

ated Electricity Demand: kW



ample: 462.9

Electricity Usage: kW



Energy Management that Pays You

Earn payments with no cost or risk
with EnerNOC Demand Response



“We were very open to EnerNOC’s demand response story. Everyone here, from the manufacturing staff to our executives, was behind the idea of reducing energy, getting paid for it, enhancing the environment, and protecting our community. It seemed like an obvious win-win for us.”

John Mycroft, Facilities, Environmental, Health, and Safety Manager
Hexagon Metrology, North Kingstown, RI

It PAYS to do EnerNOC Demand Response—part of our comprehensive energy management services.

- Earn payments—with no cost or risk
- Reduce your energy costs
- Increase operational reliability
- Support your community

Put energy to work for your business

Commercial, institutional, and industrial organizations in the United States pay more than \$200 billion in energy expenses each year¹. But savvy energy users are finding new ways to manage their energy usage in a way that adds money back to their bottom line. **EnerNOC pays more than \$50 million a year² to the thousands of commercial, institutional, and industrial sites in our demand response network.** Demand response (DR) boosts the bottom line and brings other powerful benefits to our customers, their communities, and the environment. And demand response is just one offering in our comprehensive suite of energy management offerings—from helping you manage energy supply risk to driving energy efficiency to tracking your carbon footprint.

What is EnerNOC Demand Response?

EnerNOC Demand Response pays you to reduce energy use at your facility when the grid is under stress or prices are spiking. Depending on your organization's needs and abilities, energy reductions might involve shutting off some non-essential lighting, changing thermostat settings by a few degrees, turning off any unnecessary equipment, or delaying energy-intensive processes until after a demand response event has passed. If you have on-site generation capabilities, you can also choose to transfer your electric load to a back-up generator—effectively removing your organization from the grid for a brief period.

EnerNOC Demand Response is a simple way for your business to earn payments - with no cost or financial risk. EnerNOC has helped thousands of commercial, institutional, and industrial organizations like yours design energy reduction plans that ensure that everyday business operations continue ahead unaffected, while maximizing the payments and other benefits of participating in demand response.

Get paid to reduce energy use... and more

Participating in EnerNOC Demand Response offers a long list of other benefits that go beyond the bottom line. Here are just a few:

BE PREPARED

Peak demand can sometimes cause stress on the grid overall, leading to voltage irregularities, brownouts, or blackouts. Unforeseeable emergencies, such as wildfires or transmission line failures, can also create system-wide challenges. Participating in demand response gives you an opportunity to get advance warning of impending grid emergencies, and to help business continuity planning.

GIVE BACK TO YOUR COMMUNITY

Help reduce peak demand in your community and help keep electricity rates low. Further your company's commitment to sustainability and the environment, and give your employees and stakeholders another reason to feel good about your company and its efforts to support the community.

GET POSITIVE ATTENTION

Generate great press that helps inspire other businesses in your community to be more sustainable. EnerNOC's marketing team works with you to share your story.

¹ "Revenue from Retail Sales of Electricity to Ultimate Customers," Energy Information Administration: Official Energy Statistics from the U.S. Government, May 15, 2009.

² 2008 total payment figure

A simple, compelling solution

We make participating in EnerNOC Demand Response as simple and straightforward as possible, while removing the risk and providing regular payments at no cost to your business:

- **You** get paid for being on standby in case a demand response event is called. And you'll continue to get paid, whether or not you're called upon to help.
- **We** work with you to create a customized energy reduction plan designed to deliver the maximum electricity reductions with minimal impact on your business.
- **We** install a metering device, free of charge, at your facility to monitor energy consumption and provide you with free access to PowerTrak®, EnerNOC's web-based energy management software.
- **We** notify you when your local utility or grid operator initiates a demand response event and needs you to reduce energy.
- **You** respond by reducing your energy use temporarily. In most programs, you get paid again, based on how well you perform during an event. If you're unable to perform for some reason, you'll never have to pay us a penalty.

That's EnerNOC Demand Response. Thousands of organizations—from heavy manufacturing facilities to leading universities, from hotels to hospitals—are already working with EnerNOC to manage their energy use and benefit from demand response. **Isn't it time you joined them?**

A closer look at EnerNOC Demand Response

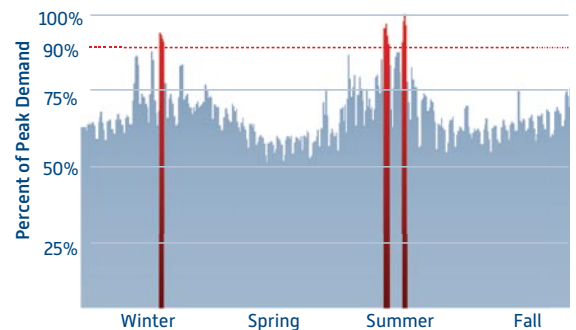
The grid's challenge

While energy markets are complicated to navigate, the concept behind demand response is simple. Electricity cannot be cost-effectively stored, and as such, supply and demand must remain in constant balance. Historically, utilities and grid operators relied on fossil fuel-burning peaking power plants to help meet peak demand, which occurs less than 1 percent of the year. But power plants are expensive, have a considerable impact on the environment, and often face stiff objections from the communities where they are built.

A simple solution

That's where EnerNOC comes in. Instead of adding new supply to the market through the construction of costly new power plants, EnerNOC works with grid operators and utilities to lower peak demand through demand response. We pay commercial, institutional, and industrial facilities to reduce electricity, whether in response to grid instability or an emergency such as a transmission line failure, to provide relief to the grid when it's needed most.

EnerNOC DR provides energy reductions when demand is highest, relieving peak demand in a cost-effective and environmentally friendly way.



We make it easy

With EnerNOC, it's easy to benefit from demand response. You'll earn regular payments in exchange for supporting your local grid, and we'll handle the complicated details on your behalf so you can stay focused on running your business. We're dedicated to ensuring that our customers get the most value out of DR. How do we do it? Keep reading to learn more.



“The EnerNOC people were very knowledgeable and easy to work with. They gave us great advice. They installed free monitoring that helps us chart our energy use in real time. And we get paid for it all. How can you say no to that?”

Don Gringer, CEO
Allway Tools, Bronx, NY



“ EnerNOC really did make implementation as simple as possible. They signed us up, stayed on top of all the implementation details, and continually look for new ways to help us reduce our electricity use.”

Malcolm Milne, Compliance Coordinator
Durgin and Crowell Lumber, New London, NH

Why partner with EnerNOC for demand response?

EnerNOC Demand Response brings many benefits to your organization, including regular financial payments, consistent cost savings, operational reliability, and the opportunity to help your community and the environment. We make DR easy by taking care of the details so you can stay focused on running your organization. We leverage our deep expertise, quality customer service, and sophisticated technology to ensure that you get the most value possible from demand response.

Why do thousands of businesses choose EnerNOC for demand response?

EnerNOC makes implementation fast and simple— at no cost to you.

Your company doesn't have to install or pay for any equipment. EnerNOC takes full responsibility for installing all technology, such as its advanced metering software, so you can stay focused on running your organization.

EnerNOC means payments, not financial penalties.

Some DR programs make customers pay out-of-pocket penalties for underperforming during an event. Not EnerNOC. We understand that there may be some times when you will not be able to carry out your complete energy reduction plan. Even in these cases, you'll never have to pay us a penalty.

EnerNOC has the expertise to make DR work for you.

At EnerNOC, our team's experience enabling thousands of demand response sites throughout North America and across hundreds of industries gives us unparalleled insight into how to make DR work best for you. We have the experience and knowledge to help you maximize the financial benefits from participation. It's what we do, and we do it best.

"Enrolling in DR and implementing the program was simple and easy. EnerNOC was extremely professional. They're great to work with. And they did all this work for free."

John MacKorell, Process Improvement Engineer, MGM Industries

"EnerNOC was excellent. Their enrollment checklist walked us through the whole process. Their people were incredibly helpful and answered all our questions. And they're always available when we need them. I wish everything went this smoothly."

Robert Garcia, VP of New Business Development, Ybor City District Cooling

"When you're doing DR, you don't want to make mistakes that affect your company adversely. EnerNOC has deep DR expertise that ensures reliable performance during events. We'd rather partner with experts than take any chances."

Steve Elsea, Director of Energy Services, Leggett & Platt

“For us, DR has turned out to be really easy... we’ve found that we’re able to make changes without any effect on the items we store – and we can put everything back to normal in minutes.”

Benny Phillips, Facilities Manager,
Associated Wholesale Grocers

“Sometimes there is equipment running that we simply can’t shut off. With EnerNOC DR we can respond to current conditions and make adjustments that let us meet our energy reduction targets, while ensuring that our business proceeds ahead smoothly.”

Ben Lovato, General Manager,
Albuquerque Tortilla

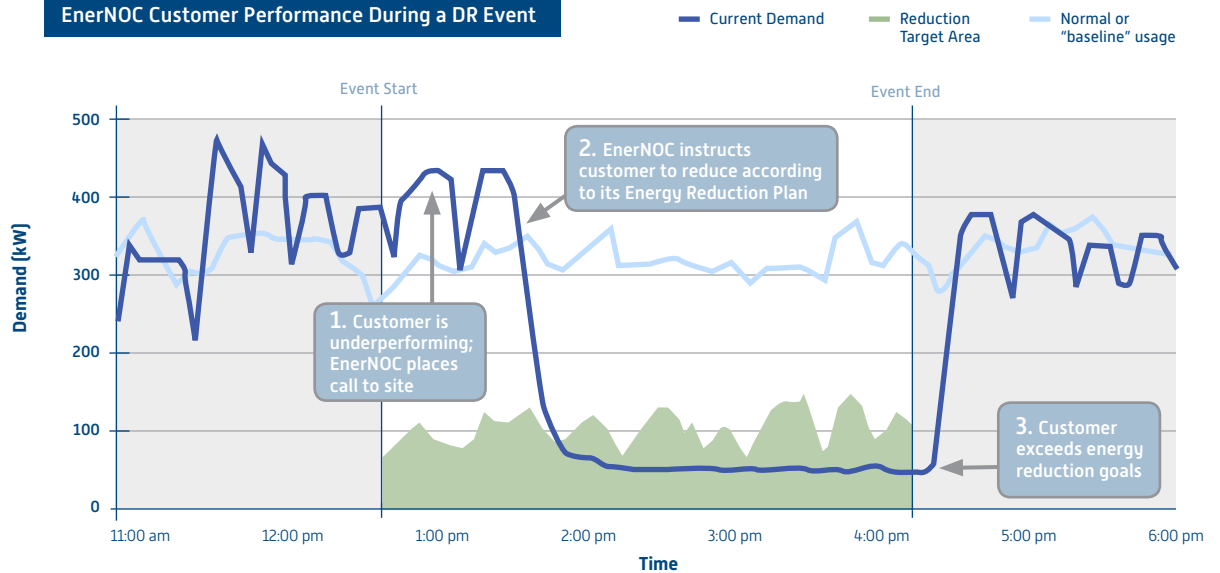
EnerNOC tailors demand response to your organization.

Every industry and business has unique demand response opportunities and challenges. Our industry experts spend time at your facility and invest resources and expertise to ensure your customized energy reduction plan works for you. We can even help you create multiple reduction strategies so you can choose the best plan depending on current conditions.

EnerNOC takes the work out of DR events. EnerNOC can provide you with the ultimate flexibility.

We can even activate your energy reduction plan automatically from our state-of-the-art NOC to minimize the effort required of your facility’s staff. If you would rather retain full control over your energy reduction plan, that’s OK too – we’ll be on standby, monitoring your energy, and ready to coach you to maximize your event performance if needed.

EnerNOC Customer Performance During a DR Event



During a demand response event, EnerNOC’s team of event analysts monitor your performance in real time from our NOC. If we see that you’re not on track to hit your energy reduction goals, you’ll get a call from us to help coach you to success.



“ With EnerNOC DR, we can monitor our reductions and see where we’re being successful. And we can go with Plan A, B, or C depending on what needs to be shut down. Even though DR is automated, we still make the decisions and retain control – letting us meet our DR targets while our core operations continue.”

Danny Vincent, Plant Manager
Guadalupe Cooling, Guadalupe, CA



“ EnerNOC does a fabulous job making sure our sites are well-notified. When necessary, EnerNOC stays with our facilities throughout the event and follows up after, ensuring that we learn from every event.”

Ted Royals, Director of Engineering for Eastern North America
VersaCold, locations throughout Ontario, Canada and the Mid-Atlantic U.S.

EnerNOC provides exceptional customer support and coaching – before, during, and after DR events.

From the beginning of an EnerNOC partnership, we work with you to ensure that you are ready to respond to an event in a way that fits with your operations. During an event, our team of analysts is standing by to make sure you are hitting your target energy reductions and maximizing your DR payments. If you ever run into any challenges, our Network Operations Center (NOC) is staffed 24/7/365, and the average pick-up time for incoming calls is three seconds – that's a faster response than calling 911!

After an event, we follow up with you to see what worked and what didn't. We constantly work to improve and make demand response even easier for your organization.

EnerNOC sits on your side of the table.

At EnerNOC, we also act as a customer advocate in a dynamic industry – looking out for your best interests as we work with utilities and regulators to create program rules that work for your business. We're constantly staying ahead of fast-changing market dynamics and rules so you don't have to. We're a demand response innovator, a customer advocate, and a trusted voice in the energy industry – just another reason why so many organizations partner with EnerNOC.

"We've got it down to a science. We get a call and click the EnerNOC button within our building management system to shut down the appropriate machinery when we're ready. Then when we go back online, we bring it all back up in stages. It goes really, really smoothly."

Randy Swartz, Maintenance Manager,
Cabot Creamery

"Within a few minutes, EnerNOC just makes the changes. We just continue working."

John Mycroft, Facilities, Environmental, Health,
and Safety Manager, Hexagon Metrology

"The EnerNOC team is very qualified and helped simplify the somewhat confusing field of demand response. They have proven to be an excellent partner. And they're very responsive – so I get quick answers to any questions I have."

Randy Groff, Facilities Manager,
Four Seasons Produce



The NOC is available 24/7/365 to ensure consistent and dependable customer support – before, during, and after events.

A gateway to better energy management

EnerNOC serves as a reliable, proven energy partner to thousands of companies like yours throughout North America. Demand response is the cornerstone of our business, but our commitment to you only starts there. We can assist you in other areas of energy management, serving as a comprehensive solutions provider and partner.

Take action to lower your energy costs

Demand response is a gateway to complete energy management. As part of participating in DR, EnerNOC gives you free basic access to PowerTrak®, EnerNOC's web-based energy management software, which provides a real-time view of your energy consumption. PowerTrak gives you valuable insights into how your organization is using energy, allowing you to make better-informed decisions that can save your organization money and improve its efficiency.

Increase energy efficiency

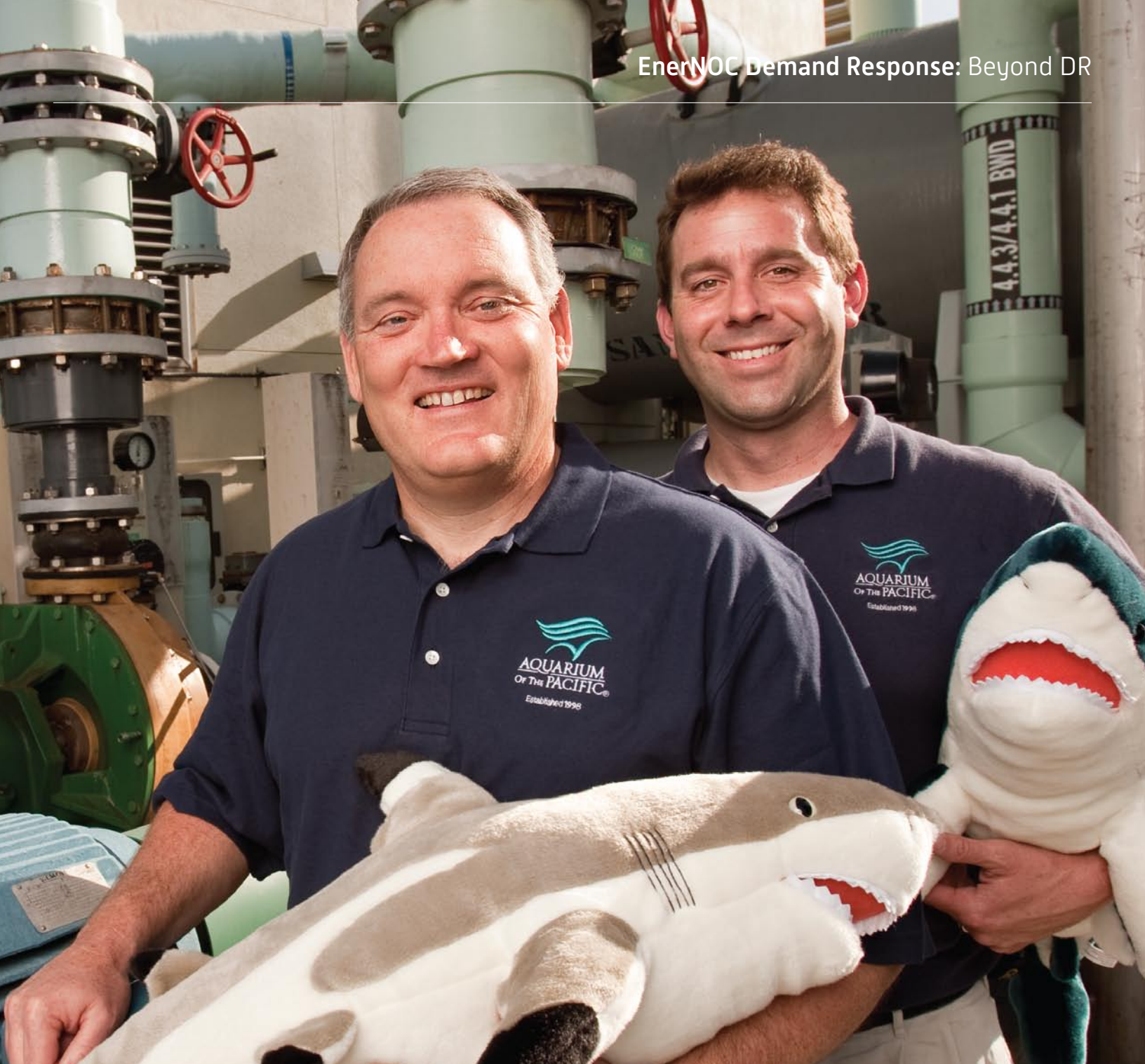
We can analyze your energy use to bring you new insights and opportunities for savings. Our Monitoring-Based Commissioning (MBCx) solution can uncover substantial opportunities for raising your energy efficiency through continuous analysis of your building operations. Reduce energy use without large capital investments.



EnerNOC's full suite of energy management solutions help businesses improve efficiency and save money.

EnerNOC's web-based energy management software, PowerTrak, provides real-time visibility into your energy consumption — giving you the data you need to perform your best during DR events and better manage overall energy costs.





“ Now we’re more aware of our electricity use and what we can do to reduce it. With PowerTrak, we can log in and see exactly where we’re using the most electricity, and make adjustments, particularly during peak periods. In the past, all we had was our monthly bill.”

John Rouse, Vice President of Operations
Aquarium of the Pacific, Los Angeles, CA



“ From our initial DR project to implementing MBCx, we’ve continued to get a high level of service and support from EnerNOC. They’re our solid partner for all aspects of energy management.”

**Luigi Marcone, Director of Environmental and Facilities Services,
Western Connecticut State University, Danbury, CT**

Make smarter energy purchasing decisions

In some regions of North America, energy is deregulated, which means customers have a choice when it comes to choosing which energy contracts meet their needs. The process can be complicated and time consuming, but our Energy Supply Management services can help you navigate complex energy markets to find the right types of energy contracts, at the right price.

Manage your carbon emissions

EnerNOC's CarbonTrak® software integrates powerful enterprise carbon management software that helps you monitor, mitigate, and monetize your carbon footprint.

When you work with EnerNOC, you get an experienced, innovative energy partner committed to staying at the forefront of the ever-evolving energy industry. **For comprehensive energy services and solutions, the choice is clear—EnerNOC.**

"The more we learned about the energy markets, the more we understood the potential cost savings we could achieve by doing things differently."

Stephen Myer, Chair of the BRCPC Energy Sub-committee, Baltimore Regional Cooperative Purchasing Committee

"EnerNOC talked to us about our business and our goals. They looked at our current bills. And they came back with a proposal that matched our needs—and saved us a lot of money."

Vince Rivetti, President, Bridesburg Foundry

Partner with EnerNOC Today

To find out more about EnerNOC demand response and our comprehensive suite of energy management services, call [866] 366-7820 or visit www.enernoc.com/get-started.

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