

Strategic energy procurement secures competitive energy rates for commercial, institutional, and industrial facilities in deregulated markets.

With energy prices at an all-time high, large energy consumers need to reduce their energy expenditures to remain profitable. However, competitive energy procurement is a complex process in today's deregulated market. EnerNOC simplifies energy procurement and helps customers take advantage of the cost-saving opportunities deregulation affords.

Traditionally, consumers solicit bids from competitive energy suppliers through a manual request for proposal (RFP) process. While they can save money by selecting the most affordable option from a variety of bids, RFPs limit competitive pressure—each supplier only submits one bid, with no opportunity to see others' offers—and subsequently consumers often don't realize additional savings.

EnerNOC's proprietary, online, reverse auction platform, EnerNOC Exchange™, uncovers the most competitive offers for customers' energy needs by allowing suppliers to compete for their business in real-time. Customers specify their needs and terms, invite suppliers to bid, and watch from any computer with internet access as each lowers its price to win.



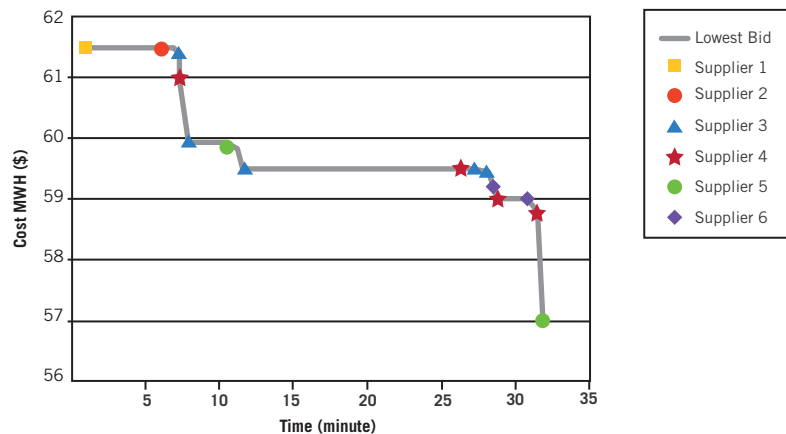
#### **EnerNOC streamlines and manages the energy procurement process from start to finish:**

- 1 Collect and organize historical usage data.
- 2 Identify and qualify energy suppliers.
- 3 Distribute Request for Proposal (RFP) to potential competitive energy suppliers.
- 4 Pre-negotiate supplier contracts with customer to enable immediate execution at auction's conclusion.
- 5 Invite suppliers to participate in auction, with unique login information.
- 5 Host auction in a secure, online interface with real-time interaction.
- 6 Observe competitors issue real-time bids that drive down the purchase price.
- 7 Enter customer in contract with most favorable bidder and realize significant cost savings.

The benefits of EnerNOC Exchange are substantial:

- Bypass hardware or software installations and technology integration
- View the bidding process live, as competition drives down the purchase price during auctions
- Choose an energy provider as soon as the auction concludes, reducing the decision-making process by days or weeks
- Enjoy competitive energy procurement, previously only available to larger companies because of high cost

With EnerNOC Exchange, customers have an easy, convenient, and affordable way to streamline the energy procurement process and cut energy costs. Simply log into EnerNOC Exchange and watch suppliers compete for business.



Utilizing EnerNOC Exchange drives electricity costs down 7.3%.

## 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'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.



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