida

Central Florida Gas (CFG)  
Florida City Gas (FCG)  
Florida Public Utilities (FPU)  
Peoples Gas / TECO Gas

#### Georgia

Atlanta Gas Light

#### Illinois

Ameren Utilities  
Commonwealth Edison (ComEd)  
MidAmerican Energy  
NICOR  
North Shore Gas  
Eversource (Formerly NSTAR)  
Peoples Gas

#### Indiana

Citizens Gas  
NIPSCO  
Vectren Energy Delivery

#### Maine

Bangor Gas Company  
Central Maine Power (CMP)  
Emera Main (Bangor Hydro)  
Maine Natural Gas  
Unitil

#### Maryland

Baltimore Gas & Electric (BG&E)  
Chesapeake Utilities  
Columbia Gas of Maryland  
Delmarva Power  
Potomac Edison Power Company (PEPCO)  
Potomac Edison  
Southern Maryland Electric Co-Op (SMECO)  
Washington Gas Light (WGL)

#### Massachusetts

Berkshire Gas  
Columbia Gas of Massachusetts  
Liberty Utilities (Formerly New England Natural Gas)  
National Grid Massachusetts  
Eversource (Formerly NSTAR)  
Eversource (Formerly WMECO)  
Unitil (Formerly Fitchburg Gas & Electric)

#### Manitoba, CA

All Gas Utilities

#### Michigan

Consumers Energy  
Mich-Con DTE  
Michigan Gas Utilities  
SEMCO Energy

#### Nevada

New Hampshire  
Eversource (Formerly PSNH)  
Liberty Utilities (Formerly Granite State)  
Unitil

#### New Jersey

Atlantic City Electric  
Elizabethtown Gas  
Jersey Central Power & Light (JCP&L)  
New Jersey Natural Gas (NJNG)  
Public Service Gas & Electric (PSE&G)  
Rockland Electric

#### South Jersey Gas

#### New York

Central Hudson Gas & Electric  
Consolidated Edison (ConEd)  
National Fuel Gas  
National Grid  
New York State Electric & Gas (NYSEG)  
Orange & Rockland (O&R)  
Rochester Gas & Electric (RG&E)

#### Ohio

AEP Ohio  
Cleveland Electric Illuminating (CEI)  
Columbia Gas of Ohio  
Dayton Power & Light (DP&L)  
Dominion East Ohio  
Duke Energy Ohio  
Ohio Edison (OE)  
Toledo Edison (TE)  
Vectren Energy Delivery

#### Ontario, CA

All Gas and Electric Utilities

#### Oregon

#### Pennsylvania

Columbia Gas of Pennsylvania  
Duquesne Power  
Metropolitan Edison  
National Fuel Gas

#### Pennsylvania Electric Company

(Penelec)  
Penn Power  
Peoples Gas  
Philadelphia Electric Co. (PECO)  
Philadelphia Gas Works (PGW)  
PPL Electric (PPL)  
UGI Central Penn  
UGI Penn Natural Gas  
UGI Utilities  
West Penn Power

#### Quebec, CA

All Gas Utilities

#### Rhode Island

National Grid

#### Saskatchewan, CA

All Gas Utilities

#### Texas

Atmos Energy  
AEP Texas Central  
AEP Texas North  
Centerpoint Energy  
Oncor  
Sharyland  
Texas-New Mexico Power (TNMP)

## Commissions

### How much money can you really make as a Mantis Energy Partner?

At Mantis, we strive to help our partners close as many deals and make as much money as possible. Of course, ultimately, this is a direct result of the effort you put into prospecting and closing business. For the highly motivated, there is no limit to your earning potential.









Our industry-leading commission plans help you earn more than you would with any other energy partner. With Mantis, you can earn higher commissions on the deals you close versus closing with any other Partner or network. We provide access to the entire market, giving you the ability to expand your retail energy offering to a larger audience and higher value customers, finding more prospects, and closing more deals.

The retail energy industry offers a unique business opportunity that can provide significant income, while also allowing you to be free to decide when and how much you work.









Additionally, we offer partners the technology and support needed to successfully transact business and grow. Whether you are currently working with another broker or are new to the energy sector, we have the solution for you. After working many years to build a book of clients, the last thing you want to worry about is being paid accurately and on time. We provide partners with financial stability. We pride ourselves on exceptional commission reporting and payments.

*\* NOTE: These are just examples of what a commission could look like, actual commissions will vary. Mantis Innovation offers several Partner programs based on experience and level of support; commission payouts differ with each program. Contact us today to find out which program best fits you.*

#### Electricity Examples\*

	 Average Monthly kWh	 Per kWh Commission	 Contract Term in Months	 Total Commission
 <b>Average Commercial Client</b>	90,348	× \$0.001	× 24	= \$2,168
 <b>Large Commercial Client</b>	880,120	× \$0.001	× 24	= \$21,123
 <b>Average Commercial Client</b>	88,645	× \$0.002	× 36	= \$6,382
 <b>Large Commercial Client</b>	761,130	× \$0.002	× 18	= \$27,401

#### Natural Gas Examples\*

	 Average Monthly Therm	 Per Therm Commission	 Contract Term in Months	 Total Commission
 <b>Average Commercial Client</b>	6,791	× \$0.01	× 24	= \$1,630
 <b>Large Commercial Client</b>	75,126	× \$0.01	× 24	= \$18,030
 <b>Average Commercial Client</b>	6,845	× \$0.02	× 36	= \$4,928
 <b>Large Commercial Client</b>	80,564	× \$0.02	× 18	= \$29,003

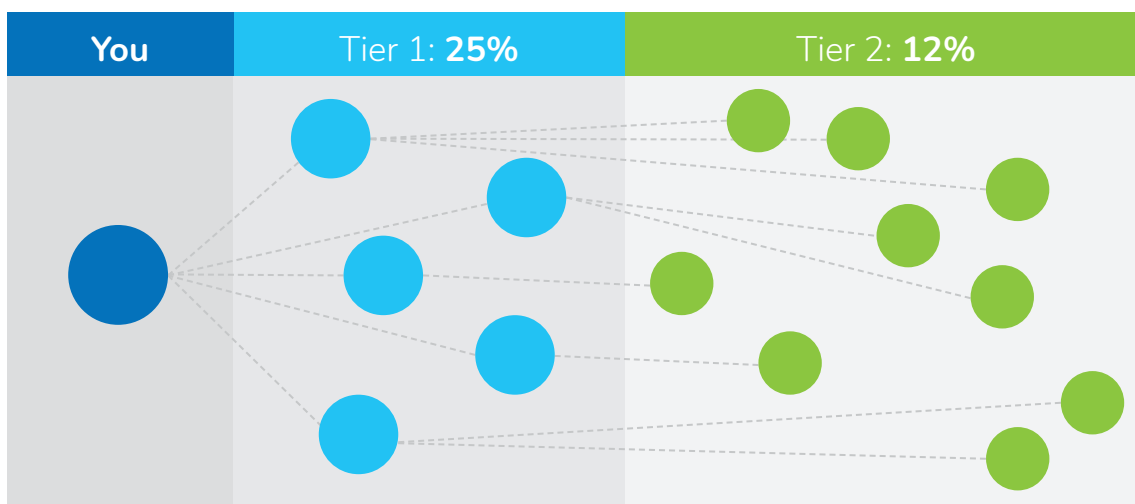


## Sales Partner Network

### Increase your commissions further with our partner network

A Sales Partner Network is another great opportunity for you to earn revenue as a Mantis Partner. When you recruit new Sales Partners to your network, you will earn up to a 25% commission override on anything they sell. For example - if your Tier 1 Partner closes a deal worth \$1,000, you will earn \$250!

You have the ability to recruit anyone to your Sales Partner Network! Family members, co-workers, and community colleagues all make great recruits. Remember, it's a numbers game: the bigger your sales network, the more sales you can benefit from.



### More Than Just Procurement

We offer our partners a full portfolio of solutions that bridges the gap between today's operations and tomorrow's sustainability initiatives. Here are just some of the additional solutions we offer.



#### Lighting Retrofits

A lighting retrofit is one of the most cost-effective ways to reduce energy use. Additionally, lighting is one of the first steps in a sustainability strategy.



#### Solar

Mantis offers all-encompassing solar solutions. By utilizing proprietary cutting-edge technology, we streamline the entire process and help every step of the way.



#### Demand Management

By utilizing our demand management solution, clients can take control of their energy spend by reducing peak usage spikes caused by a facility's equipment.

# MANTIS TECHNOLOGY DEEP DIVE

Our technology adds benchmarking and visibility, so that today's data informs tomorrow's success.

Mantis uses proprietary technology solutions to provide an all-encompassing, data-driven approach and a reliable, efficient, and ROI-focused Partner experience.

**Our software platforms work together to provide a fully tech-enabled solution for end-to-end facility optimization.**



## Strategic & Intelligent Energy Procurement

Depending on the size and scope of your clients business need, the entire RFP process could take anywhere from one to six months, which is why, for many businesses and government entities, the rigorous RFP procedure is one of pure dread.

Luckily, all of this became remarkably simpler with the invention of the reverse auction. Over the past few years, increasingly more businesses have begun utilizing the new technology to streamline the RFP process and save over 85% of employee time on average.

Getting the best energy pricing should always be a fair and straightforward process. At Mantis Innovation, we look out for your organization – and your bottom line.

Using Procure, our proprietary Reverse Auction, Mantis helps businesses, government agencies, schools, and all types of organizations procure the lowest possible electricity and natural gas rates. Simply put: when suppliers compete, you win.

## How Procure Works

Get real-time offers from the nation's top energy suppliers, with terms and rates customized to your client's current needs and future forecasts.



Upon selection of winning supplier(s) from the reverse auction, Mantis Innovation will:

- Provide you with the appropriate documents for execution
- Confirm booking by supplier upon execution
- Verify account enrollments as the start date approaches
- Continually advise on market conditions to manage energy risk

## The Benefits of Procure

Through Procure, you can manage your client's energy supply needs and create optimal savings opportunities in a whole new way.

### Participation is Free

Partners and their clients will never have to worry about out-of-pocket expenses to conduct a Reverse Auction.

### Detailed Summary and Savings

To help your client's make a decision easier, every auction comes with a detailed summary and cost comparison analysis.

### Full Transparency

Clients see every offer that is provided by all participating vendors.

### Live Auction Replay

Mantis provides you and your clients with a video recording of the auction event to ensure compliance for any regulatory audits.

**PROCURE™** 1-877-459-4728 VIEW ALL DEALS BACK TO ADMIN

**Initech**  
 NJ - PJM NJ - 1 meter - 1,713,832 kWh  
 Start Date: Mar 2021  
 Min. Bandwidth: 100%  
 Req. Billing Type: Utility Consolidated Billing (UCB)  
 Req. Payment Terms: No Preference  
 Add/Delete: Not Requested  
 Green Energy: RPS Only  
 Hide Product Details  
 Electricity - Fixed, All-Inclusive (No PT)  
 View Documents

**00:02:47**  
Auction: Running

**Leading Offer**  
**Bulby**  
 \$0.07900 /kWh  
 12 Months  
 Estimated Savings  
 \$-4,598.19 or  
 -3.52%  
 Annually compared to Utility rate

**Live Reverse Auction** 12 Months offers

	12 Month	24 Month	36 Month	48 Month
<b>Bulby</b>	\$0.07900 /kWh	\$0.08020 /kWh	\$0.08110 /kWh	\$0.08000 /kWh
POWER SOLUTIONS	\$0.08018 /kWh	\$0.08180 /kWh	\$0.08086 /kWh	\$0.08018 /kWh
HONEYHIVE	\$0.08008 /kWh	\$0.08210 /kWh	\$0.08210 /kWh	\$0.08359 /kWh
Faraday Energy Group	\$0.08082 /kWh	\$0.08286 /kWh	\$0.08254 /kWh	\$0.08330 /kWh
le dynamisme	\$0.08082 /kWh	\$0.08319 /kWh	\$0.08321 /kWh	\$0.08320 /kWh
STRIKE energy	\$0.08104 /kWh	\$0.08319 /kWh	\$0.08280 /kWh	
power inc.	\$0.08145 /kWh	\$0.08431 /kWh	\$0.08410 /kWh	\$0.08515 /kWh
CHEXA ENERGY	\$0.08231 /kWh	\$0.08145 /kWh	\$0.08431 /kWh	\$0.08410 /kWh
GALAXY ENERGY	\$0.08680 /kWh	\$0.08879 /kWh	\$0.08839 /kWh	\$0.08899 /kWh

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### Save Time and Resources

Your client's time is valuable, which is why we ensure auctions only last for 5-10 minutes on average.

### Equal Terms

Mantis ensures that suppliers competing for your client's business offer identical products – meaning no post-auction surprises.

### No Back and Forth

All vendors can participate simultaneously, ensuring that the lowest price is achieved while significantly reducing time.

### No Obligations

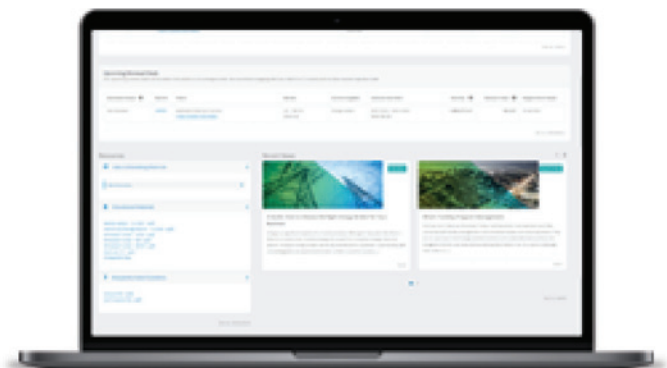
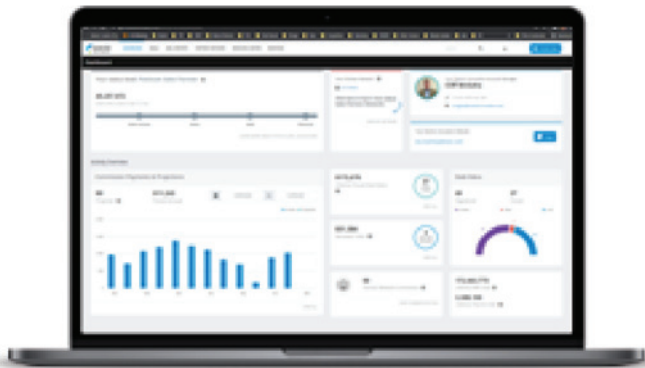
After a reverse auction event, your clients can sign a new contract with their preferred vendor, wait for another time to run a new auction, or simply not contract at all.

## Sales Enablement Platform

With Mantis Innovation as your partner, you gain exclusive access to our proprietary Sales Enablement Platform, enabling you to deliver energy solutions to your clients more efficiently. As a technology leader in the energy industry, Mantis is continually improving its platform to stay up to date with market trends, add new features, and give greater value to our partners.

Just some of the valuable features contained in our Sales Enablement Platform include:

- Simple registration of new accounts
- Notifications for upcoming client renewals
- Detailed view of your clients and opportunities
- Ability to view commissions and payments
- Receive energy pricing
- Custom analysis against utility rates
- Resource Center
- Market Intelligence
- Training Material
- Marketing Collateral
- Partner Network
- Tips and Tricks



## White Label Website

### Professionally Designed

We have created a sleek, stylish, and professional website so you don't have to. You get the benefit of a professionally designed site without any of the cost.

### Get you going quickly

Our white label websites are ready for an out-of-the-box implementation. Your white label website is ready to go when you are.

### White label featuring your logo

Grow your business and grow your brand! With your name and logo on the website you are able to get your name out there.

### Grow your Partner Network

Not only can your web site be used to gain clients, you are also able to use it to grow your Partner Network. Share the benefits of partnering with us and expand your income.





## Your energy spend like you've never seen it before

Periscope by Mantis Innovation offers your clients a centralized and extended viewport into their energy spend and utility data. This single client login provides access to commodity quotes and auction history, billing summaries, PDF invoice copies, analysis, and contract history. We upload the client's energy supply billing data into the platform to provide a straightforward and convenient view of their entire energy supply portfolio. Periscope offers a new way of seeing things. The tool turns the client's data into useful and actionable information, allowing them to quickly understand energy use in each of their facilities and across their portfolio as a whole, regardless of utility provider. Additionally, all energy contracts are stored on the platform, giving their business a central location for all existing third-party energy supplier contracts, making the process much quicker and easier to control.

With Periscope, your clients will gain access to:

### Centralized Data Management

Get a one-stop destination for all energy supply billing and third-party energy supplier contract data, allowing for better budgeting.

### Better Benchmarking

Discover which properties and meters are driving their total energy consumption and supply costs and establish a baseline for future energy consumption and budgeting.

### Continuous Monitoring

Receive instant access to their energy consumption, supply costs, and invoices the moment the data is released by their provider.

### Improved Efficiency

Save time and money by eliminating tedious tasks associated with gathering and managing utility bills.

### Increased Sustainability

Clearly distinguish the percentage within their portfolio that is green energy vs. brown energy. Highlight which properties are using the most energy to identify potential efficiency improvements.

### Ease & Simplicity

View the information they need – when they need it. The cloud-based platform is easy to set up and access on any device. We utilize artificial intelligence (AI) to seamlessly gather billing data.

### Custom Scalability

Easily add additional properties, utilities, and meters from their entire building portfolio.

### Easy Access

Tag any of their pages within the portal and add them to “My Favorites” for quick access.





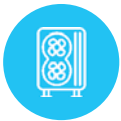
## Mantis now offers your clients the ability to control both sides of their energy bill.

Reduce your client’s overall energy spend by utilizing intelligent energy solutions. Demand Manager provides automated energy demand reduction to help reduce costs, meet operational objectives, and function with greater efficiency.

### Automated Energy Savings

By utilizing our intelligent energy demand management solution, businesses are now able to take control of energy spend by reducing peak usage spikes caused by internal equipment, significantly reducing energy rates.

### With Demand Manager, your clients can control equipment such as:



HVAC



Appliances



Water Heaters



Refrigeration



Lighting



Signage

Demand Manager by Mantis Innovation offers business owners a simple solution to not only save on current energy costs, but also become a leader in energy efficiency. Using our state-of-the-art web application, clients are able to proactively monitor and control their facility’s usage, or simply allow its intelligent automation run in the background, the choice is theirs.

### How Demand Manager Works

After a simple installation of Demand Manager’s smart controller and sensors, we are able to clearly identify energy usage spikes throughout the day. These spikes have a direct correlation to the amount the clients energy utility charges for delivery.

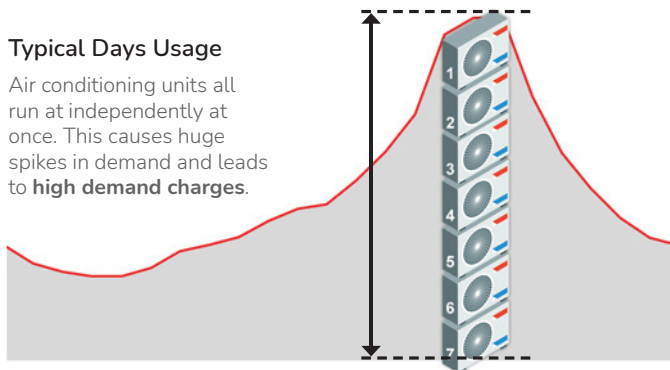
Demand Manager’s smart automation works to stagger equipment and machinery run times to flatten their overall usage pattern resulting in a staggering 20-50% reduction of their demand charges without altering any performance of their facility.

What’s more, Demand Manager can often be implemented with little-to-no upfront costs.

### Example Single Day of Usage

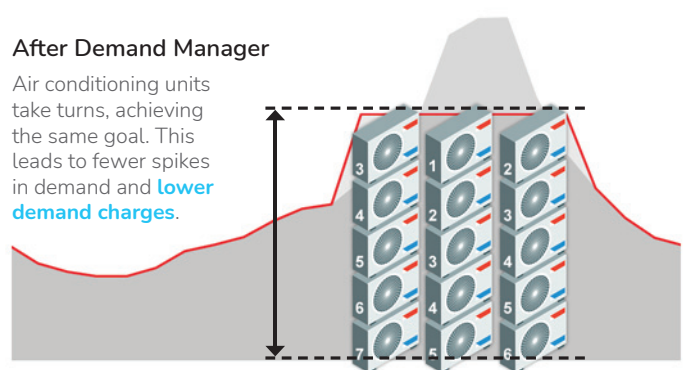
#### Typical Days Usage

Air conditioning units all run at independently at once. This causes huge spikes in demand and leads to **high demand charges**.



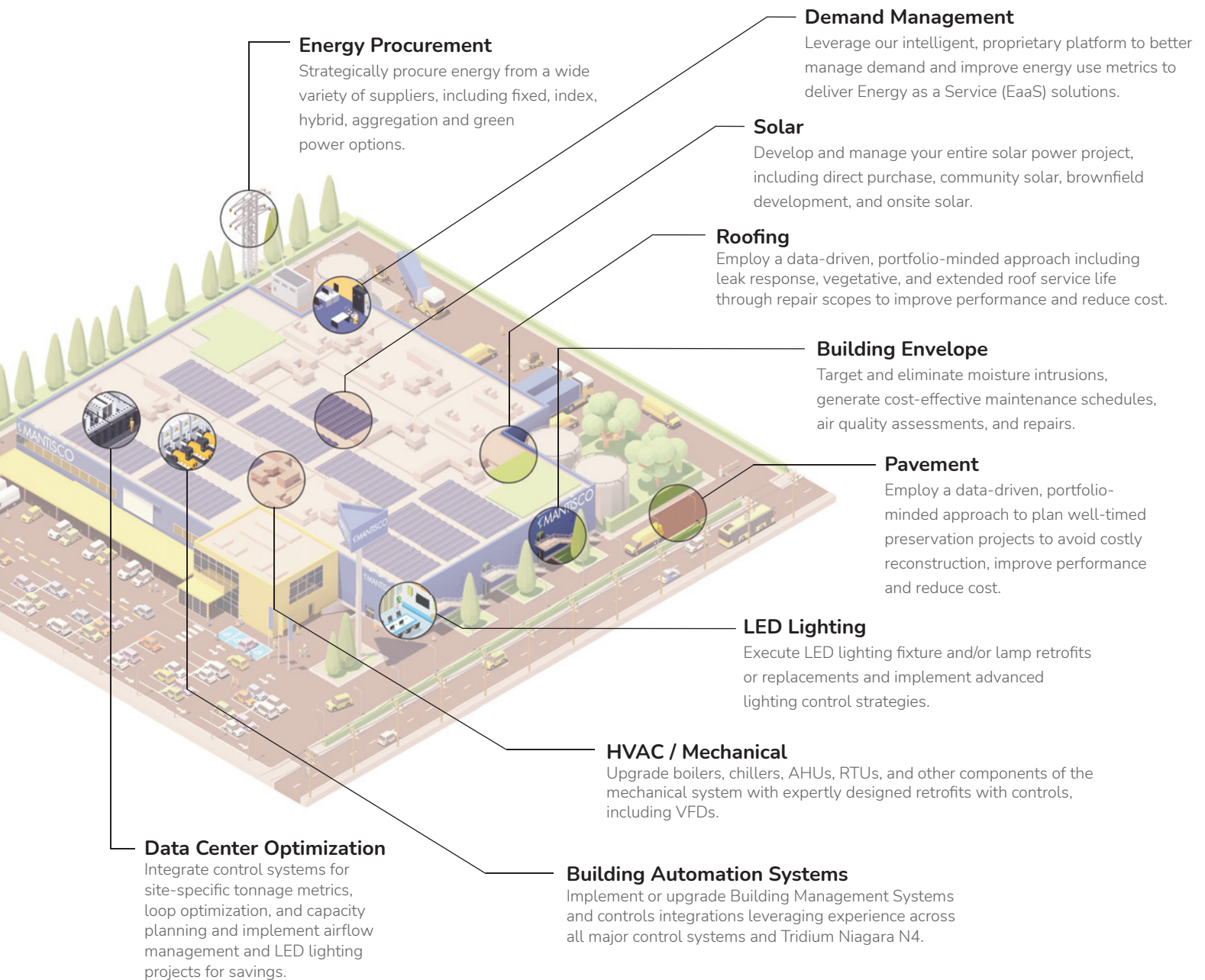
#### After Demand Manager

Air conditioning units take turns, achieving the same goal. This leads to fewer spikes in demand and **lower demand charges**.



Note: Depending on location demand charges vary and are calculated differently.

# COMPLETE EXPERTISE MATTERS



## More Than Just Energy

### Transforming today's performance into tomorrow's success

As more businesses – and your clients – journey towards sustainability, they need experienced support to transform today's operations into tomorrow's results. We not only feature our energy procurement solutions, we're proud to provide managed facility services and turnkey program management with technology-enabled solutions that target the entire building footprint.

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Brunswick, ME 04011

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Edgemoor, DE 19809

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Bedford, MA 01730

2134 Espey Ct #14  
Crofton, MD 21114

50 Derby St #260  
Hingham, MA 02043

3601 W Algonquin Rd #304  
Rolling Meadows, IL 60008

201 Westfield St 2nd Floor  
West Springfield, MA 01089

616 S Coppel Rd  
Coppell, TX 75019

100 Pearl St  
Hartford, CT 06103

717 Franklin Ave #100  
Waco, TX 76701

880 3rd Ave 11th floor  
New York, NY 10022

6312 S Fiddlers Green Cir #100E  
Greenwood Village, CO 80111

410 Riverview Plaza  
Trenton, NJ 08611

621 8th Ave SE  
Olympia, WA 98501

1150 1st Ave #825  
King of Prussia, PA 19406

## Stay Connected

 [www.linkedin.com/company/mantis-innovation](http://www.linkedin.com/company/mantis-innovation)

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2021  
Excellence  
Awards