

Spotlight on: Hospitals

Is your healthcare facility prepared for the next blackout? Partnering with EnerNOC for demand response allows your healthcare facility to receive advanced notification of potential blackouts, adequately prepare for energy crises, and proactively initiate emergency response protocol, instead of scrambling to restore operations after a blackout strikes.



EnerNOC Pays Hospitals to be Prepared

Demand response is the voluntary reduction of electricity demand from the grid in response to grid instability or high wholesale electricity prices. Participating healthcare facilities simply transfer their electricity demand from the grid to their backup generators when faced with supply constraints. *Healthcare facilities receive revenue for agreeing to utilize their backup generators when necessary, regardless of whether or not the need arises.*

“On August 14th and 15th, [demand response] programs were instrumental in helping to restore electricity to New York State by balancing the load as the electricity delivery system was re-energized.... They proved to be an emission-free way of reducing electricity demand by approximately 2,500 megawatts—the combined output of three large generating facilities.”

– Hon. George E. Pataki, Governor, State of New York, in a hearing before the Committee on Energy and Commerce, House of Representatives, September 3, 2003

Benefits:

- **Receive advanced notice of potential blackouts**
- **Utilize existing resources as a revenue-generating opportunity**
- **Reduce energy costs**
- **Increase the reliability of your hospital**
- **Test your emergency system under real crises conditions using the grid as backup**
- **Comply with JCAHO’s NFPA 110 Standard for Emergency and Standby Power Systems requirement**
- **Reduce the likelihood of system-wide power outages**

Demand Response at a Glance

No other demand response provider matches EnerNOC's capabilities and level of sophistication. EnerNOC's advanced technology allows customers to perform any combination of curtailment or backup generation, manually or automatically.



Grid Operator or Utility Signals Grid Distress

EnerNOC's Network Operations Center (NOC) intercepts the signal.



EnerNOC Relays Notification

The NOC notifies specified personnel of the demand response event via email, phone, pager, and/or fax.



Healthcare Facility Sheds Load

Your healthcare facility can automatically or manually initiate customized demand response protocol, which may include dimming lights, adjusting HVAC set points, and transferring load to a backup generator.



Demand Response Relieves Grid

Aggregated demand response stabilizes the grid, keeping the lights on in your community.

How Does Your Healthcare Facility Participate?

EnerNOC offers a full-service, end-to-end demand response solution, making participation simple and easy, and EnerNOC's customers have proven that aggregated demand response efforts prevent blackouts from occurring.

- 1 Evaluate your demand response opportunity.**
EnerNOC conducts professional demand response audits to identify your hospital's immediate demand response potential.
- 2 Establish your demand response protocol.**
EnerNOC works with your hospital to determine the appropriate load shedding protocol and, if applicable, enable the use of your backup generator.
- 3 Confirm your demand response ability.**
EnerNOC measures and verifies your curtailable load and ensures your operational performance is satisfactory.
- 4 Enroll your demand response capacity.**
EnerNOC enrolls your capacity in demand response. You can adjust your enrolled capacity level on a daily, monthly, or annual basis, depending on your region's demand response program.
- 5 Receive your demand response revenue!**
EnerNOC pays customers for standing by as demand response resources. Participants receive quarterly checks, and payments vary by region.



Customer Testimonials



"We take pride in working to benefit both individuals and our community as a whole. Participation in the Southwest Connecticut Emergency Demand Response program gives our institution a non-traditional but innovative means to...increase the reliability of our region's electrical grid."

– Senior Director of Facilities, Hospital

"Becoming a demand response customer was a very easy decision. Demand response allows us to avert sudden blackouts while we reduce energy, save money, and receive quarterly payment for participating. Additionally,...a demand response event or audit satisfies [the JCAHO] obligation."

– Director of Environmental Services, Assisting Living Facility

"If we did not participate in this program, we may find ourselves responding to a blackout with no advance notification and making a hard transfer to the backup generators without the utility backing up this procedure."

– Director of Facilities, Hospital

"As a behavioral health and addiction services facilities, our patients require very stable environments. [We] are committed to providing the best care possible, and partnering with EnerNOC helps us maintain our commitment to our patients by eliminating the risk of sudden blackouts."

– Director of Facilities, Mental Health Facility

About EnerNOC

Founded in 2001, EnerNOC, Inc. is a leading developer and provider of clean and intelligent energy solutions to commercial, institutional, and industrial markets. EnerNOC has over 886 MW of demand response under contract, including more than 756 MW of dedicated demand response resources. EnerNOC serves numerous healthcare customers: Danbury Hospital, Veterans Home and Hospital, Partners Health Care, Apple Healthcare, Isabella, and more. EnerNOC's management team combines over 150 years of entrepreneurial and corporate experience with expertise in demand response, distributed generation, energy management, engineering, embedded systems, and information technology.

EnerNOC has earned high honors for its demand response technology and services, including World Economic Forum's *Technology Pioneer 2007*, Platts' *2006 Energy Pioneer of the Year*, Association of Energy Services Professionals' *Outstanding Achievement in Pricing and Demand Response*, and Peak Load Management Alliance's *Outstanding Achievement by a Curtailment Service Provider*.



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