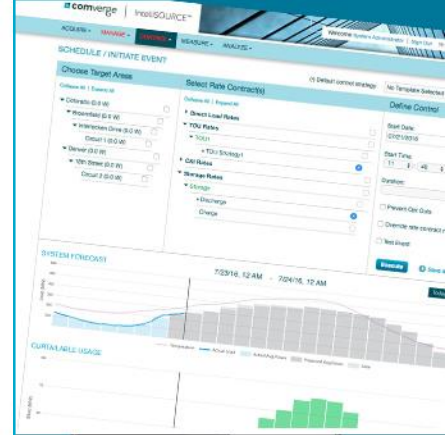


DR/DER As An Operational Resource

Robert Warden – VP Partners and Alliances

February 2017



Comverge - By the Numbers

- 6,200,000+ energy management devices deployed
- 6,200 megawatts under control
 - About 15% Water Heaters
- 95 million device control events
- 2,000,000+ residential participants enrolled into DR programs
- 500+ Utility Customers



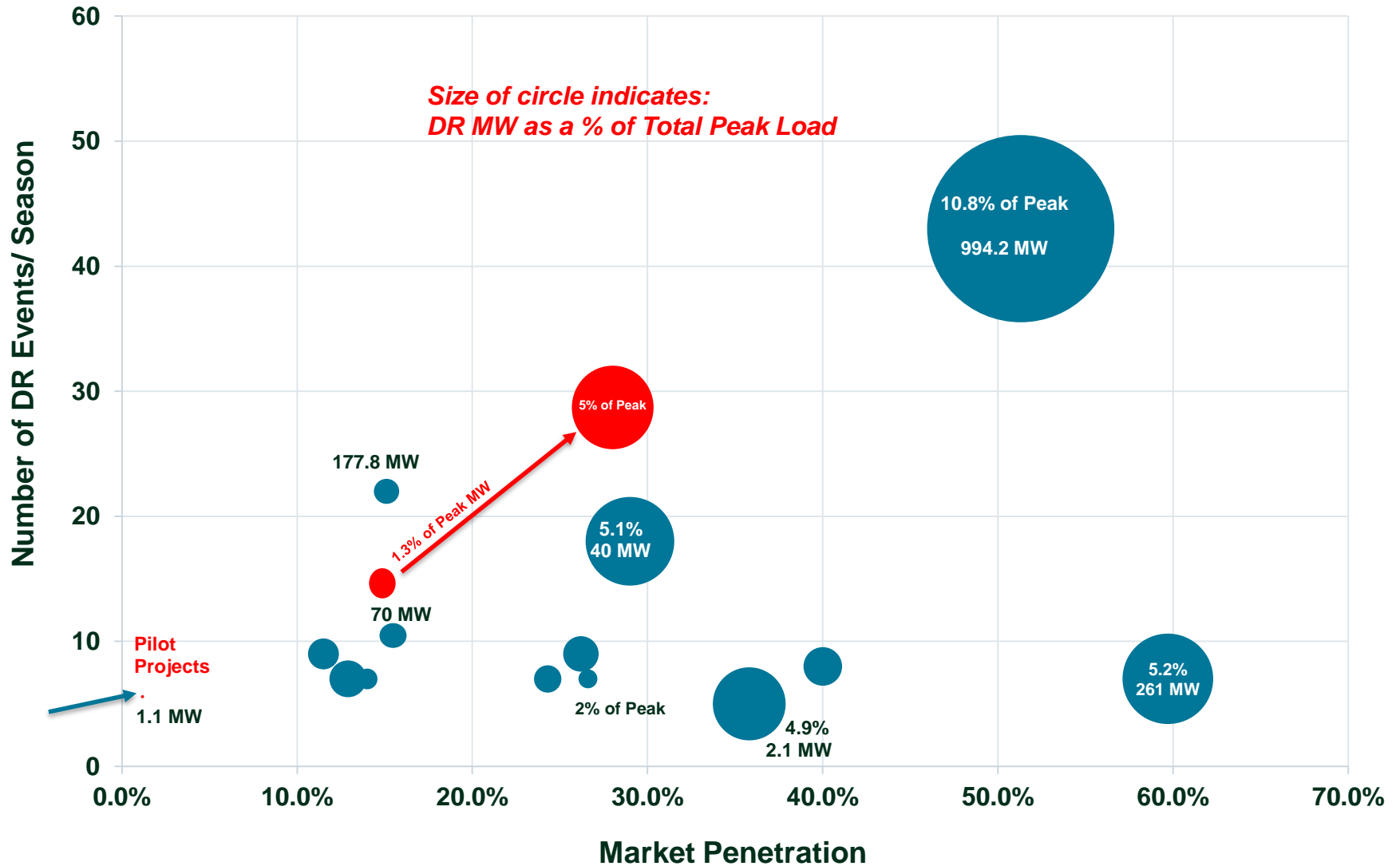
Comverge – What We Do Best

- Solving real strategic problems at utility scale
- Depth and breadth of functionality to support entire Program Life Cycle
 - Most widely deployed DRMS in the industry - IntelliSOURCE
- Align Innovation and Delivery Roadmap and with industry problems
 - BYOD
 - DER's
 - Operational DR
 - Energy Analytics and Data Driven Optimization
 - DR, EE and DER Engagement convergence

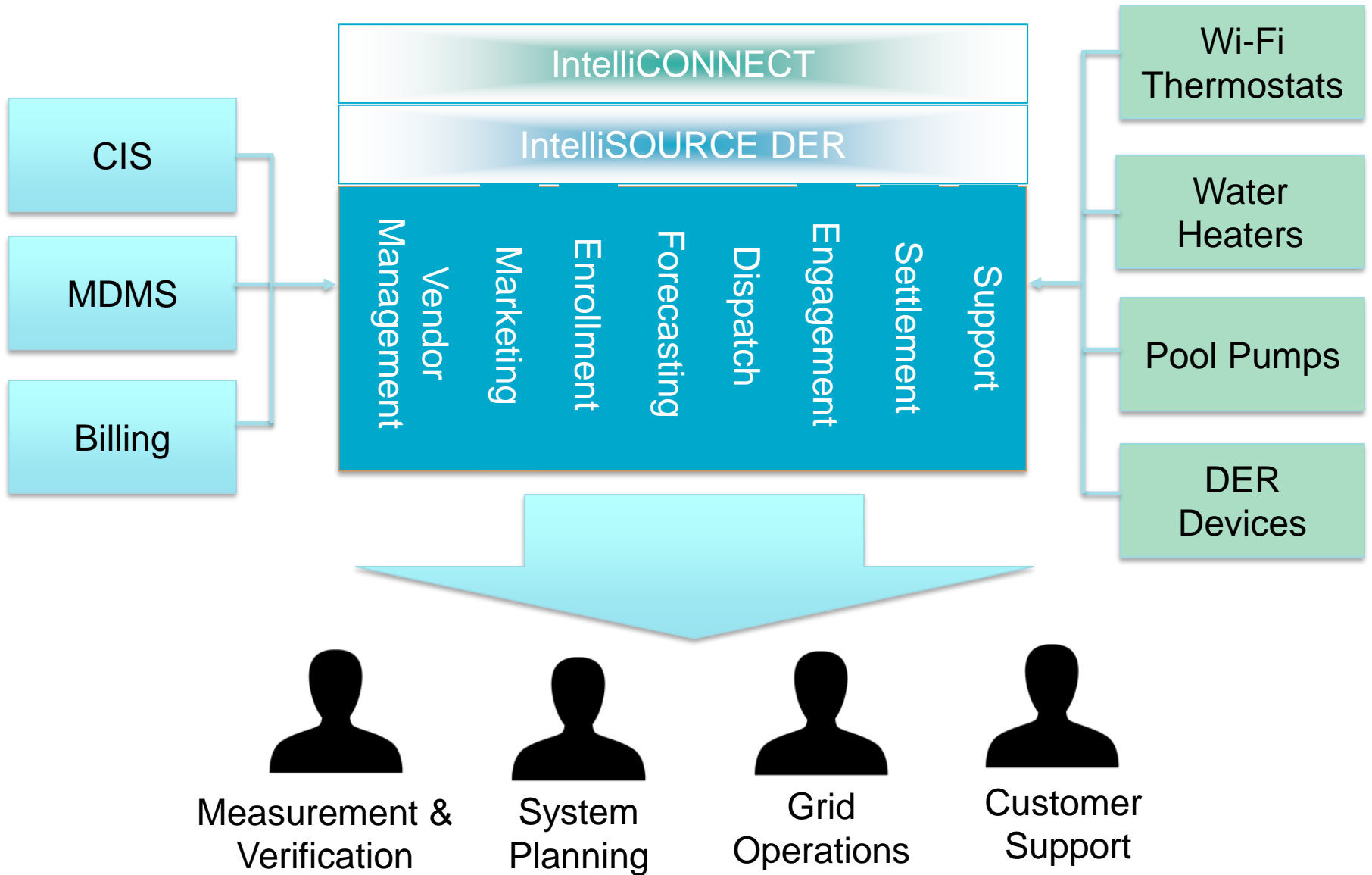


DR/DER as Operational Resource: Comverge Clients

Utilization Scatter Plot



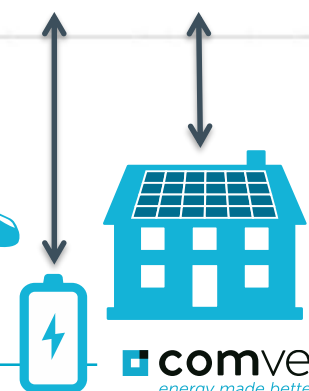
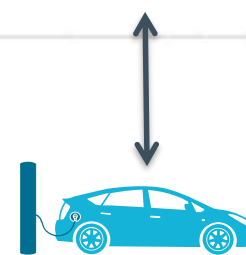
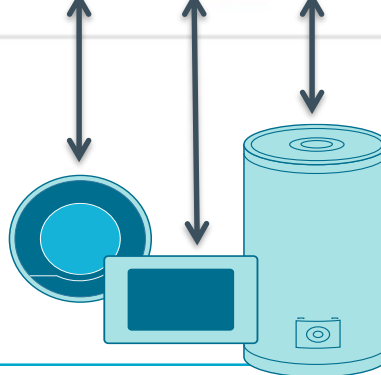
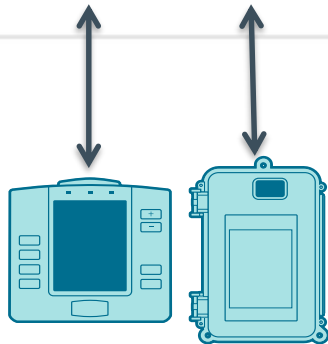
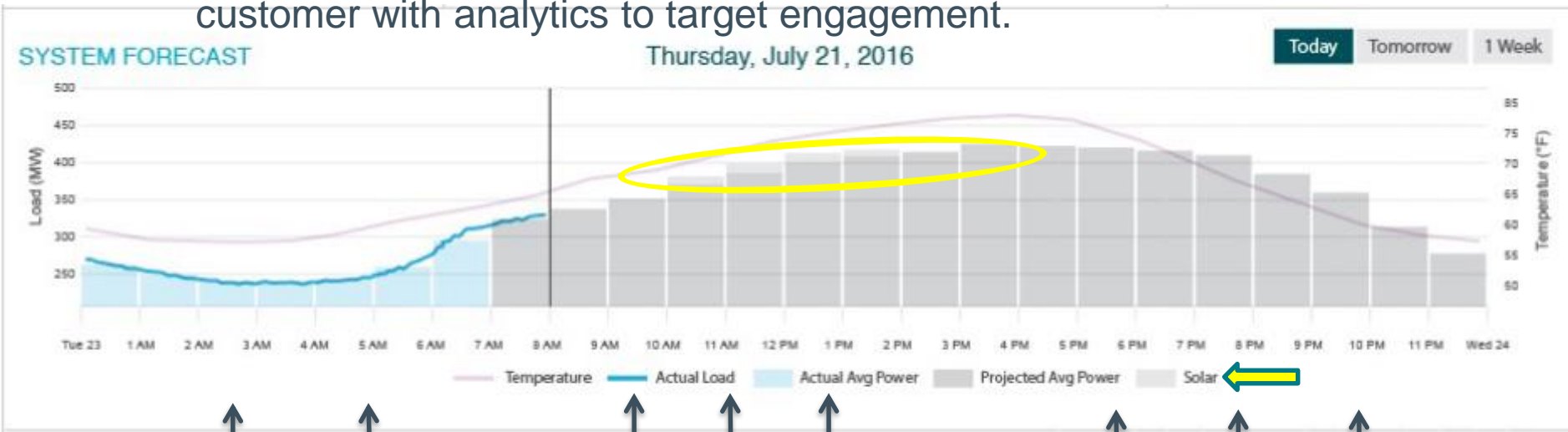
Operational System for DR and DER



IntelliSOURCE CONNECT - Benefits

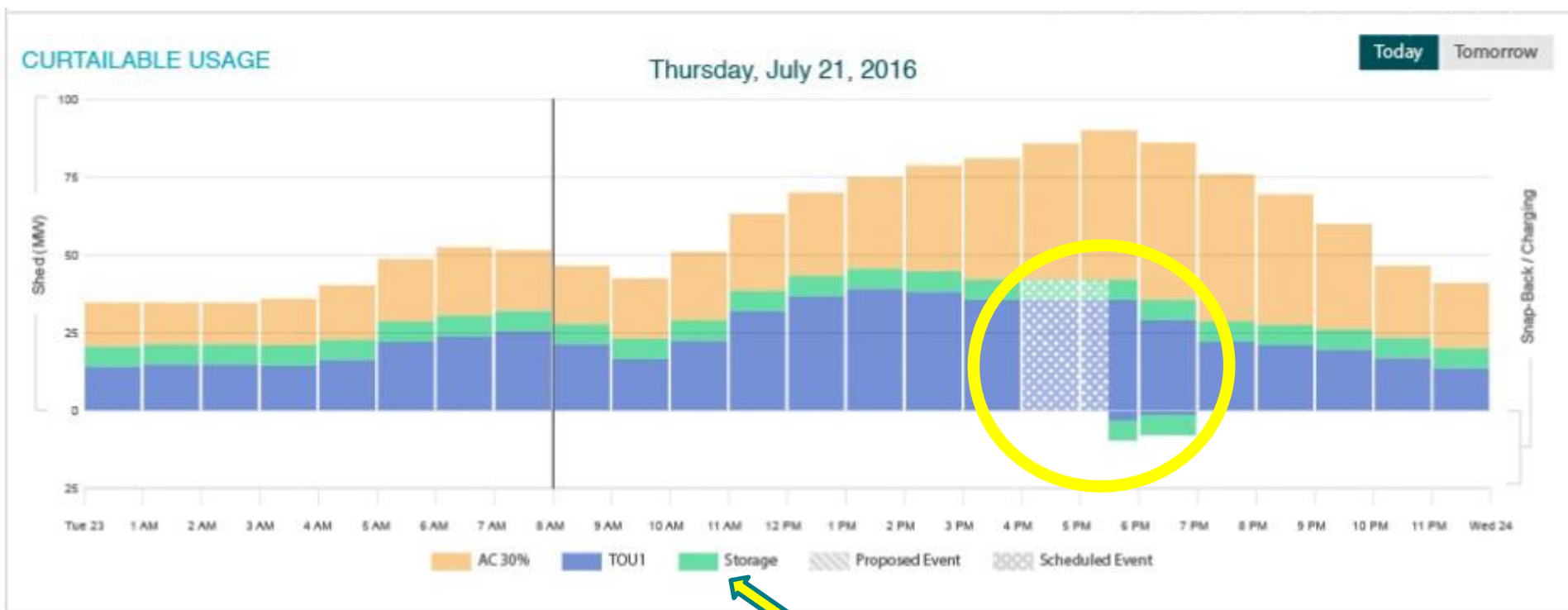
- Add bring your own device (BYOD) to your DR and DER programs

- The module provides secure enrollment, seamless engagement, and aggregated forecasting and dispatching capabilities of the devices.
- Utility branded customer engagement portal to send messages to the end customer with analytics to target engagement.



IntelliSOURCE DER - Benefits

- **Target DER's to defer costly infrastructure investments**
 - Predict and Manage the impact from DER such as rooftop solar and EV
- **Manage the operational complexities that occur due to DER's**
 - Maintain power quality and ensure grid reliability



Organic Evolution

IntelliSOURCE DRMS is already the solution used by utilities

✂ that serves as the optimized command and control system-of-record for distributed assets in and around consumer meters on the distribution grid

✂ to manage all demand side consumer relationships outside of basic energy service

