



Ontario Lights the Way™

WHAT IS ONTARIO LIGHTS THE WAY™?

Ontario Lights the Way is an energy conservation program operated exclusively by EnerNOC, Ltd, a wholly-owned subsidiary of EnerNOC, Inc. Ontario Lights the Way members reduce non-essential power to help the Ontario region balance its electricity supply and demand requirements and maintain reliable and affordable electricity for end-use customers.

HOW DOES IT WORK?

Ontario Lights the Way members agree to reduce electric consumption in response to high peak demands or high wholesale electricity prices and receive recurring payments for acting as a clean, efficient alternative to peaking power.

WHY SHOULD I PARTICIPATE?

Ontario Lights the Way provides you with a supplemental revenue stream and helps you reduce your energy costs and increase overall efficiency. By paying facilities like yours to reduce demand, Ontario can avoid dispatching costly peaking power.

IS THERE ANY COST TO PARTICIPATE?

No, there is no cost to participate in Ontario Lights the Way.

HOW DO I PARTICIPATE? WILL IT AFFECT MY OPERATIONS?

Participating in Ontario Lights the Way is simple.

- 1 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.
- 2 We install a server at your facility to monitor your electric consumption levels and establish communication with our Network Operations Center (NOC).
- 3 Next, we conduct a test to measure and verify that the demand response plan delivers the amount of energy reductions that you are scheduled to reduce during a demand response event. Importantly, this test also verifies that reducing energy has the anticipated impact on your day to day business operations.
- 4 We then enrol your facility in Ontario Lights the Way. The amount that you commit to reduce can be adjusted as your electric loads 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 to facilitate event participation.

WHAT HAPPENS DURING AN EVENT?

The day before an event or the morning of, you will receive a notice that your capacity has been "reserved" and a secondary notice approximately 2.5 hours before the actual event. Then, at the start and for the duration of the event, your facility will reduce its electric consumption accordingly 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 alternatively, we can execute on 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?

Events are called in response to high peak demand in Ontario. Events are limited to business days and will last four hours each. If events are called on more than three consecutive days, you're not required to participate in the fourth event.

From June through September, events may occur between 12:00 p.m. and 10:00 p.m., and from October through May, events may occur between 4:00 p.m. and 10:00 p.m. You can expect to participate for approximately 100 hours per year.

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

No. EnerNOC manages all risk associated with enrolment and nominated curtailment levels. No penalties or fines are imposed on you; EnerNOC bears the cost if penalties are incurred.

WHAT TYPE OF COMPENSATION DO I GET FOR PARTICIPATING?

Ontario Lights the Way provides additional cash flow. Payments depend on the amount of energy your facility can reduce and your specific participation strategy. You will receive additional payments for your performance during actual events. Both payment streams will be defined prior to enrolment, and you will receive a quarterly check for participation.

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.

To participate or learn more about Ontario Lights the Way, please contact:

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WHAT ARE OTHER BENEFITS TO JOINING ONTARIO LIGHTS THE WAY?

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 your facility's energy consumption. Through this software, you can identify additional savings opportunities and increase equipment reliability.

GET SMARTER ABOUT ENERGY MARKETS

New technologies, market deregulation, and environmental concerns are creating change within energy markets. Businesses like yours can now react instantaneously to information on price, power reliability, and the environment. Ontario Lights the Way provides your organization with a cash-flow positive program to build expertise in operations and energy management in these dynamic, evolving energy markets.

BECOME A COMMUNITY LEADER

Ontario Lights the Way is a clean, efficient alternative to peaking plants. By minimizing the need for additional generation, Ontario Lights the Way effectively reduces greenhouse gas emissions and air pollution. You can enhance your reputation as a good corporate citizen by helping to keep the grid stable.

GIVE BACK TO THE ENVIRONMENT

Your reductions help reduce air pollution, and EPA studies show that programs such as Ontario Lights the Way help promote energy efficiency.

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, and protect mission critical systems like your technology infrastructure from power quality and availability issues.