Managed Energy Solutions (MES) for Utilities & End Customers

Adding Intelligence to Energy Consumption
Driving Economic Value
CLEAResult helps businesses, utilities, and individuals define and achieve energy management goals

- 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

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

Source: Lawrence Berkeley National Laboratory
Chaos in the Marketplace

Many more technologies and providers....
Generating Economic Value

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

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

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</table>
| • Strategic Energy Management  
• Utility bill review and processing  
• Utility incentive management  
• Rate/tariff Analysis  
• Procurement services | • Facility assessments  
• Benchmarking and analysis  
• Continuous monitoring  
• Sustainability and Greenhouse gas (GHG) planning and reporting  
• Marketing engagement | • Energy efficiency measures  
• Controls/BMS enhancements  
• Demand Response  
• Behavioral services  
• Utility incentive management | • Consulting/advisory services  
• Combined heat and power site development  
• Onsite/offsite PV  
• Onsite storage |
Thank you