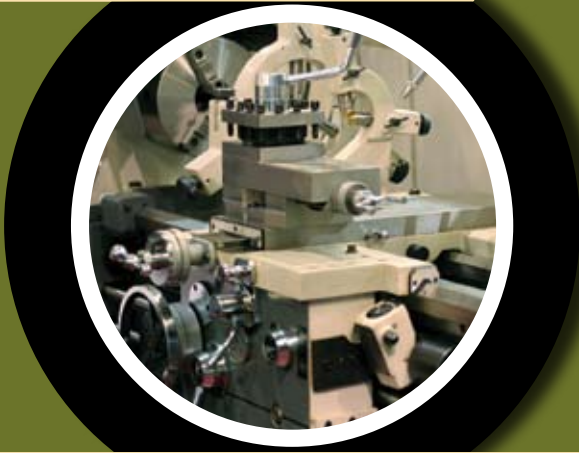


Spotlight on: Manufacturing

Is your facility prepared for the next blackout? Partnering with EnerNOC for demand response allows your facility to receive advanced notification of potential blackouts, adequately prepare for energy crises, and proactively shut down critical equipment and/or initiate backup generation, ensuring the continuity of your operations.



EnerNOC Pays Manufacturing Facilities to be Prepared

Demand response is the voluntary reduction of electricity demand from the grid, via curtailment, backup generation, or both, in response to grid instability or high wholesale electricity prices. Participating facilities simply conserve energy with a controlled shut down and/or transfer their demand from the grid to their backup generators when faced with supply constraints. *Facilities receive revenue for agreeing to reduce demand from the grid when necessary, regardless of whether or not the need arises.*

“Like many industrial facilities, we cannot afford a sudden loss of power, and partnering with EnerNOC provides us with advanced notification of blackouts, eliminating the risk of hard stopping all of our equipment. Additionally, by curtailing our usage, we help prevent a blackout from occurring entirely. Throughout July and August, NYISO called four demand response events. Each time, aggregated demand response prevented a blackout, despite record peak demand.”

- Vice President, Manufacturing, New York

Benefits:

- Utilize existing resources as a revenue-generating opportunity
- Reduce energy costs
- Receive advanced notice of potential blackouts
- Protect critical ongoing operations
- Control facility shut down
- Increase facility reliability
- Minimize exposure to fluctuations in power quality
- Test your emergency system under real crises conditions using the grid as backup

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.



Manufacturing Facility Sheds Load

Your manufacturing 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.



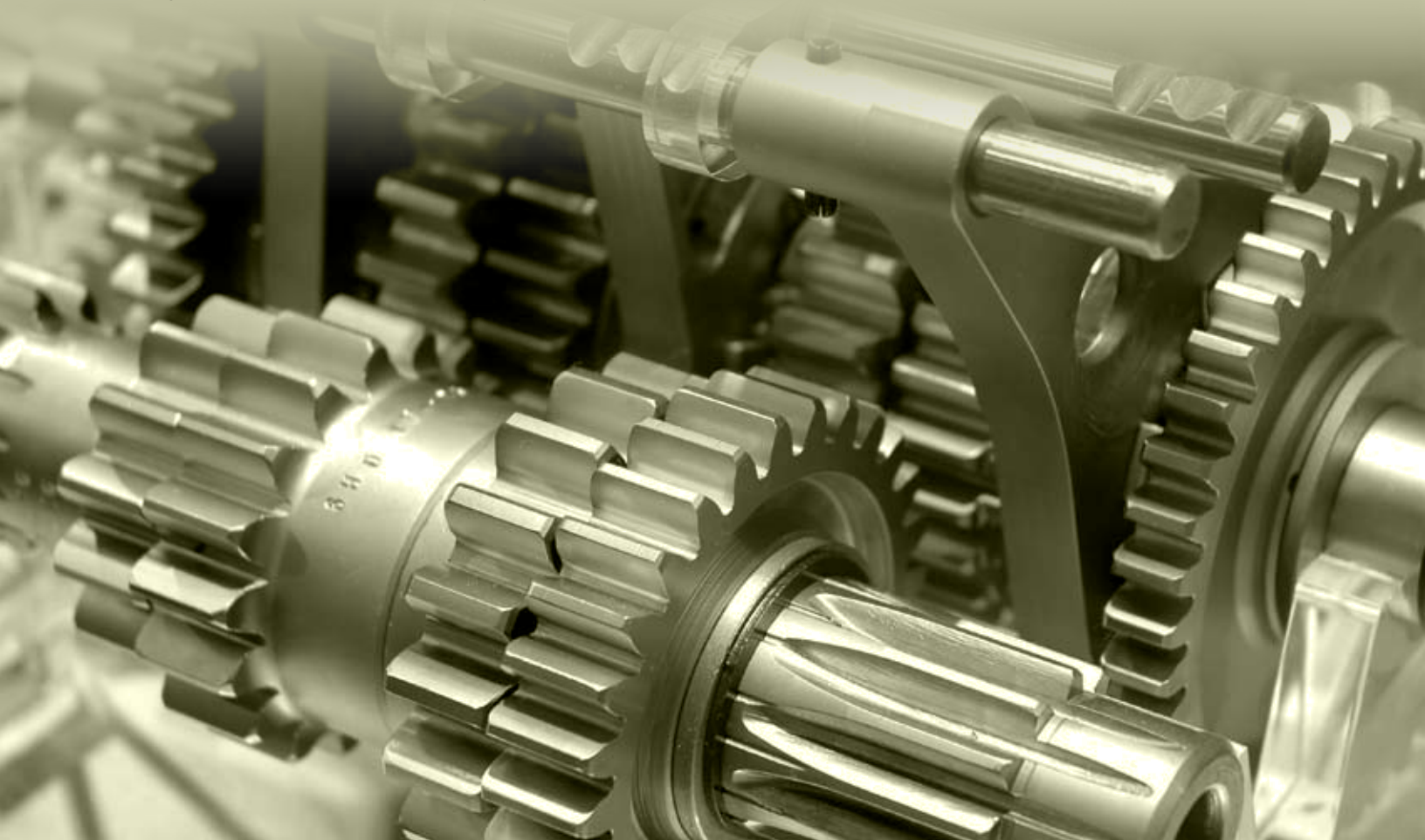
Demand Response Relieves Grid

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

How Does Your Manufacturing 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 facility's immediate demand response potential.
- 2 Establish your demand response protocol.**
EnerNOC works with your facility 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



“EnerNOC is a trusted partner. Shortly after closing the deal, Mike Ames and Steve Pepin performed a site survey and installed the necessary metering equipment. At the second site, they caught a bad meter, which required a replacement from [the local utility]. They then completed a post-installation inspection and an acceptance test to make sure everything worked.”

– President, Metals Manufacturer, Connecticut

“As specialists in plastic extrusion, we can’t afford sudden blackouts in the middle of production, and demand response offers a fair compromise when faced with electricity supply constraints. I appreciate that EnerNOC notifies me when the grid is at capacity. That way, I know I may have impending voltage reduction problems and can manage my business accordingly.”

– President, Plastics Manufacturer, Connecticut

“EnerNOC’s Network Operations Center delivered exemplary customer service. Throughout the summer, your Operations team monitored market conditions and kept me informed of potential demand reserves events. For each event that occurred, a member of your team confirmed I received the notification to ensure our facility took action.... This dedication to the customer exceeded my expectations.”

– Senior Facilities Engineer, Materials Manufacturer, California

“As an automotive parts manufacturer, we can’t afford to lose power without warning—not only is our production interrupted, blackouts and brownouts can significantly damage our manufacturing equipment. Partnering with EnerNOC allows us to prepare for potential blackouts when electricity supply becomes critical.”

– Chief Financial Officer, Automotive Parts Manufacturer, New York

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 manufacturing customers: Birken Manufacturing, EDO Defense Systems, G&F Industries, Verso Paper, 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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