



Distributed Energy Management System



Agenda

- **Who is Consert**
- **Current Customers**
- **Challenges**
- **What we would like to see**

End-To-End Solution Load Management Solution

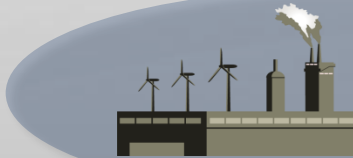


Information Technology

Inferential intelligence



Utility
AMI/AMR
Meter to Cash



Meter



Appliances
Home Area Network



End to End Solution

Consert Value Proposition



An intelligent energy management company that converts electric consumption in homes and small businesses into cost-effective clean sources of capacity and energy reserves for utilities.

**Speed
Security
Reliability
Internet Protocol
Ubiquity
Cost Effectiveness**

The Consert Virtual Peak Plant™



1. Load Management/Measurement Devices Are Installed

- Communicating meter with Consert gateway
- Load control device for water heater, EV, and other loads
- Thermostat for HVAC control



Smart Home



2. Consumers create energy use profiles



IP Backhaul

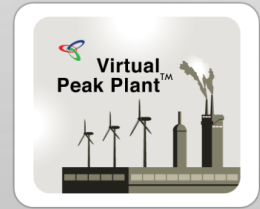
3. Public Wireless Network

Consert utilizes Verizon Wireless' 3G network for voltage and user load data profile (4 channels)

4.

Data Center

built on IBM software platforms including DB2, WebSphere and WebSphere MQ.. Pass data in HHF format.



5.

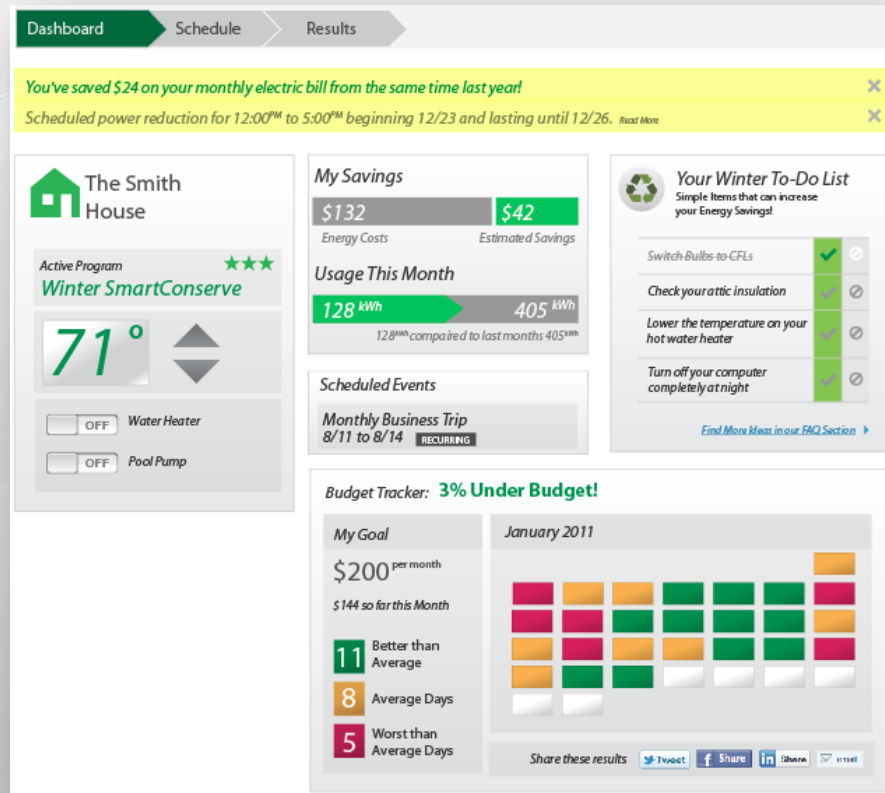
Consert's "Virtual Peak Plant"

allows the utility to monitor, measure, and control disaggregated loads over a real-time, standards-based, IP network

Customer Focused Solution



1. Up to 20% Savings
2. Work within boundaries defined by the customer
3. Opt out at any time
4. Free Home Energy Management System
5. Anytime, anywhere access



Current Customers



Current Commercial & Pilot Customers



- **The challenges that we have been seeing in Texas**
 - AMI Meters without Zigbee, Homeplug or WiFi
 - Current AMI meters Gateway performance (Wireless vs Mesh)
 - Customer choice rules cause issues in competitive areas (“churn”)
 - Meter change out in competitive areas is a challenge
 - Texas SET rules do not provide a vehicle for “2 step switches”
 - Step 1 is REP credit check
 - Step 2 is home inspection/smart solution installation
 - Tracking of smart solution installs
 - Early termination financial risk to REPs
- **Competitive area rules have led us to focus on Texas Muni/Co-ops**

What we would like...



- **Ability to prove our use case in competitive area without REP being penalized**
- **New PUCT or ERCOT rules supporting load management for residential and small business customers in competitive areas**
- **PUCT or ERCOT rule changes around Texas SET to allow for flexibility in customer changes**
- **Current AMI meters are Zigbee, Homeplug, or WiFi enabled**



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