



Introduction to “Bring Your Own Thermostat” Demand Response



EnergyHub's distributed energy resource



Thermostat manufacturers



Home security providers



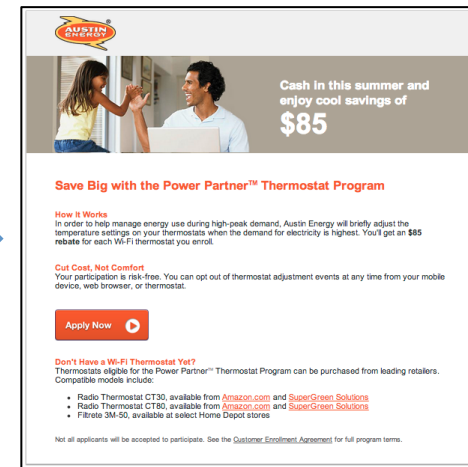
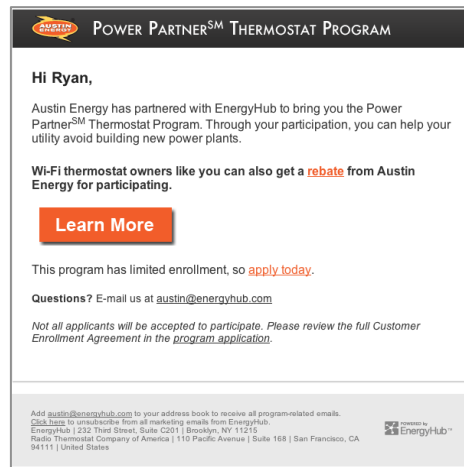
Retail electric providers



EnergyHub™

Power markets
Integrated utilities

How it works



EnergyHub emails customers in relevant service territory

Customers complete enrollment form on web



Utility/ISO calls DR events



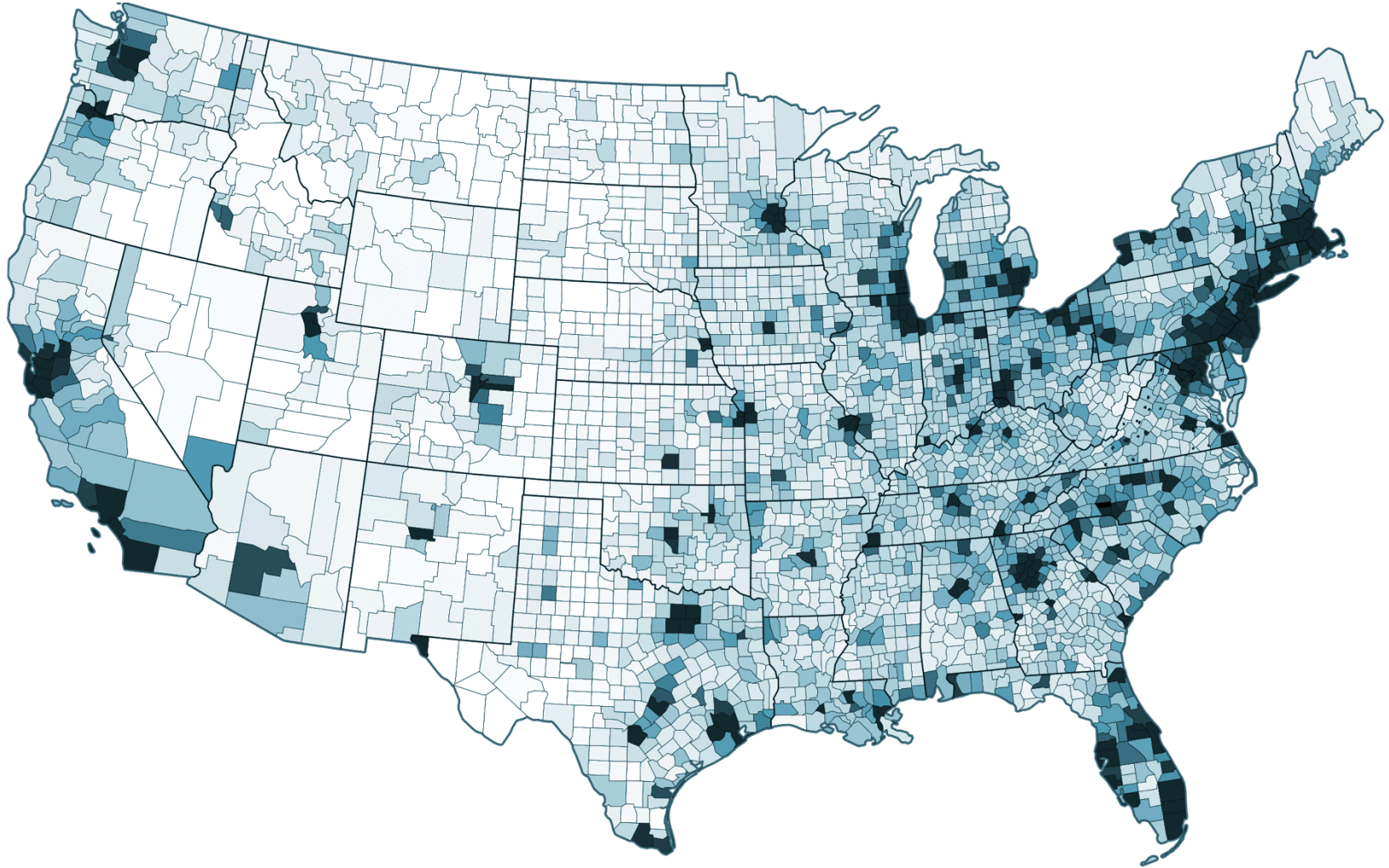
EnergyHub executes DR events

EnergyHubTM



Customers get rebates; service providers paid by utility/ISO

Over 900,000 potential BYOT assets as of mid-2014



vivint.



ALARM.COM™

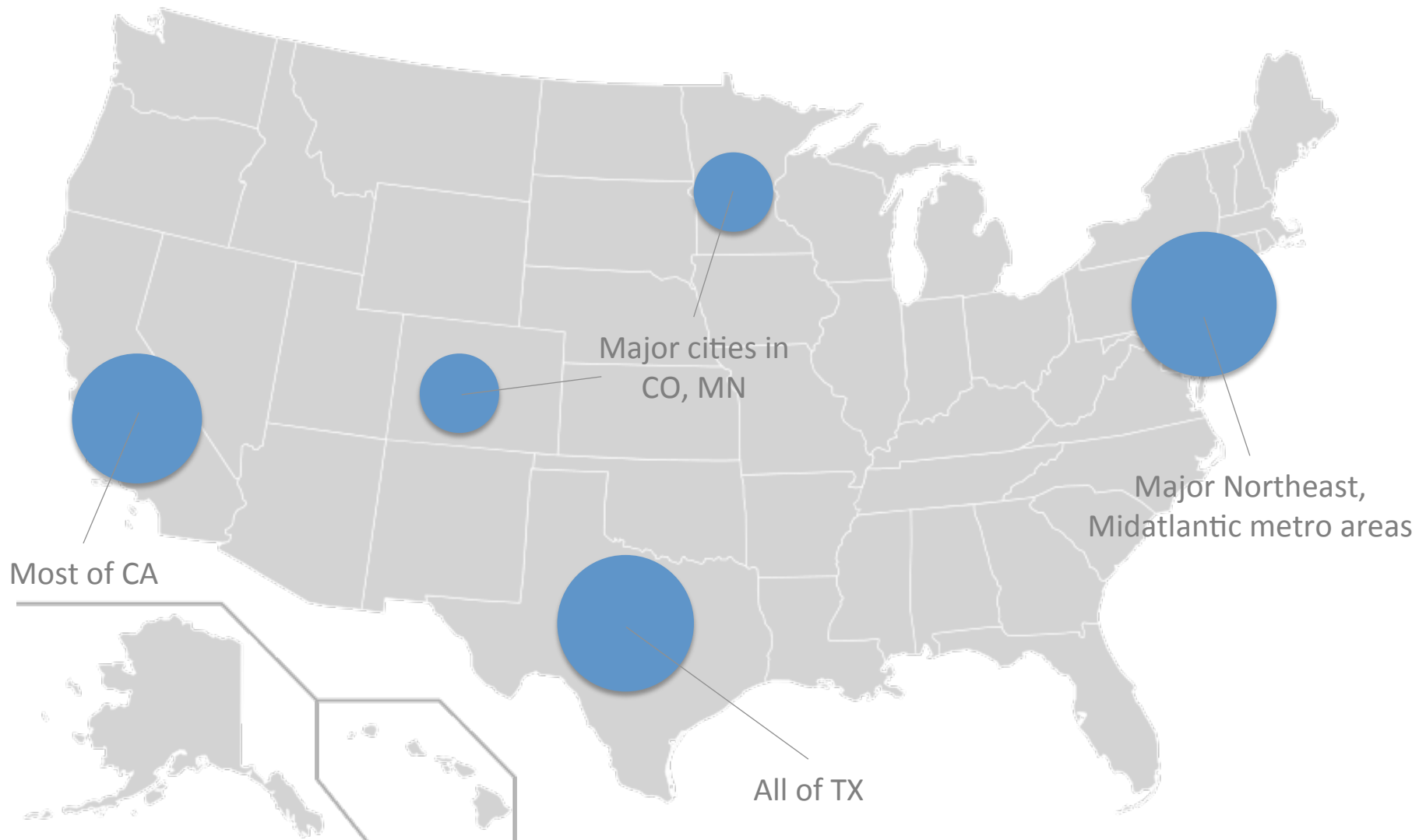


NEXIA™
HOME INTELLIGENCE

Radio  **Thermostat**



2014/2015 BYOT coverage



BYOT is an effective peak resource

- It's cost effective
 - No need to purchase/deploy equipment
 - One utility: “2x the yield for ¼ the upfront cost”
 - The best-performing programs cost \$40-60/kW-year
 - Does not require smart meters
- It's flexible
 - Use as a capacity/reliability resource or an energy resource
- It's reliable
 - Many small loads pooled together
 - Confirmed signal delivery
 - Part of an essential customer service
- It's predictable
 - M&V via interval meter data OR thermostat data
 - Big data -> granular, nuanced, accurate forecasts