

EnerNOC, a developer of demand response and energy efficiency programs, was co-founded and self-financed in 2001 by two graduate students and has since grown to a publicly-traded company of about 300 employees, with \$60.8 million in revenues, and 1,113 megawatts under management (as of 12/31/07), throughout the U.S. The 1,113 megawatts, managed across over 2,100 customer sites, alleviate the need for about 10 new, (100 MW) peaking power plants, each of which would generate approximately 5,100 metric tons of CO₂ annually if utilized for only 100 peak hours. While demand response is now a fast growing industry, its future was uncertain in 2001, when utilities offered demand response only to their largest customers, and participation was a manual, arduous process. EnerNOC has addressed these inefficiencies and demonstrated that aggregated, automate, and remotely-enabled demand response increases grid reliability and helps prevent blackouts.

During periods of peak electrical demand, EnerNOC coordinates its commercial, institutional and industrial customers, and reduces their electricity consumption (by prior agreements) to temporarily alleviate regional energy demand. This helps prevent blackouts and brownouts, mitigates wholesale market price volatility, supports more reliable and efficient electricity grids and educates customers about their energy consumption habits and possible inefficiencies.

The company's unique and innovative Network Operations Center (NOC), located in Boston, Mass., enables the instantaneous curtailment of end user load from the grid, no matter where the end-user sites are located. When a peak demand event occurs, EnerNOC automatically notifies customers via email, phone, pager and fax, and remotely aggregates load to provide demand response capacity when and where it is needed. The NOC then connects to end-use customers' facilities and remotely monitors and controls customers' energy assets (e.g. lights, HVAC, generators, etc.) in real-time.

In addition to automating demand response events, the company's technology provides end-users with transparent energy usage data, allowing them to optimize and effectively manage energy consumption. Through comprehensive energy analysis, continuous commissioning programs, and strategic consulting, EnerNOC provides a complete energy management solution.

By working with its customers, EnerNOC is providing a clean technology solution for efficient energy usage -- the cleanest energy is the energy saved through demand response. EnerNOC is expanding the growth potential for energy efficiency and demand response throughout the country, and positively impacting society by continuously driving energy efficiency and conservation measures. The company's technology not only executes demand response, but is also a sophisticated tool that better identifies energy efficiency and saving opportunities, and tracks Regional Greenhouse Gas Initiative (RGGI) credits, while initiating demand response curtailment. By introducing more commercial, industrial and institutional customers to demand response, EnerNOC generates further interest in more comprehensive energy initiatives that result in increased efficiency and sustainable impacts on their electricity bills.