



EXECUTIVE SUMMARY

Energy Management & Orchestration Systems

Presentation By:

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GreenTech Connect Forum

Booth 209

➤ Legislation

- EISA 2007: Zero-Net by 2020 for all new constructions
- CA/AB32 : Reduce green house gas levels to 1990 levels by 2020

➤ SmartGrid/AMI

- Approximately 70 utilities with AMI
- Distributed and alternative sources of energy
- **Demand Response** : requires communicating devices in the HAN

➤ Problem

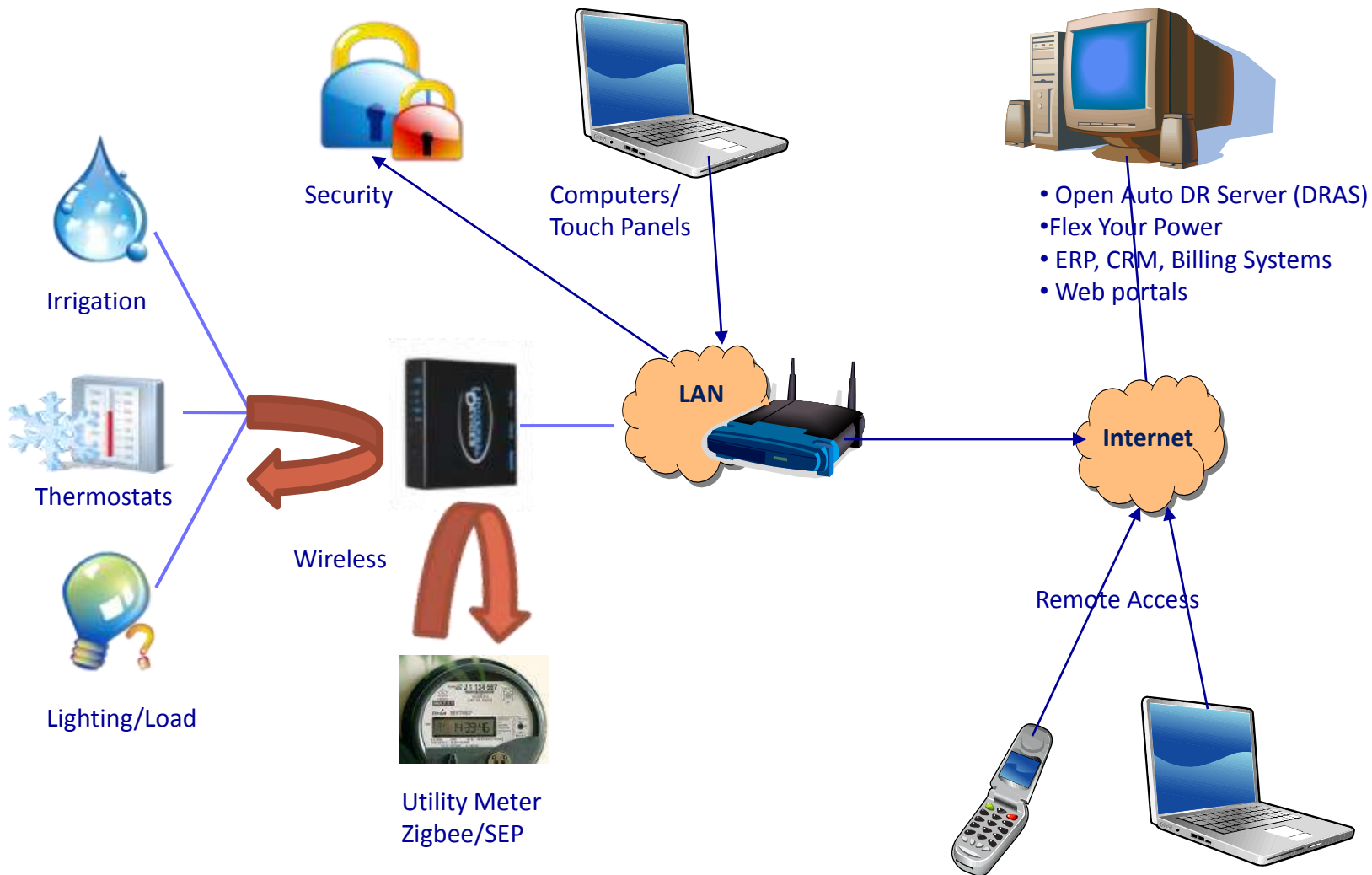
- Cost / Customer Comfort & Choice
- Consumer Electronics Market: millions of existing installations with non-SmartGrid-enabled communicating HAN devices



➤ Home Orchestrator™

- A fully **autonomous** and **ultra low cost** energy management system orchestrating and automating all facets of energy consumption, production, and interactions with the utilities and sources of energy
 - Every home needs one to just like a cable/DSL modem/router
 - Shields the utilities from the intricacies of the HAN
 - Can be controlled and monitored from anywhere in the world
- **Protocol Agnostic**: supports existing and **off the shelf** CE HAN products and devices (increase ROI)
 - Increases customer choice and comfort
- **Simple**
 - Almost any electrician can install/configure – creating jobs
 - Almost all home owners can configure
- **Standards based**: NIST, OASIS, UPnP
 - Developer friendly with free Developer Kits





➤ Founded in 2005

- Private
- Number of Employees: 5
- Average Annual Revenue: \$300 K
- Initial product launch in 03.2007
- Distribution channels in U.S and Canada

➤ More than 4000 installations in U.S., Canada, and Mexico

- 85% residential
- 15% small/medium commercial

➤ Utilities

- Seeking a pilot with SDG&E
- Seeking a pilot with SCE
- Seeking a pilot with PG&E
- Seeking a pilot with Modesto Irrigation District
- Seeking a pilot with Glendale Water & Power
- Seeking a pilot with SMUD



Live Demo at Booth 209

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