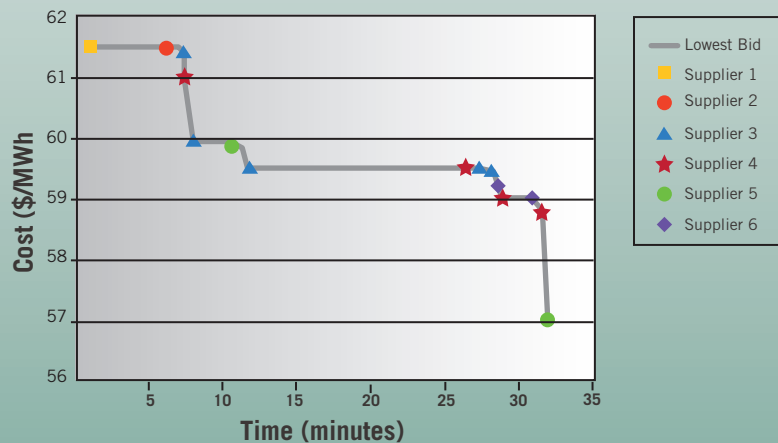


In deregulated energy markets, EnerNOC Exchange™ helps you uncover the most competitive price for your energy needs. Through our online reverse-auction platform, energy suppliers compete for your business, ensuring that you get the most attractive offer possible.

In today's ever-evolving energy markets, finding the right supplier is a difficult and time-consuming task. Traditionally, consumers solicit bids from competitive energy suppliers through a manual request for proposal, or RFP. While an RFP allows customers to receive and choose from a variety of bids, it nonetheless limits competitive pressure: suppliers can only submit one bid, and they never get a chance to respond to competing offers. In the end, customers do not necessarily secure the best possible option. The RFP process is also inherently cumbersome and slow, requiring the manual evaluation of multiple documents.

Through the smart use of online auction technology, EnerNOC strives to simplify and improve this energy procurement process. Our proprietary reverse auction platform—EnerNOC Exchange—lets our customers quickly discover the most competitive energy offers, by allowing suppliers to compete with each other in a real-time and fast-paced reverse auction environment. Once our customers have decided on their needs and terms, all they have to do is watch as suppliers bring the price down to the most competitive level.



EnerNOC Exchange drives electricity costs down 7.3%



Reverse-Auction Platform For Energy Procurement

The Benefits of EnerNOC Exchange

- **Simple:** With EnerNOC Exchange, there is no need for complicated paper RFPs, or for complex hardware or software integrations. Simply log in to the auction site, and watch suppliers bid for your business in real-time. EnerNOC takes care of the process and the technology, freeing you to focus on your core activities.
- **Competitive:** Unlike the traditional RFP process, bidders in an online reverse auction compete dynamically to bring you the best possible value. With EnerNOC Exchange, you can now enjoy the benefits of a competitive platform which was previously only available to large energy users.
- **Efficient:** Reverse auctions are well-known as an efficient price discovery mechanism. Once all of the bids are in and the auction concludes, you can choose your provider on the spot, reducing the decision making process by days or even weeks.

Amid the complexity and confusion that surrounds competitive energy procurement, EnerNOC Exchange stands out as a highly efficient and effective method for discovering and securing the most competitive offer. The result is greater transparency into price drivers and better cost management decisions.

About EnerNOC

Founded in 2001, EnerNOC, Inc. is a leading developer and provider of clean and intelligent energy solutions. EnerNOC's offerings span the whole spectrum of energy management, including energy procurement, demand response, technology-enabled energy analysis, and carbon neutrality services. EnerNOC's management team combines over 150 years of entrepreneurial and corporate experience with deep expertise in energy technology.

EnerNOC recently acquired mdenergy, bringing together two companies that are committed to delivering real energy savings while providing outstanding customer service. By combining the supply-side expertise of mdenergy with the demand-side infrastructure of EnerNOC, we have created a unique solution in the field of energy management.



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