



**The Corporate Energy Saving Revolution:  
Making Money by Using Less Energy**

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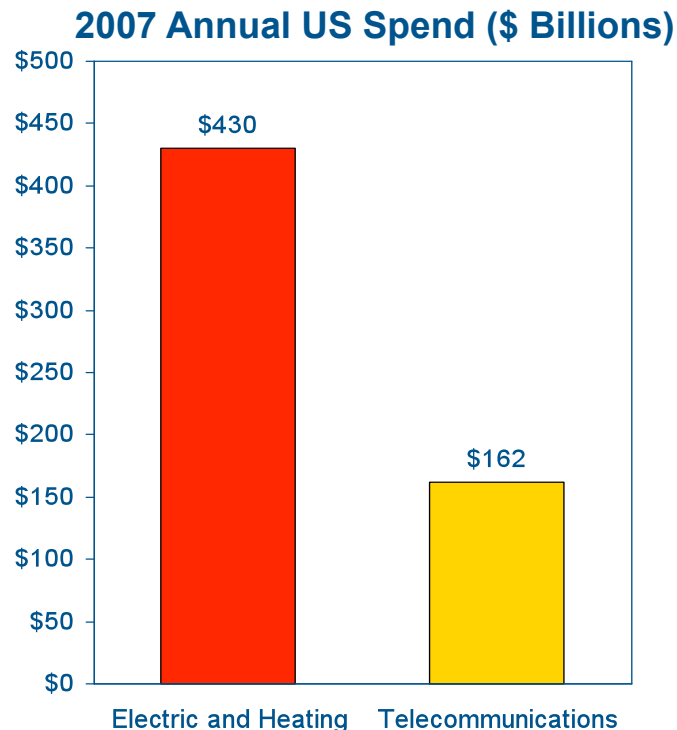
Tim Healy, Chairman and CEO

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April 21, 2010

# The New Energy Crisis

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



Sources: Chartwell AMR Survey, Engineered Systems, BCS Partners, DOE's International Performance Measurement and Verification Protocol.

- Nearly 100% use advanced technology to measure and manage telecommunications spend—*yet energy spend is more than twice telecommunications spend*
- Less than 5% of commercial buildings in the US are actually commissioned after construction
- **Less than 1% of all commercial and industrial companies use advanced technology to measure and manage energy spend**

## EnerNOC Mission

Our mission is to unlock the full value of energy management for C&I customers, grid operators, and utilities by:

- reducing real-time demand for electricity
- increasing energy efficiency
- improving energy supply transparency
- mitigating emissions

## In other words...

- Reduce usage at especially expensive peaks
  - *Demand Response*
- Reduce overall energy usage
  - *Energy Efficiency*
- Buy it for less
  - *Supply Procurement*
- Reduce GHG emissions
  - *Carbon Management*

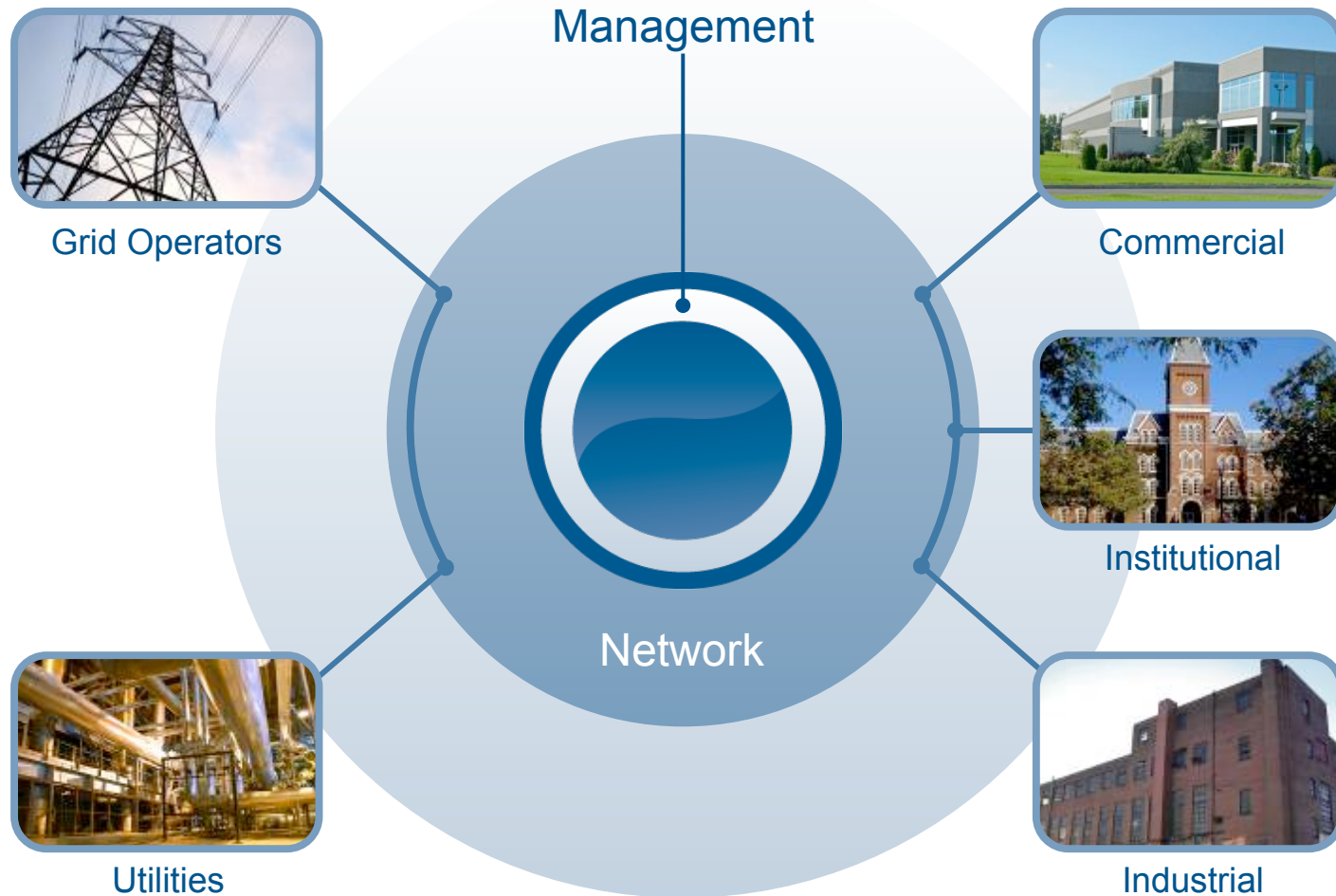
# Common Barriers to Achieving Energy Savings

Everyday we hear the following barriers to operational energy management at commercial and institutional facilities.

- **Resources & Workflow**
  - **Inadequate resources** to continuously watch over energy usage
  - Time and performance management are focused on **reactive maintenance calls**
  - No **organized workflow** focused on Energy Efficiency
- **Technology**
  - Metering and Building Management Systems **not integrated**
  - No data to **view and analyze all of energy cost drivers**
  - Long **feedback cycle** from changes to measurable/viewable results
- **Business Model**
  - Lack of capital to invest in **upfront capex** projects, even at controls levels
  - Limited success and trust of the **Performance Contracting** model

# Connecting a Broken System

The key to energy savings is connecting commercial, institutional, and industrial end-users to the energy management opportunity.

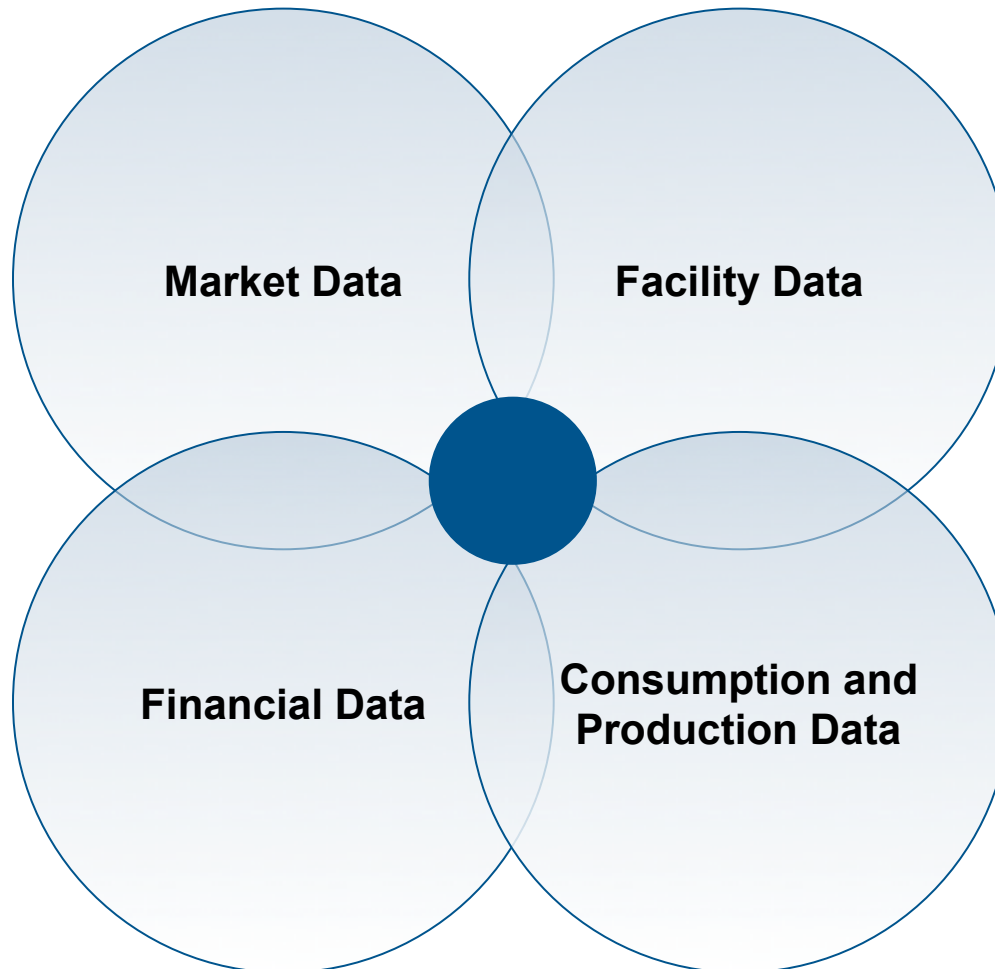


# It's all about the data

The consolidation of data sources from across the organization leads to better energy management.

- Energy Prices
- Carbon Prices
- Event Signals
- Weather
- Energy Rebates
- Supplier Positions
- EEM Quotes

- DR Revenue
- Risk Exposure
- Utility Bills
- Utility Payments
- Tariff Choices
- Benchmarks



- BMS/EMS
- EEM's
- Maintenance Calls
- Alerts/Alarms
- Lighting/Temp
- Occupancy

- Electricity
- Fuel
- Carbon
- Water
- BUG's
- Renewables
- CHP/DG

# Leveraging Data-driven Applications to Drive Energy Savings

## Demand Response

Earn regular checks for agreeing to reduce energy consumption during times of peak demand

Define a comprehensive energy strategy

Supply Procurement Risk Management  
Leverage data to secure energy contracts

**Total Energy Savings  
10-20%+ of Annual Energy Spend**

Find savings opportunities  
monitor energy footprint  
implement improvements

Carbon Management  
Quantify GHG savings



# Morgan Stanley *DR and EE*



Morgan Stanley Saves  
**\$100,000 *after*** traditional RCx

Leverages SiteSMART to fine-tune building and ensure savings persist over time

**“Investments in energy efficiency have a significant impact on our bottom line. We were attracted to SiteSMART because it helps to ensure that energy efficiency savings are maintained over time.”**

*- Andrew Millest,  
Executive Director, Morgan Stanley*

Industry  
Commercial Property

Location  
New York, NY

Solutions  
MBCx and demand response

Sample EEMs  
Hot water cycle, lighting schedules

kWh/year savings potential  
~500,000

Initial Savings  
Approximately \$100,000 after just 6 months

# Baltimore RCPC *DR and Supply Mgt*



Major Baltimore purchasing agency saves more than \$11 million a year with EnerNOC SupplySMART

Innovative procurement strategy enables big savings for member organizations

**“EnerNOC is an exceptional partner. They’re committed to meeting our energy needs. They bring wide-ranging, value-added experience. And they’re always available to us when we need them.”**

*- Stephen Myer,  
Chair of the BRCPC Energy Sub-Committee*

Customer  
Baltimore Regional Cooperative Purchasing Committee (BRCPC)

Industry  
Government

Location  
Baltimore, MD

Procurement Priorities  
Reduce the cost per megawatt hour

Annual Savings  
Approximately \$11 million

# Seaport Hotel *DR and Carbon Mgt*



## Leading Green Hotel Earns Payments While Keeping Guests Comfortable

Boston's Seaport Hotel extends sustainability  
commitment by leveraging CarbonSMART

**“Our customers demand high standards of service and business practices, and we make the same demands of our partners. As EnerNOC has proven to be a trusted energy partner, it made sense to expand our relationship to include our carbon measurement and management activities.”**

*- David O'Shaughnessy, President of Seaport*

Industry  
Hospitality

Location  
Boston, MA

Applications  
DemandSMART and  
CarbonSMART

DR Strategy  
Curtailment only

Primary Curtailment Strategy  
Temporary temperature, lighting and other  
building adjustments

Annual Payments  
Approximately \$7,500

## EnerNOC Vision

*“We will create a world in which energy management is as integral as accounting to the operation of every organization.”*