

The attached material is cited in *Delaware Department of Natural Resources v. EPA*, No. 13-1093, slip op. at 19 (D.C. Cir. July 21, 2015); (citing EnerNOC's statement regarding its impact, available on 7/21/15 at <http://www.enernoc.com/about/our-impact>).

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## OUR IMPACT

### MANAGEMENT TEAM

### BOARD OF DIRECTORS

### CORPORATE RESPONSIBILITY

### AWARDS

### PRIVACY

### NOTICES OF APPLICATION

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## Our Impact

### Get More from Energy

#### Dollars Saved = Enough to employ 8,000 factory workers for a year

Today more than ever, every dollar saved is critical. EnerNOC's mission is to put dollars back into our customers' businesses through better energy management. We have paid millions of dollars to our commercial, institutional, and industrial customers for their participation in demand response, saved millions of dollars through energy efficiency and carbon management, and helped mitigate millions of dollars in costs through energy supply procurement. Strategic energy management is a competitive advantage for our customers, driving positive benefits right to the bottom line.



#### Dispatchable KW = 80 peaking power plants that don't need to be built

No matter what, we expect the lights to stay on and the power to keep flowing. Utilities need to keep up with demand – and EnerNOC's demand response network can serve this need quickly and cost-effectively. Whether capacity is required for short periods of time through demand response or to meet long-term energy efficiency targets, our [Network Operations Center \(NOC\)](#) has the technology to help both utility and C&I customers achieve their goals. It takes an average of ten years to build a power plant. In ten years, EnerNOC has built the equivalent of 80 power plants. That's 80 fewer reasons to continue building fossil fuel-burning resources.



#### Energy spend under management = Annual spend of over 750,000 households

Energy can be one of the largest operating expenses for many businesses. In deregulated markets, businesses have a choice over suppliers, and in a world where energy prices are increasingly volatile, it's important to take control of your energy procurement and avoid risk when possible. [We have a world-class team of energy supply experts](#) who will work with you throughout each step of the process, from load analysis and risk assessment to contract negotiation and continued market monitoring. It's important to have an expert on your side, and with the equivalent of 750,000 households' worth of energy spend under management, EnerNOC has the right team to bring to the negotiating table.



#### Over 14,000 sites in our network = We're rapidly building the world's largest virtual power plant

Electricity demand is on the rise, and for years, additional power plants were built to meet the ever-greater needs of

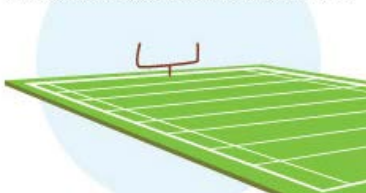
## SITES IN OUR NETWORK



the grid. Demand response puts the power back into the energy user's hands. EnerNOC works with [businesses and organizations of all kinds](#) that can temporarily lower their energy use to support the needs of the grid, paying them to help create a "virtual power plant." With over 14,000 customer sites across the US, Canada, Australia, New Zealand, and the UK, our global network is rapidly building the world's largest virtual power plant.

## 123M SQ FT

MANAGED WITH OUR EE SOLUTIONS—OVER 2000 FOOTBALL FIELDS



### 123M square feet managed with our EE Solutions = Over 2,000 football fields

Different industries measure their energy efficiency (EE) performance in different ways: kWh per square foot for commercial property, kWh per student for universities, and kWh per item produced for manufacturing facilities. However you measure productivity, EnerNOC can help benchmark your energy performance. Whether you need advanced commissioning services, greater visibility into energy performance across your portfolio of facilities, or energy project planning services, our [energy efficiency solutions](#) help to cut energy costs and improve operational efficiency in a variety of commercial, institutional, and industrial settings.



### Data 23 GB/Day = 188,416 songs

A lot of companies talk about "Big Data" as if it's a problem. They invoke natural disasters, calling it a "flood" or a "data tsunami." Even the name "Big Data" sounds ominous, like something out of a George Orwell novel. At EnerNOC, we don't see data as a problem; we see it as a solution. It feeds into everything we do, from demand response, to energy efficiency, to energy supply and carbon management. With terabytes of data at our fingertips, EnerNOC has the ability to dispatch demand response capacity where and when it is needed, find valuable energy efficiency measures for our customers, and connect energy users to their real-time energy data. Staffed 24 hours a day, seven days a week, 365 days a year, our [Network Operations Center \(NOC\)](#) has unparalleled visibility into a network representing approximately 2% of peak demand for electricity in the U.S.



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Energy intelligence software

Data-driven energy efficiency

Demand response

Energy management

Real-time energy monitoring

Demand management

Energy management application

ENERGY STAR

Manage peak demand

Energy price and risk management

Energy audit

Capacity markets

Energy procurement

Energy assessment

Price-response markets

Energy supply purchasing

Retro-commissioning

Ancillary services

Utility bill management

New building commissioning

Demand-side management