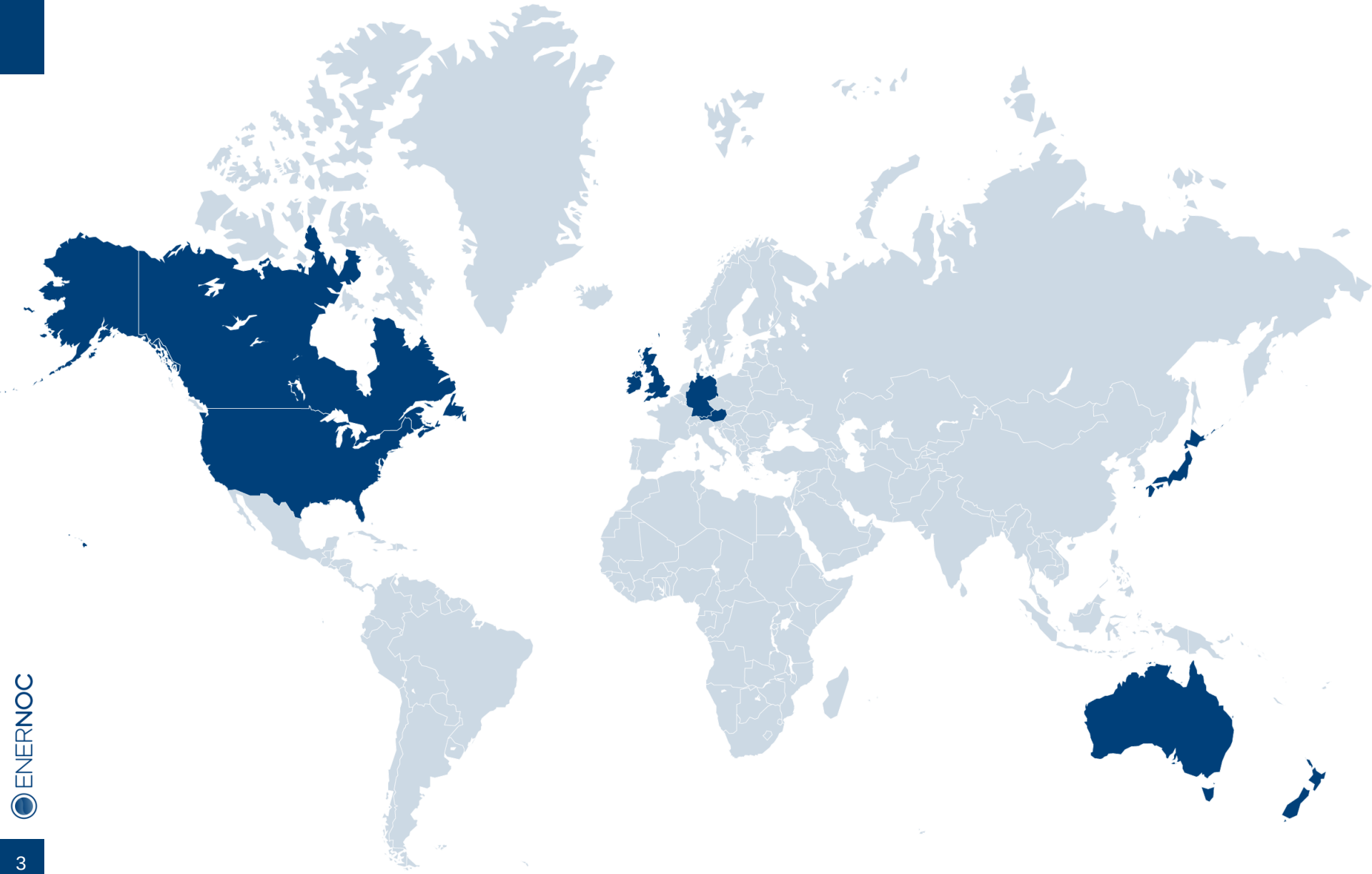
Mission:data Panel

November 18, 2014

Agenda

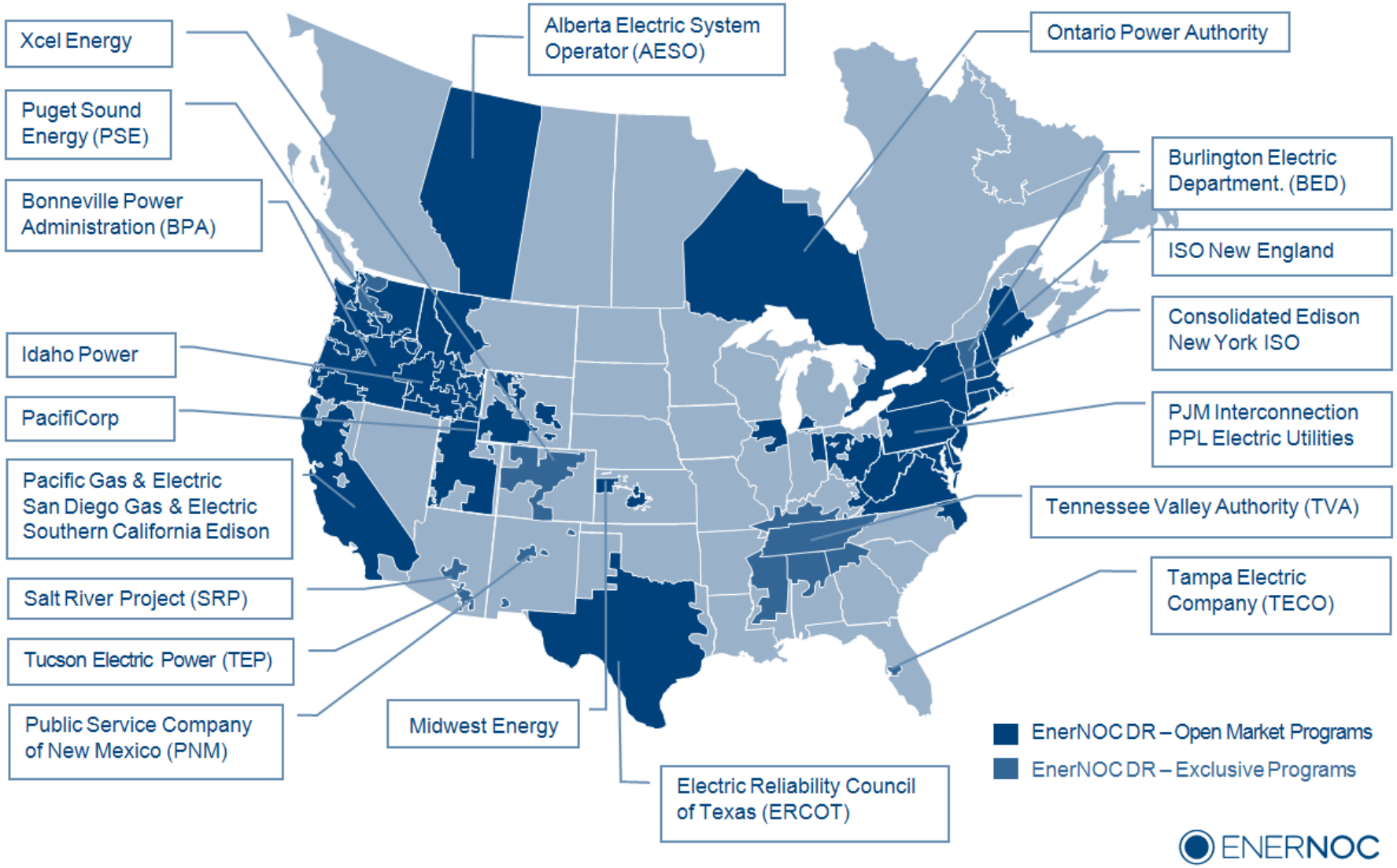
- EnerNOC Overview
- Energy Intelligence Software
- Data Access Drives DR and EE
- Appendix
- Conclusion and Questions

A Global Demand Response Footprint



EnerNOC Demand Response in North America

We are active in every open DR market with bilateral programs in multiple utility service territories.



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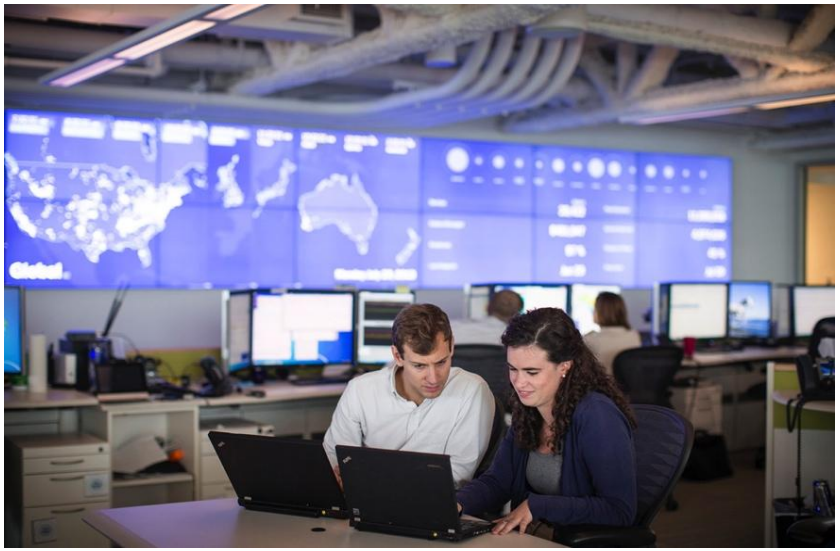
Energy Intelligence Software

Technology is Rapidly Changing How Enterprises Manage Energy

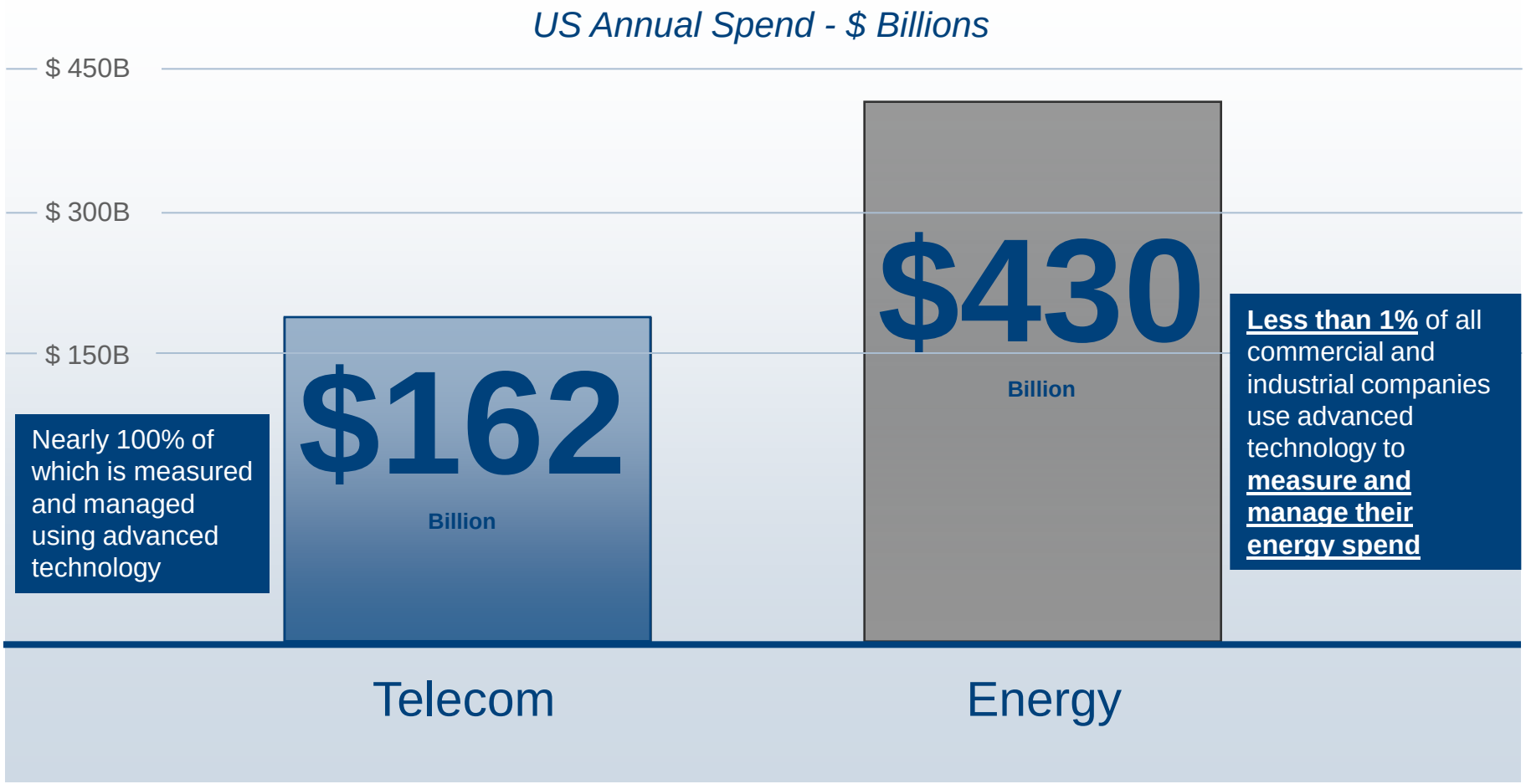


“One thing that I have working for me is people have started to recognize that energy is not rent. It's an actual manageable cost.”

-EnerNOC Consumer Products Manufacturing Customer

You can't manage what you can't measure

Advanced technology is in the infancy of being deployed to better manage energy despite the fact that energy represents a significant expense.



ENERNOC

Energy Intelligence Software

We make organizations better through software that manages the energy cost drivers

1

How you buy it

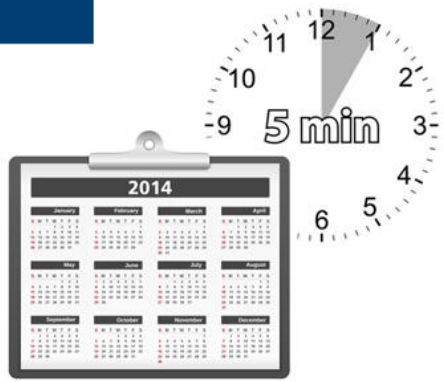
Buying energy isn't as simple as paying a monthly bill.

2

How much you use

The cheapest kilowatt hour is the one you don't use.

3



When you use it

Not all kilowatts are created equal.

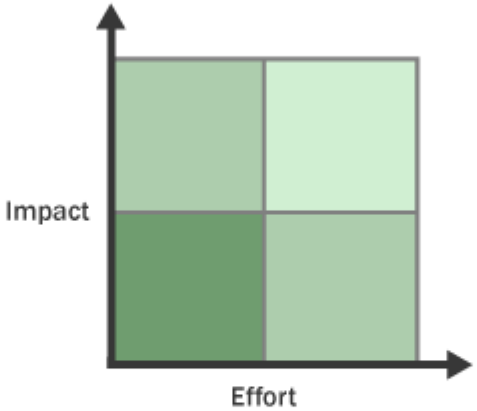
EnerNOC's Approach to Energy Intelligence

- EnerNOC's approach centers on giving organizations ongoing visibility to make intelligent energy decisions – and drive bottom-line results – because energy intelligence isn't just a one-time project.

GET VISIBILITY

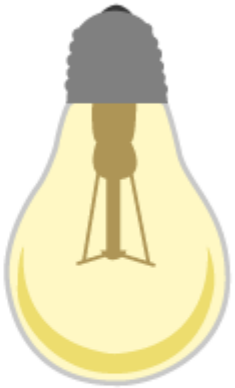
Price data
Usage data
Production data

PRIORITIZE



By ROI
By Ease of Implementation
By Capital Outlay

TAKE ACTION



Start with the quick wins
Build momentum
Reinvest savings

EnerNOC's Energy Intelligence Software

How it is bought

SupplySMART

Supply Management

Software to help companies procure energy, develop budgets, manage risk and manage their energy positions, supported by advice and purchasing support.

Utility Bill Management (UBM)

Software for tracking, integration with accounts payable software, checking and paying utility bills. Includes basic visibility, error discovery and reporting.

How much is used

EfficiencySMART

Visibility and Reporting

Software to track and report to internal and external stakeholders. Includes dashboards, carbon reporting, benchmarking and converting energy to business units.

Facility Optimization

Software for meter analytics and continuous commissioning, supported by a full suite of energy services and implementation support.

Project Management

Software for energy project tracking

When it is used

DemandSMART

Demand Response

Software for reducing real -time demand for electricity by enabling customers to reduce their electricity consumption in response to a market signal.

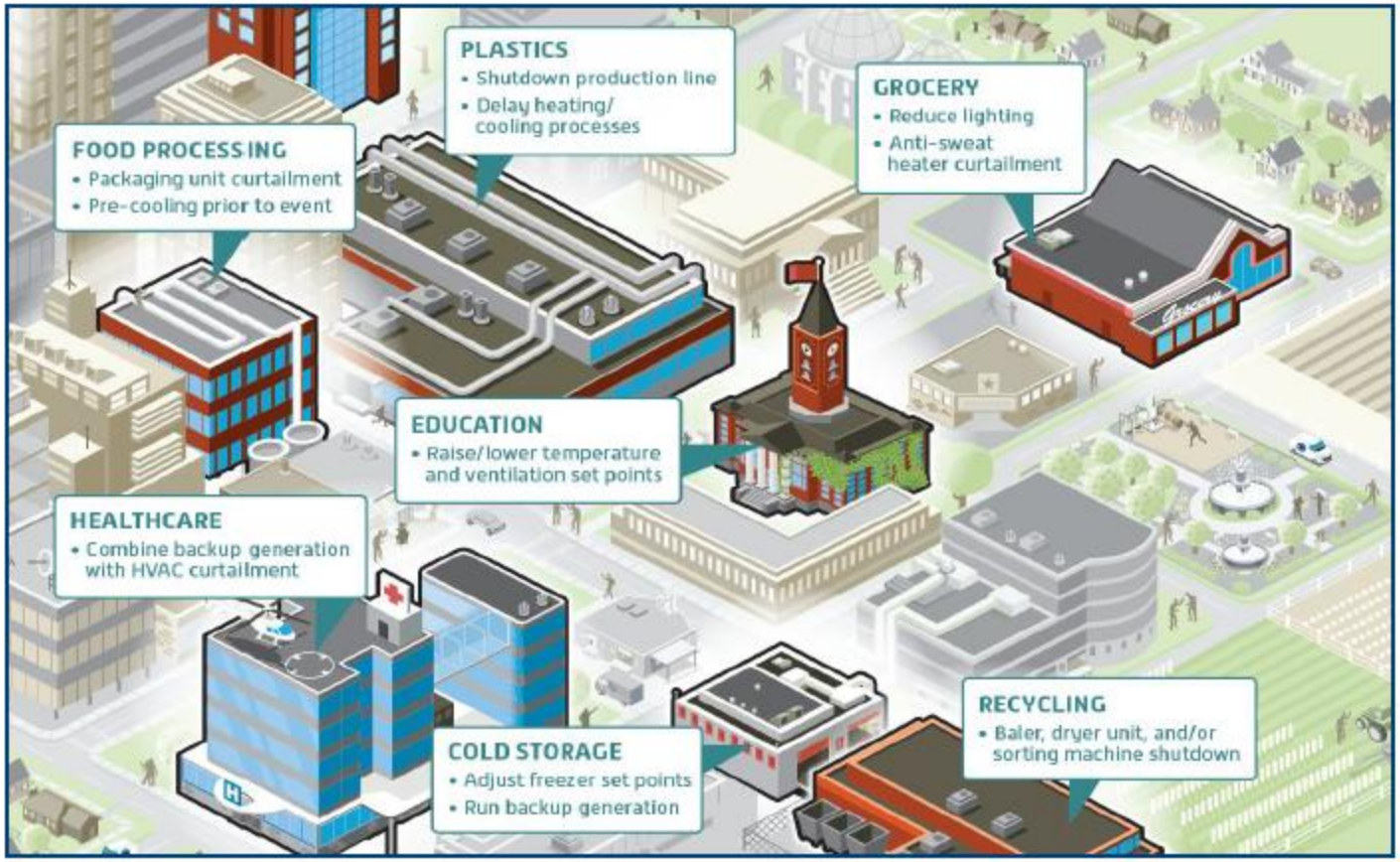
Demand Management

Software to predict and quantify peak demand charges, which make up on average 30% of an organization's energy bill.

Data Access Drives DR and EE

How Demand Response Works

When the electric grid needs resources thousands of facilities across nearly every industry reduce electricity consumption.



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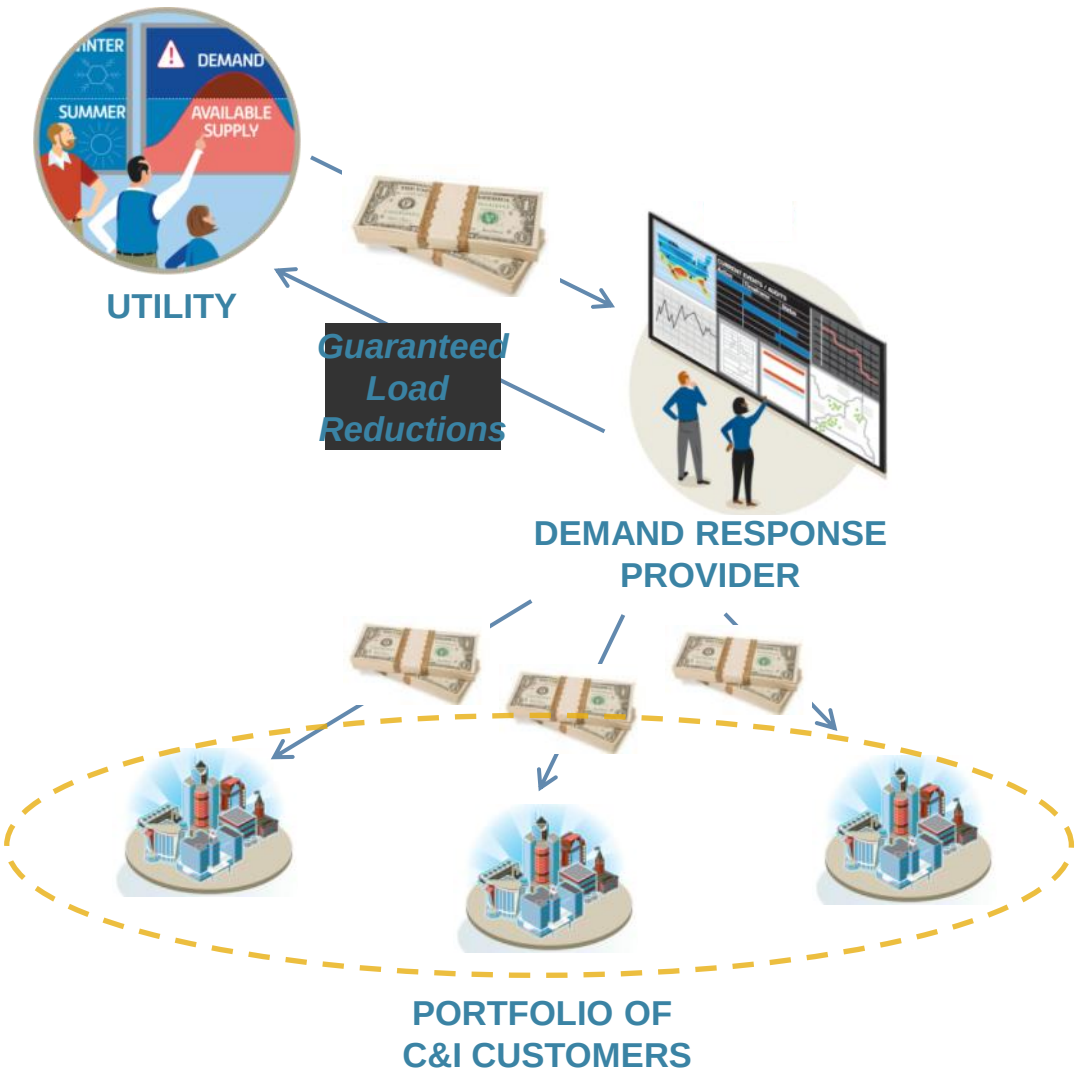
The Role of a Demand Response Provider



EnerNOC program features

- **Customized program** designed to **meet utility needs**
- **Guaranteed performance** to utility, while **shielding businesses from penalties** for under-performance.
- Utilities can contribute employee knowledge and customer relationships, while letting EnerNOC staff build and manage the resource
- **Free on-site equipment and customized curtailment plans**
- No new tariff required: One contract with aggregator
- **Utility controls branding and messaging**
- **Dedicated sales and operations staff** in territory

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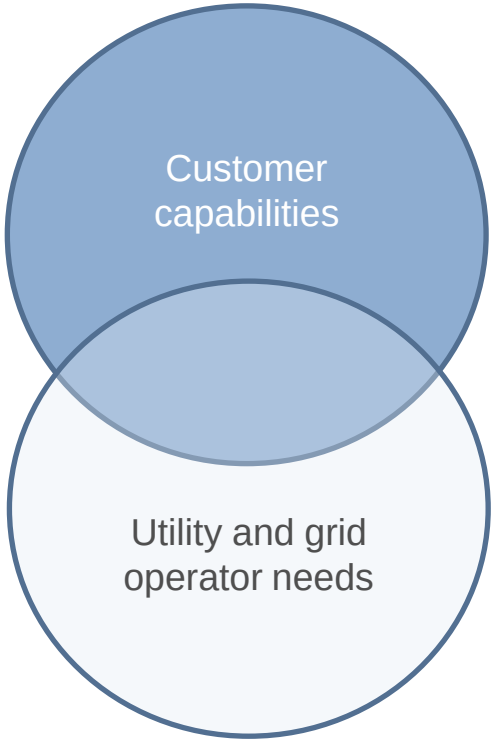
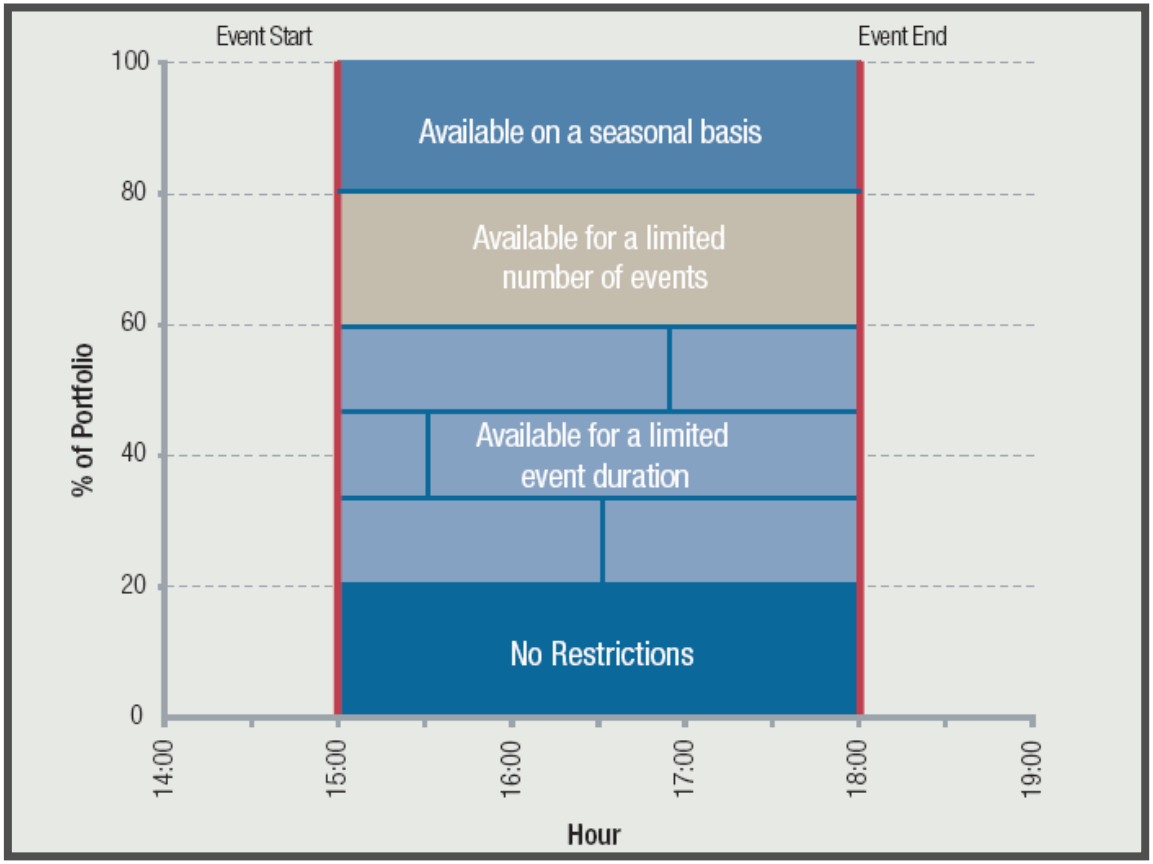
DemandSMART: The Value of a Third Party DR Provider

By assembling a portfolio of diverse customers, EnerNOC can provide a firm resource to utilities that has the characteristics of a peaking power plant.





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DemandSMART
Comprehensive Demand Response

14

Technology Platform

Demand response technology platforms leverage two-way communication of real-time data, providing a foundation for consistent and reliable resource performance.

Gateway Device

At customers sites, a gateway device establishes communication with the network and provides near-real time visibility into end-user energy consumption.

The gateway also allows the NOC to remotely curtail loads in order to deliver demand response capacity.

Network Operations Center

The NOC is staffed 24x7x365 and features advanced technology and specialized staff to ensure that load reductions happen quickly, efficiently, and consistently for both the utility and end users.

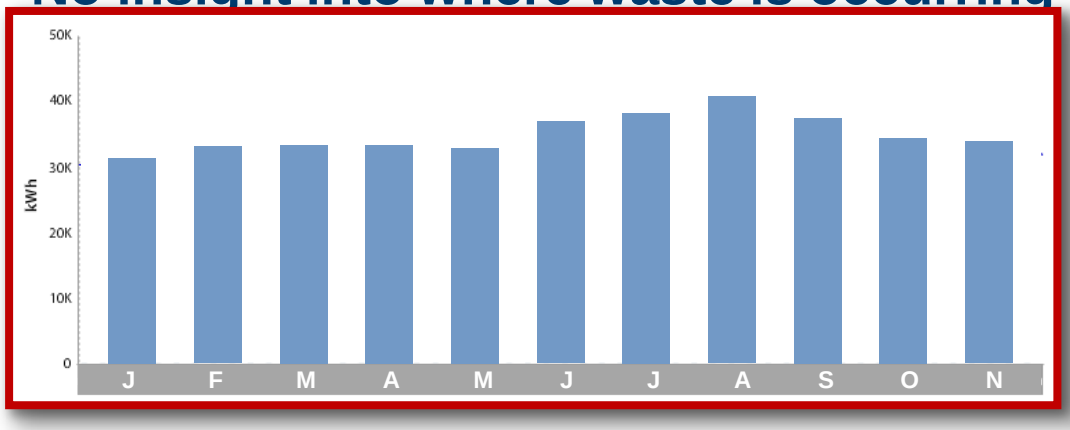
Energy Management Platform

EnerNOC's web-based energy management platform, DemandSMART, monitors energy consumption and enables end-user load control.

DemandSMART provides end-users and utilities with a web portal for access to near real-time energy usage data and the ability to view load reductions during demand response events.

EfficiencySMART Insight

Monthly data:
No insight into where waste is occurring



Real-time data:
Clear view of operational inefficiencies

…and a roadmap for allocating scarce resources

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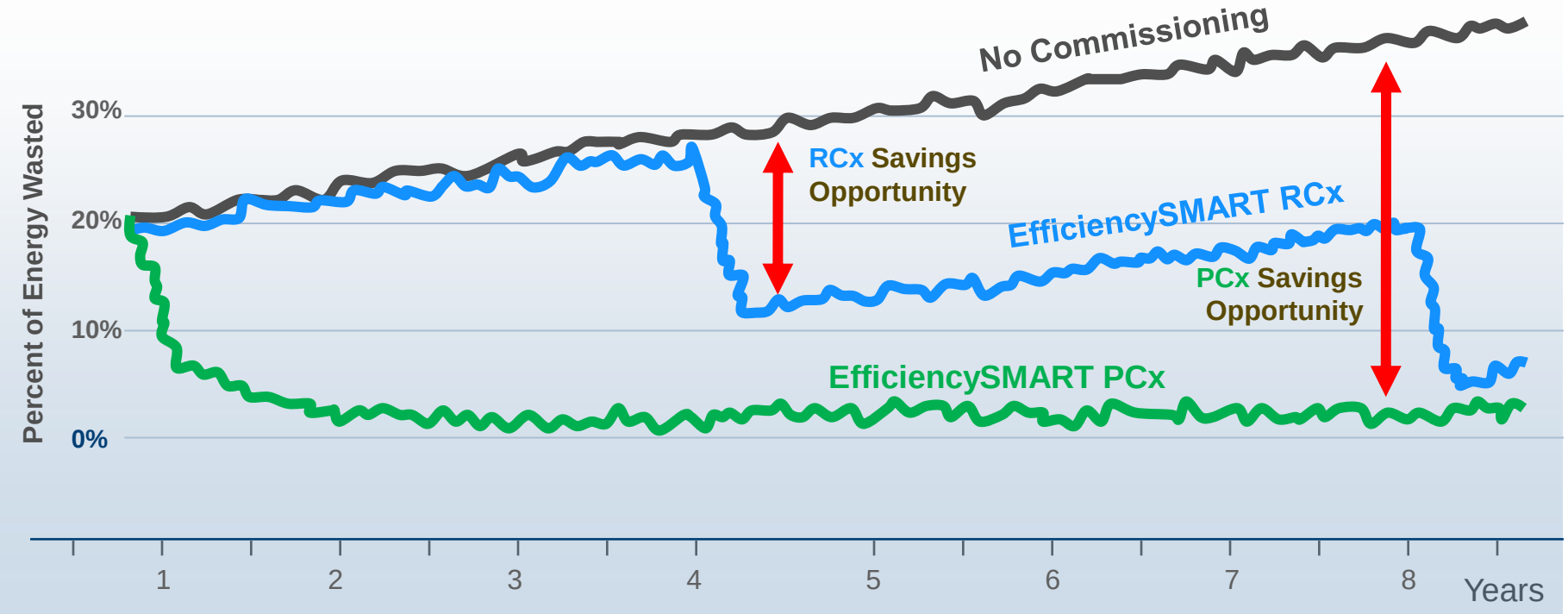
Commissioning Services



Source: Lawrence Berkeley National Lab, Benchmarking Analysis of monitoring-based commissioning

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