

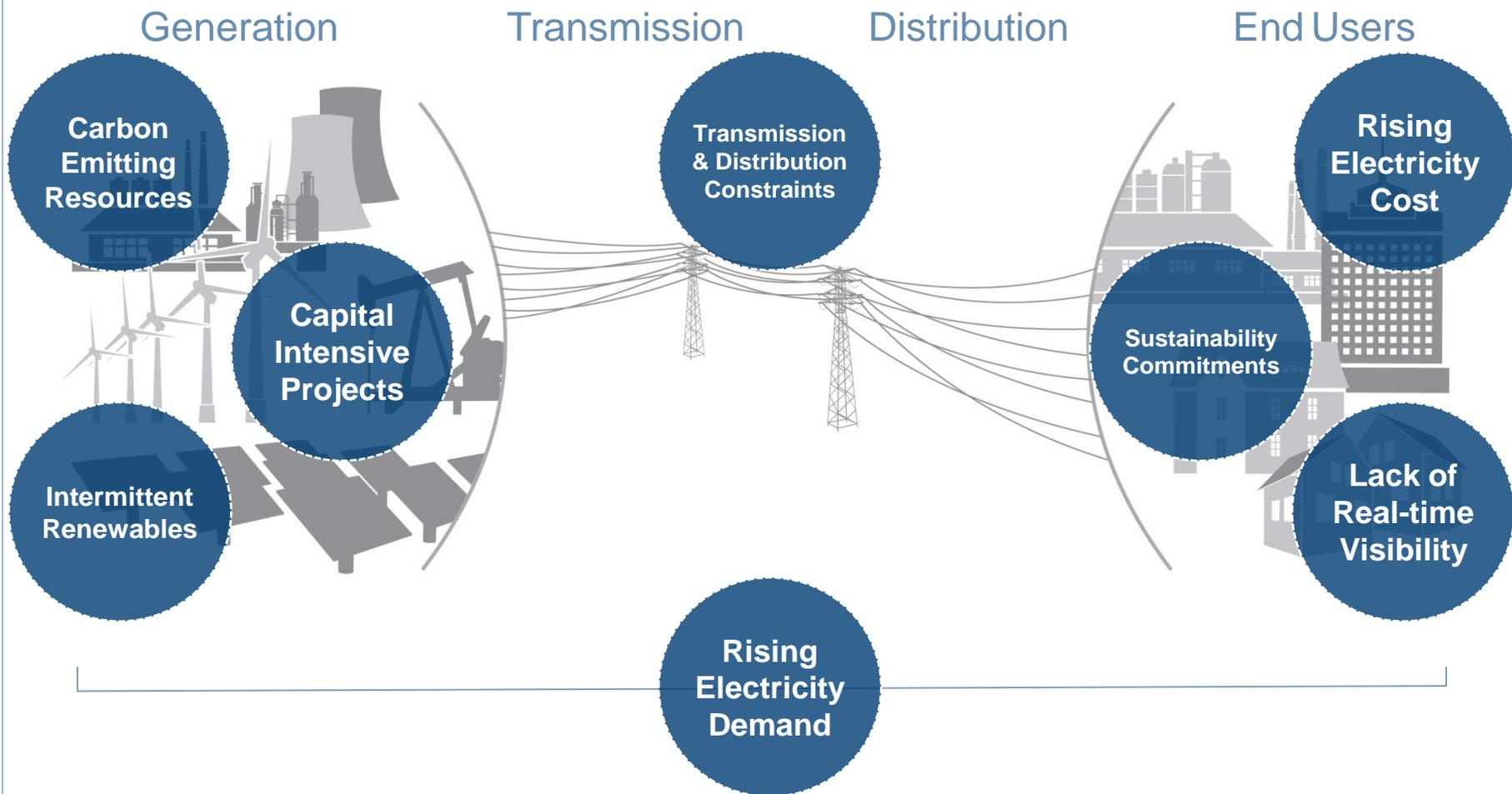


## **IAC Lead Student Meeting**

EnerNOC Overview Presentation

October 11, 2011

# Today's Problems on the Electric Grid





***Get More from Energy***

# The NOC in EnerNOC Network Operations Center



# EnerNOC's Energy Management Application Suite



**Demand**SMART

**Comprehensive  
Demand Response**



**Efficiency**SMART

**Data-Driven  
Energy Efficiency**



**Supply**SMART

**Energy Price and  
Risk Management**



**Carbon**SMART

**Enterprise Carbon  
Management**

# Introduction to EnerNOC

## **Market Leader in C&I Demand Response and Industrial Energy Efficiency**

- More than 6,650 MW of C&I DR under management across 10,700 customer sites
- More than 400,000 MWh of Industrial EE achieved to date
- 100+ utility and grid operator partners
- Recently acquired industry leaders Global Energy Partners and M2M Communications

### ***Demand Response***

- C&I DR Implementation
  - Emergency
  - Peak Shaving
  - Ancillary Services
- AutoDR Expertise
- Agricultural DR Expertise

### ***Energy Efficiency***

- Industrial EE Program Implementation
- Energy Services (RCx, audits, etc.)
- Persistent Commissioning (PCx)
- Continuous Energy Improvement (CEI)

### ***Consulting Services***

- Load and Market Analysis
- Strategic Planning
- Program Design & Development
- Program Evaluation
- Regulatory Support & Expert Testimony
- Engineering Support Services

# World's Leading Provider of Demand Response

**As of September 30, 2010:**

5,100 MW of curtailable load under management

3,500 C&I demand response customers

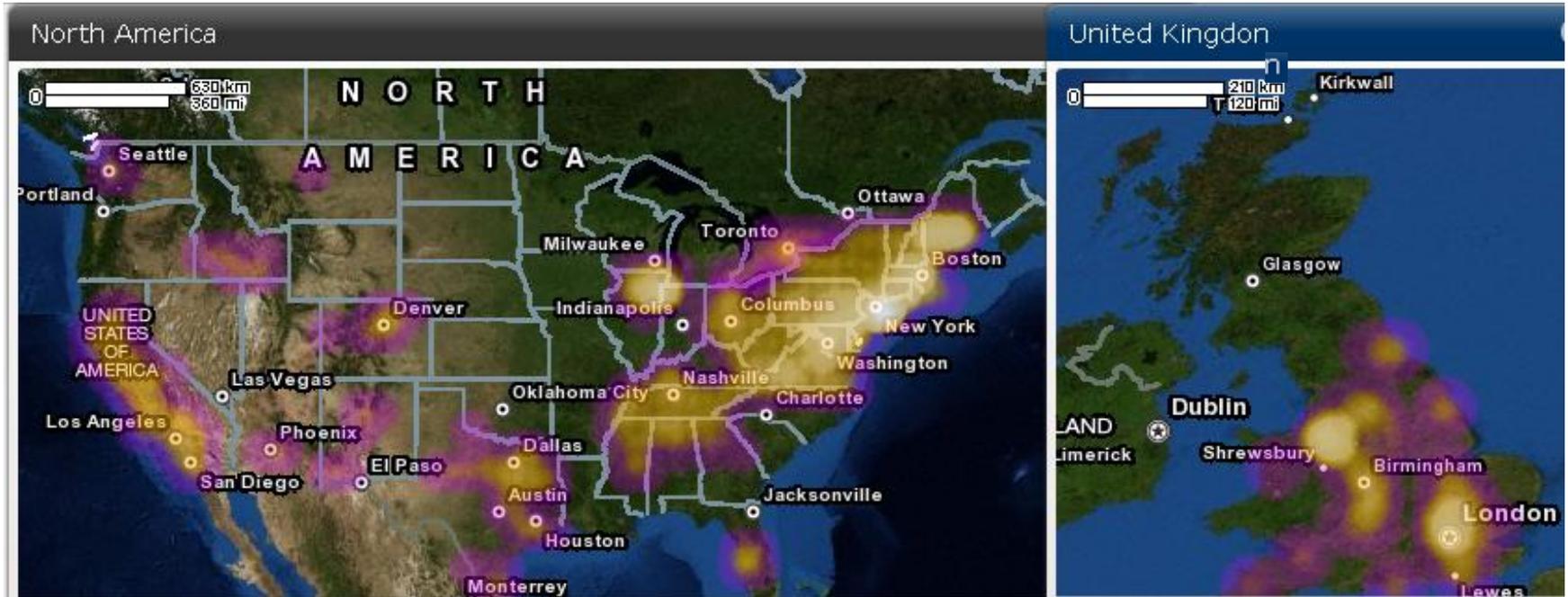
8,200 C&I sites under management

■ MW under management  
— Sites under management

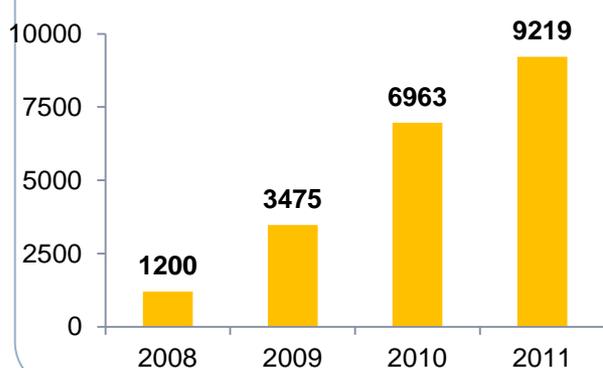


# 2011 Dispatch statistics through August

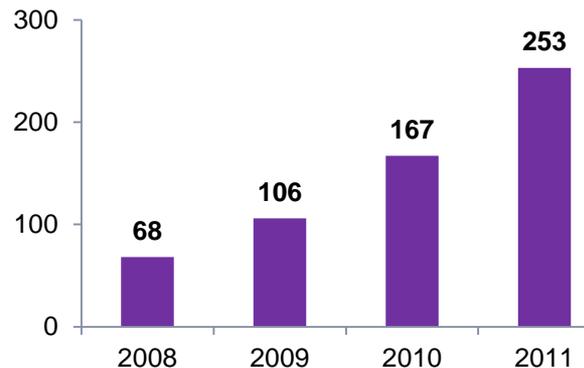
Just when everyone thought nothing could out-do 2010 as our busiest summer, 2011 has shown us it really means to be busy in the NOC



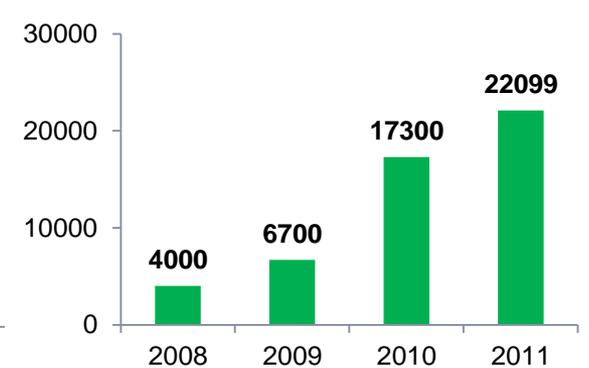
**MW Dispatched '08-'11**



**Total Events Dispatched '08-'11**



**Site/events dispatched '08-'11**

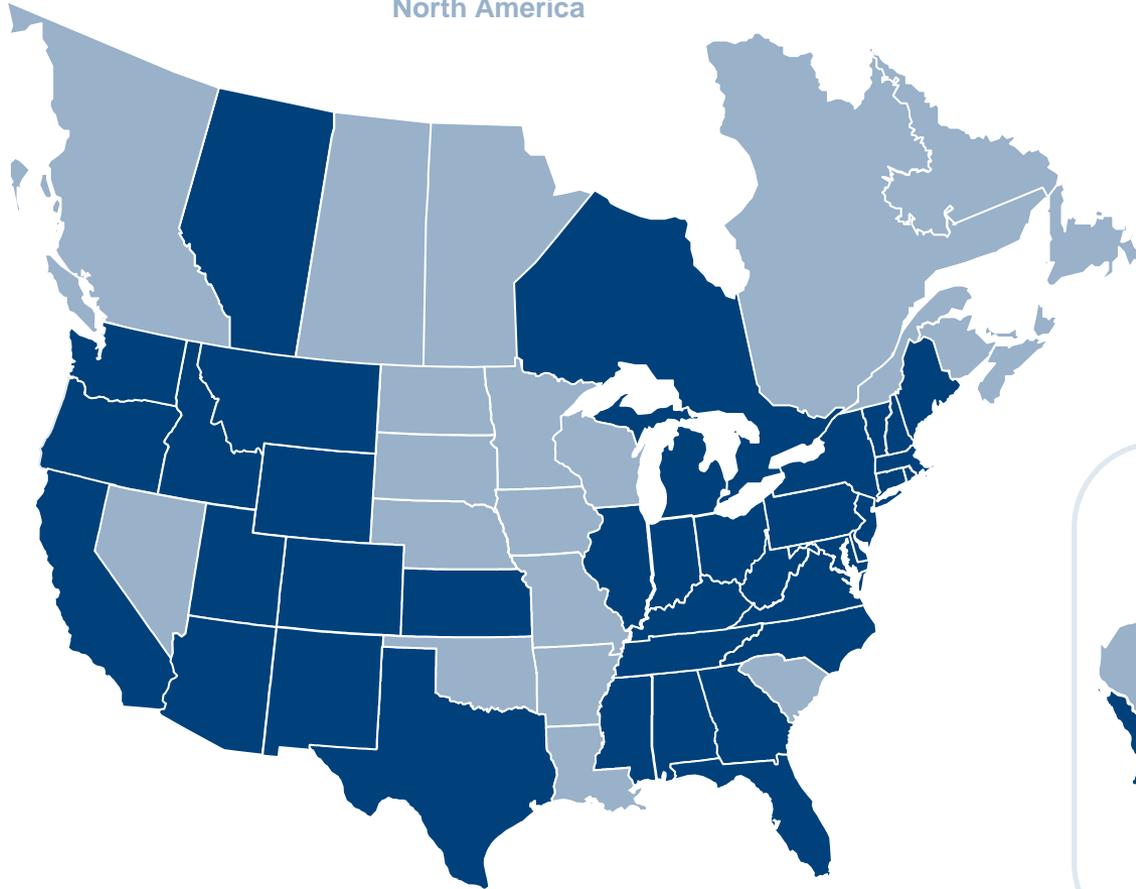


# . . . and an Expanding Geographic Footprint

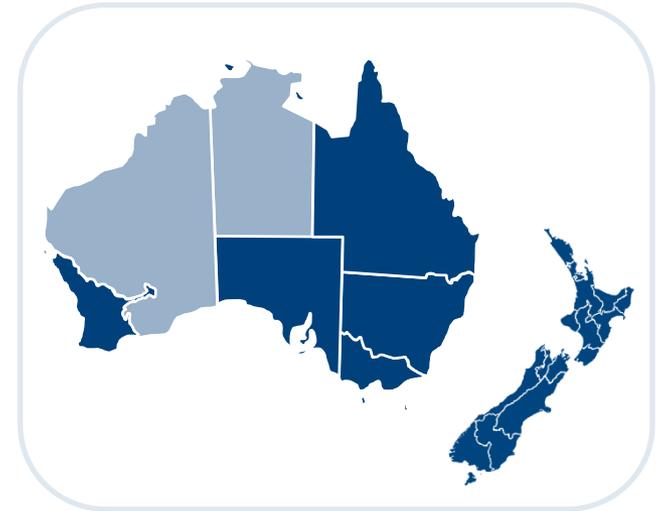
United Kingdom



North America



Australia and New Zealand



 EnerNOC Demand Response Service Territory



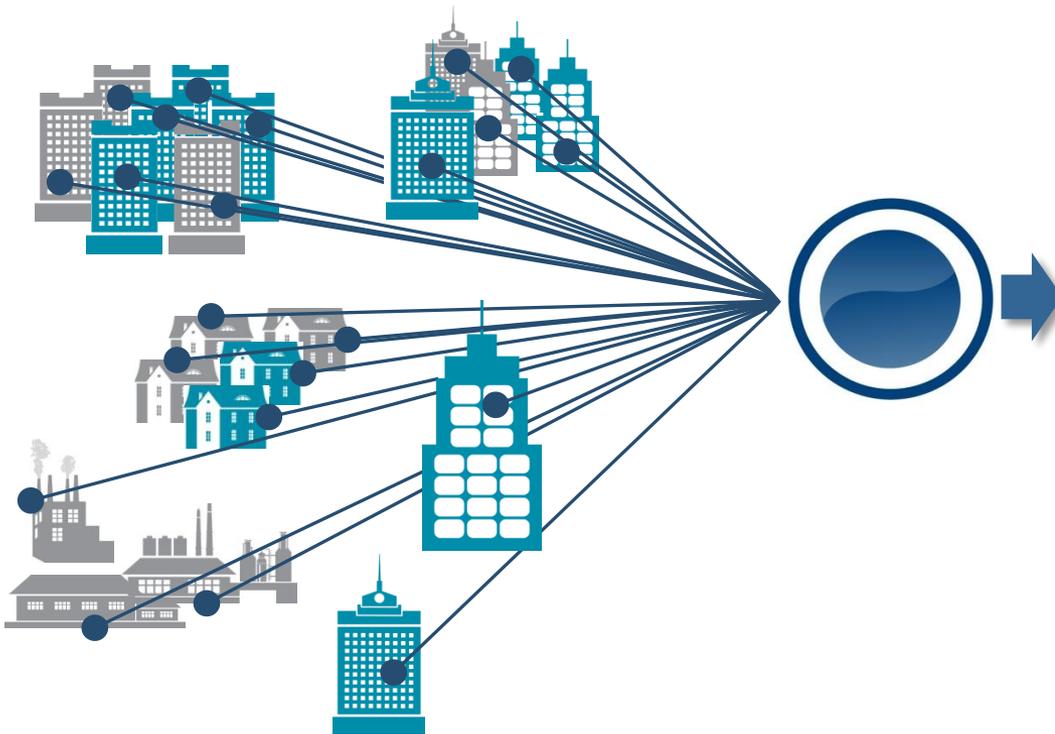


# EfficiencySMART

Data-Driven Energy Efficiency

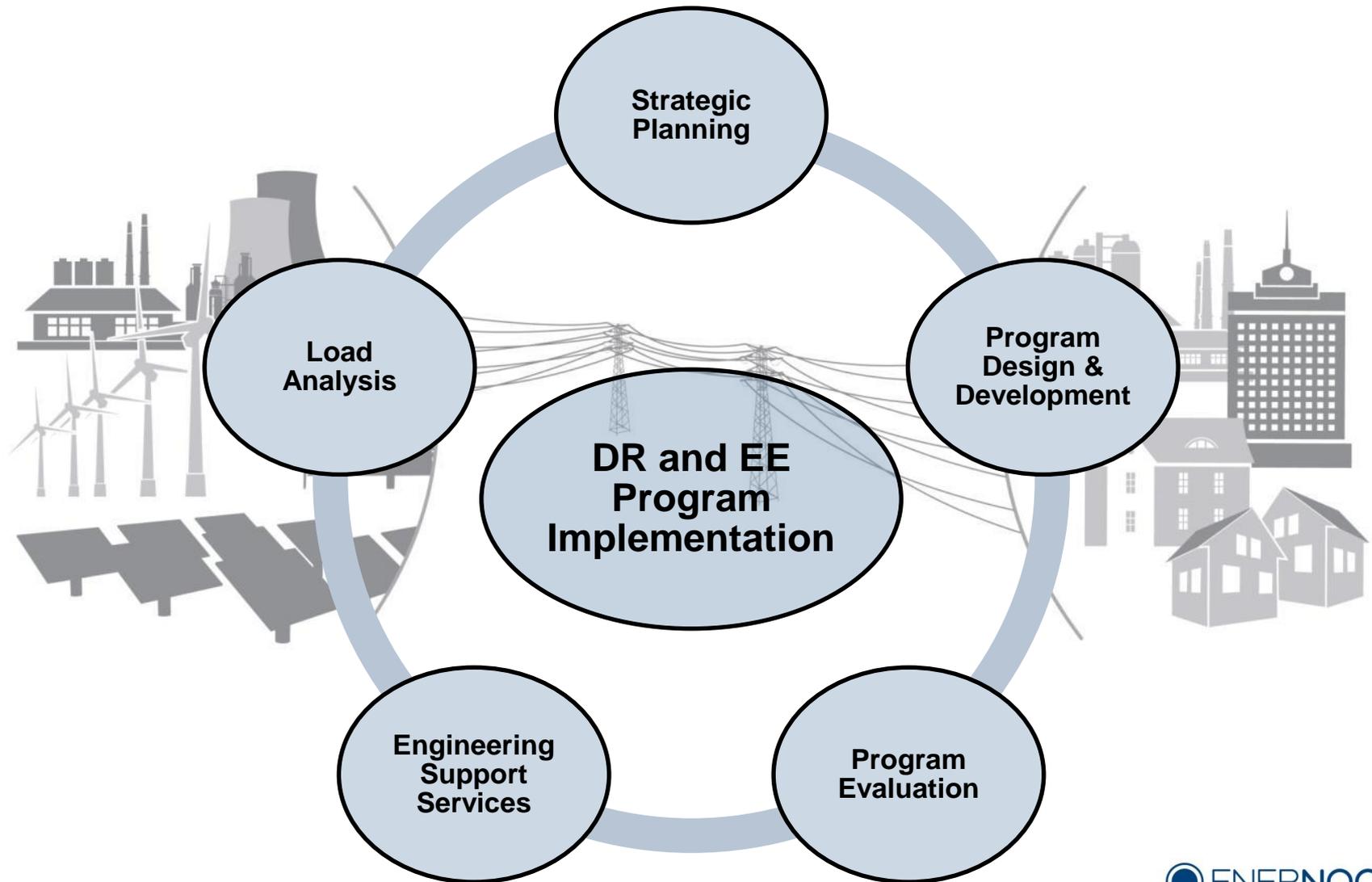
# Enterprise Energy Intelligence

EfficiencySMART Insight provides large, multi-site organizations with direct visibility into energy usage, energy spend, & “hidden” savings opportunities. It also enables organizations to do a much better job in prioritizing energy-related decisions across their portfolio.

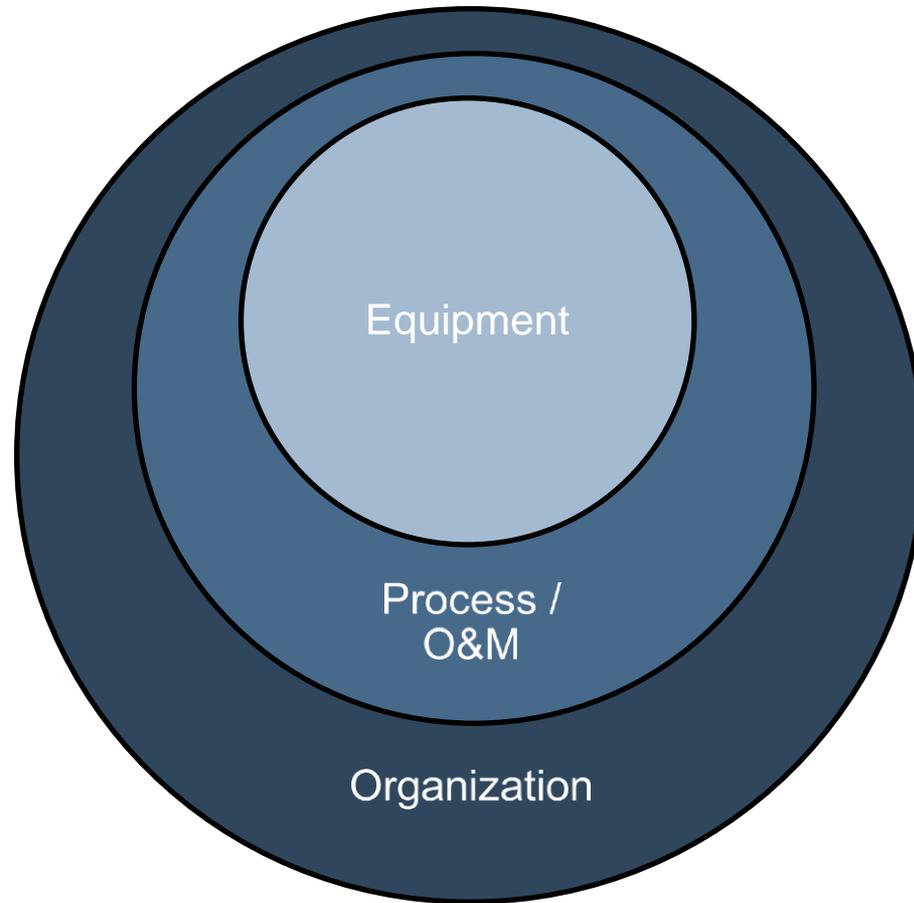


Dashboards, Energy Performance Scorecards, Historical Energy Usage, Baseline Comparisons

# Other Energy Services Focus Areas



# Three Tiers of Energy Performance



# 5 Things We Look For In Energy Engineers

From Derek Popek, Corporate Recruiter

1. An interest in the energy space
2. Relevant work experience or internships
3. Mechanical Engineering or related Engineering Degree
4. Great written and verbal communications skills
5. Great problem solvers who can work with our tools (Excel, eQuest) and make an instant impact

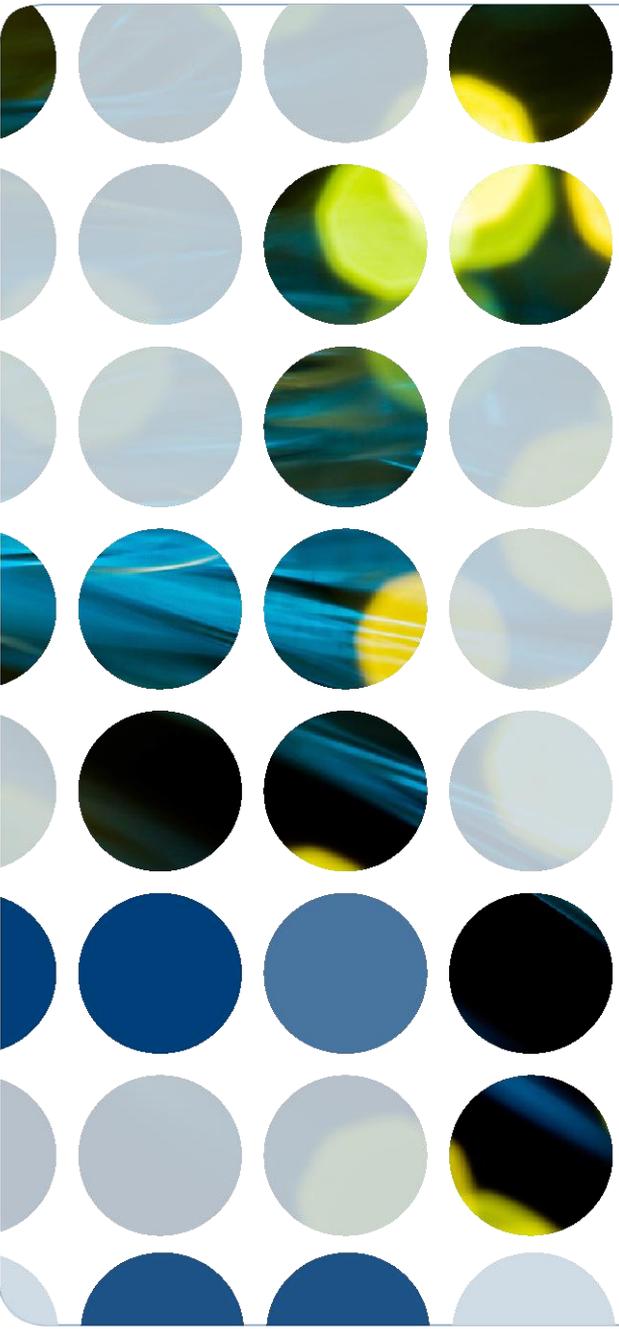
## Where we are hiring Energy Engineers?

- Concord, Irvine, San Francisco and Walnut Creek CA
- Boston, MA

# What we seek... in you.

- 1. Smart**
- 2. Motivated**
- 3. Responsible**
- 4. Mission Driven**





# QUESTIONS?

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<http://www.enernoc.com/about/join-our-team.php>

