

Prenova Company Overview: Established in 1997, Prenova is a technology-enabled solutions company based in Atlanta, Georgia. We provide a full suite of energy management solutions that span the energy lifecycle, from procuring energy on behalf of our customers to managing their energy usage real-time while optimizing the performance of their energy-related assets. Prenova is dedicated to ensuring energy efficiency and climate protection with our unique Clean Tech solution delivery platform – a knowledge-based, technology-enabled solution that remotely manages and optimizes energy and assets in real time. Clean Tech offerings are defined as knowledge-based solutions that improve operational performance and efficiencies while reducing costs, energy consumption, and energy wastes. Clean Tech solutions are expected to enhance the overall quality of business operations. These are the hallmarks of Prenova's Clean Tech solution suite. We apply our expertise, proprietary Clean Tech technology, and remote management of tens of thousands of energy assets to reduce our customers' energy costs by up to 30%. Some of our customers include Burger King, Coldwater Creek, Crate & Barrel, Costco, Dollar Tree, Eddie Bauer, Famous Footwear, Home Depot, Mark's Work Wearhouse, Rite Aid, U.S. Cellular, Walgreens and West Marine.

We focus our energy efficiency efforts on companies in energy-intensive markets with large numbers of locations. These types of companies find it difficult to manage energy contracts across multiple geographic and regulatory markets. They are also limited in their ability to manage the heterogeneous energy assets (HVAC, lighting, refrigeration, compressors, etc) typically found across multiple locations. While most of our existing customers are in the retail, grocery, restaurant and telecom sectors, our service offering is also attractive to organizations in the banking, government, lodging and educational sectors.

Our key differentiators in the market are twofold. First, we are the only company that provides a remotely-managed service offering that proactively and continuously manages energy usage **and** optimizes the performance of our customers' energy assets. Our in-house energy experts have built and continue to expand our proprietary data warehouse and data mining algorithms that serve as the basis for this optimization. Additionally, our remotely-managed energy management solution is a clean-tech solution: it is delivered remotely, so while we're reducing usage for a customer, we aren't effectively increasing usage on our side, which would cancel out many of the benefits. Our remotely managed solution results in a significant reduction of energy costs, increased **reliability** of energy-related systems, and a dramatic reduction in harmful emissions.

Second, our ability to provide value across the breadth of the energy lifecycle positions us as a complete outsourced energy management solution provider. Our customers can rely on our in-house energy experts and unique technology to manage their entire portfolio of energy needs, which generates a higher combined savings rate than utilizing different vendors to manage pieces of the energy lifecycle.

Prenova's Clean Tech Solution: Asset OptimizationSM This **proven** technology-enabled service solution reduces direct and indirect energy expenses by continuously (i) optimizing the configurations of customers' assets and energy management systems (EMS) at the facility level and (ii) identifying and, in most cases, rectifying performance issues with their energy assets on a near real-time basis. We provide this service through our Atlanta-based Network Operations Center (NOC) that is tied directly to customers' assets through their EMS hardware. Prenova is able to connect to any EMS make/model to perform Asset Optimization.

Our NOC remotely downloads from customers' facilities the EMS configurations, operating conditions and performance data relating to specific energy assets. The Prenova Energy Management Platform then compares the configurations and operating conditions against customer-provided specifications such as temperature thresholds and facility opening and closing times. To the extent that these thresholds are altered (e.g. a technician overrode a temperature set point as part of their routine maintenance; a power outage upset schedule times; or an employee altered the closing time due to a promotional sale), the NOC remotely reconfigures the EMS and connected assets back to the customer baseline.

- The NOC connection to the EMS also allows us to download asset-specific performance data. We then combine and enrich this data with other sources of information (e.g. outside weather temperatures; manufacturers' original equipment specifications for more than 4,000 model numbers; actual historical performance data for more than 100,000 energy assets installed across our customers' systems; utility bill data; industry benchmarks) from our data warehouse to identify performance issues with these assets. Where we identify an issue, we are able to **remotely** correct up to 70% of the potential asset efficiency improvements from our NOC.

The core of Prenova's Clean Tech: Prenova's proprietary set of tools, processes and service solutions operate in real-time. Our approach first draws together market and customer operational data. We then remotely apply predictive diagnostics for analyzing asset performance trends to identify impending asset failures. Prenova's ability to identify early signs of failing assets and then act quickly to avoid equipment breakdown is a key source for improving energy efficiency and reducing carbon emissions. This is a key factor of our solution— unlike other vendors, we can work with virtually any make/model of Energy Management System to access the assets for real time diagnostics. Prenova restores optimal operating performance levels remotely **before** failure occurs, delivering sustainable savings results and producing predictable financial outcomes. Prenova's predictive building diagnostics performed by our NOC can be analogized to the diagnostics performed on a car by General Motors' superb OnStar® offering. Prenova's NOC remotely and automatically runs predictive diagnostics to assess equipment and whole system efficiencies and performance. We also remotely take action to resolve identified equipment performance anomalies, optimize building system efficiencies, and reduce costs and emissions. Another defining factor is the ability to control energy usage in real time through our Parameter Standardization Program, which is a subset of Asset Optimization. With Parameter Standardization, we work with the customer to establish standard operating procedures by location. Then on a remote basis, our technology platform automatically identifies any procedure that is out of threshold, analyzes the condition, and then performs a remote reset of the Energy Management System operating standards to comply with published business rules including issues such as: temperature set points, economizer settings, fan modes, lighting schedules, defrost schedules, and many others. Our third defining factor is that of "continuous commissioning" which maintains energy-related settings across the assets. Continuous commissioning is remotely automated for all assets in the system to ensure performance improvements are sustained and new areas of improvement are identified and acted upon by Prenova. The ability to sustain energy reductions is crucial – Prenova is now a member of the Chicago Climate Exchange, and can package energy usage reductions as carbon credits, and sell those credits on behalf of our customers on the exchange. This is powerful incentive for our customers – not only do they reduce their energy costs significantly, but they can reduce their carbon footprint and receive additional incentives in the form of financial remuneration for doing so.

At the core of Prenova's innovation approach – our adaptive intelligence model – remains an unwavering commitment to delivering revolutionary energy efficiency solutions that result in real time energy and asset management, increased asset life, decreased asset costs, and overall climate improvement. We will continue to invest heavily in 2008 and beyond, with the support of our investors, to achieve an adaptive intelligence model that is a best practice when applied to Clean Tech, climate improvement, and the health and quality of our customers' business environments and their bottom line.