



WHAT IS DEMAND RESPONSE?

Through a contract with Burlington Electric Department (BED), EnerNOC has launched the Burlington Electric Demand Response (BEDR) program, an energy program that reduces non-essential power usage in Burlington to help maintain reliable and affordable electricity in Burlington and across the entire New England region. BEDR is sponsored by BED and coordinated with the Independent System Operator (ISO) for New England. The BEDR program is separate from the Installed Capacity (ICAP) Demand Response Program sponsored by ISO New England.

HOW DOES IT WORK?

The BEDR program is open to commercial, industrial, institutional, and municipal customers. Participants receive recurring payments for agreeing to reduce electric consumption during "demand response events," which occur during periods of peak demand or high electricity prices. Participants receive additional payments for the energy reduced during a demand response event.

WHY SHOULD I PARTICIPATE?

The BEDR program provides you with a supplemental revenue stream, helps you reduce your energy costs and increases the overall energy efficiency of your organization. By paying facilities like yours to reduce demand, BED and ISO New England can avoid dispatching costly peaking power plants. The BEDR program is designed to be compatible with the Installed Capacity Program (ICAP) Demand Response program sponsored by ISO New England. Enrolling in both programs qualifies a customer for two separate revenue streams.

HOW DO I PARTICIPATE? WILL IT AFFECT MY OPERATIONS?

Participating in the BEDR program is simple.

Our team works with you to identify how electricity can be reduced without business interruption and to determine the appropriate participation strategy that meets your specific business needs. We install a server at your facility to monitor your electric consumption levels and establish communication with our Network Operations Center (NOC). Next, we measure and verify the electric reductions at your facility to ensure that your operational performance is satisfactory under constrained conditions.

We then enroll your facility in the BEDR response program. The amount that you commit to reduce can be adjusted as your electricity usage patterns change and as you gain experience in the program.

WHAT TYPES OF REDUCTIONS CAN I MAKE?

Nearly anything that consumes electricity can be reduced, if doing so is in line with your key business needs. Common examples include lighting, HVAC equipment, pumps, industrial freezers, battery chargers, and certain manufacturing processes. Our customers find that many energy intensive processes can simply be shifted by a few hours to facilitate event participation. Transferring electricity usage to back up generators does not qualify for the BEDR program.

WHAT TYPE OF COMPENSATION DO I GET FOR PARTICIPATING?

The BEDR program provides additional cash flow each quarter. Payments depend on the amount of energy your facility can reduce. You will receive additional payments for your performance during actual events. Both payment streams will be defined prior to enrollment, and you will receive a quarterly check for participation. For example, a facility with a 1 MW commitment can expect to receive between \$45,000 and \$100,000 per year (if enrolled in both the BEDR and ICAP demand response programs).

WHAT HAPPENS DURING AN EVENT?

EnerNOC will send a 30-minute advance notification when BED calls an event. Then, at the start and for the duration of the event, your facility will reduce its electricity usage according to your pre-determined participation strategy. Your participation strategy depends on your preferences and your existing energy management infrastructure. Your facility personnel can initiate the reductions themselves or we can execute your plan automatically. In either case, your personnel will be notified of the event details via email, telephone, pager, or fax. Before, during and after an event, our NOC remains in constant communication with your facility. Our NOC staff and technology are available 24/7/365, monitoring your sites and supporting you to ensure that you achieve high levels of performance and payments.

HOW OFTEN WILL AN EVENT BE CALLED? HOW LONG DO THEY LAST?

The BEDR program requires you to reduce your energy use for a maximum of 36 total hours over the course of a year. Events are limited to business days and may last between one and six hours. A maximum of one event can be called per day. Events may occur between 11:00 a.m. and 6:00 p.m. ET. For customers enrolled in both BEDR and ICAP, two events cannot be called simultaneously though it is important to note that the programs can be called sequentially.

ARE THERE FINANCIAL PENALTIES FOR NON-PERFORMANCE DURING AN EVENT?

No. EnerNOC manages all financial risk associated with enrollment and nominated curtailment levels. No financial penalties are imposed on you; EnerNOC assumes all financial risk of your non-performance and bears the cost if penalties are incurred. In the event of non-performance, the capacity that you have contractually agreed to reduce may be adjusted downward in the future.

WHAT ARE OTHER BENEFITS TO PARTICIPATING IN THE BEDR PROGRAM?

IMPROVE YOUR BUILDING SYSTEM RELIABILITY AND BUSINESS CONTINUITY

With access to EnerNOC expertise and information, you will be better equipped to help your business establish stronger energy contingency plans, protect mission-critical systems from power quality and availability issues, and provide a greater level of power reliability for your technology and infrastructure systems.

BE MORE ENERGY EFFICIENT

Effective energy management enables end-users to optimize their energy consumption and permanently reduce demand. EnerNOC provides a web-based portal with easy-to-use, near real-time information on energy consumption at your facility. Through this software, EnerNOC collaborates with you to identify additional savings opportunities and increase equipment reliability.

BECOME A COMMUNITY LEADER

BEDR is a clean, efficient alternative to peaking power plants. By minimizing the need for additional generation, the BEDR program effectively reduces greenhouse gas emissions and air pollution. You can demonstrate social and environmental responsibility and enhance your reputation as a good corporate citizen by helping to maintain reliable and affordable electricity.

About EnerNOC

EnerNOC, Inc. is a leading developer and provider of clean and intelligent energy solutions to commercial, institutional, and industrial markets. Our technology-enabled demand response and energy management solutions help optimize the balance of electric supply and demand. EnerNOC serves hundreds of businesses—just like yours—from across many different industries: food processing, light industrial, commercial real estate, telecommunications, hospitality, government, education, healthcare, and more.

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