

Managed Energy Solutions (MES) for Utilities & End Customers

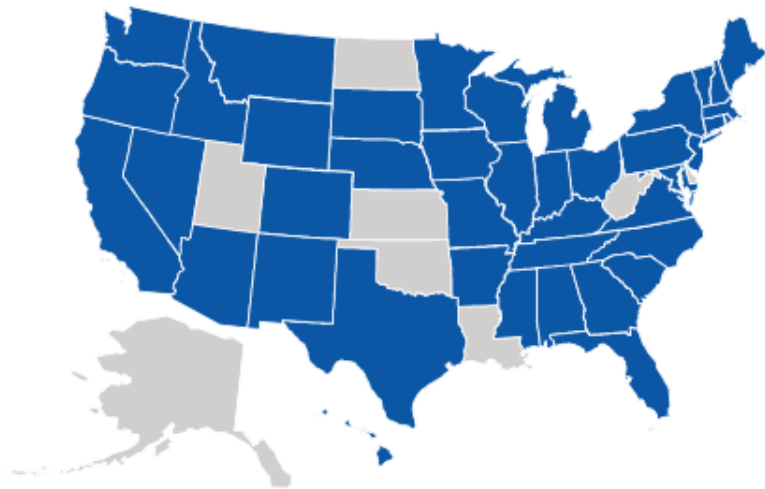
Adding Intelligence to Energy Consumption
Driving Economic Value

We change the way
people use energy™

CLEAResult Utilities and Program Administration

CLEAResult helps businesses, utilities, and individuals define and achieve energy management goals

States With Incentives for Building Energy Management Technologies (as of 2014)



Source: Lawrence Berkeley National Laboratory

- We help clients capture rebates and incentives to maximize cost-effectiveness
- CLEAResult currently supports programs that involve more than \$350 million in incentives and rebates annually
- In 2016, CLEAResult processed and issued more than 790,000 incentive checks – or 15,000 each week

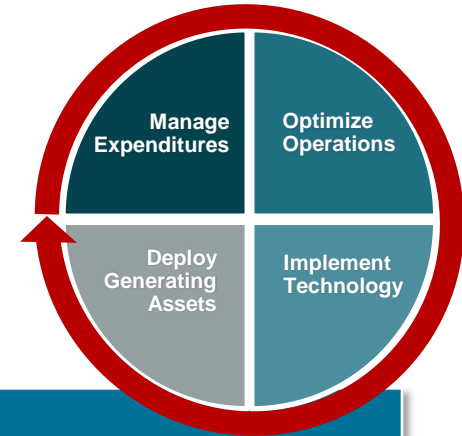
Chaos in the Marketplace



Many more technologies and providers....

Generating Economic Value

A holistic approach is increasingly important to deliver cost-effective solutions



Opportunity	Benefit
Manage Expenditures	Proactive, strategic management of portfolio energy expenditures reduces operating costs and mitigates risk on an ongoing basis.
Optimize Operations	Effective monitoring, assessment and management of portfolio operations reduces costs, associated downtime and emissions while enhancing the workplace environment, profitability and corporate value.
Implement Technology	Seamless implementation of technology solutions reduces operating costs and downtime, improves workplace environments and enhances productivity .
Deploy Generation Assets	Deploying on-site generation/storage resources ensures an optimized approach with lower costs and mitigated risk.

CLEAResult has seen improved results on “deep” EE with vertical focus

End users of energy want solutions tailored to their industry needs

Grocery

Data Center

Agriculture
(Dairy / Winery)

Industrial

BACKUP

Our Offering



Managed Energy Solutions (MES)

Manage Expenditures	Optimize Operations	Implement Technology	Deploy Generation Assets
<ul style="list-style-type: none">• Strategic Energy Management• Utility bill review and processing• Utility incentive management• Rate/tariff Analysis• Procurement services	<ul style="list-style-type: none">• Facility assessments• Benchmarking and analysis• Continuous monitoring• Sustainability and Greenhouse gas (GHG) planning and reporting• Marketing engagement	<ul style="list-style-type: none">• Energy efficiency measures• Controls/BMS enhancements• Demand Response• Behavioral services• Utility incentive management	<ul style="list-style-type: none">• Consulting/advisory services• Combined heat and power site development• Onsite/offsite PV• Onsite storage

Thank you
