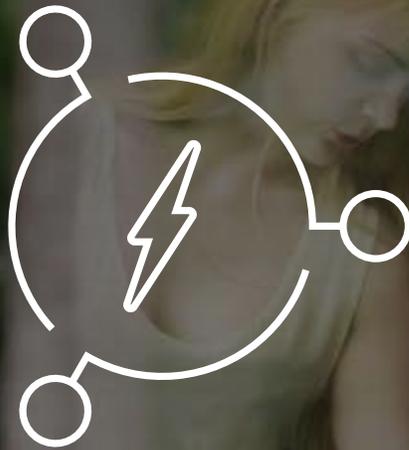
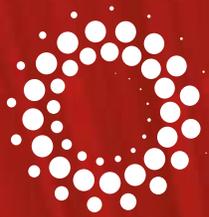


Energy Optimization Solutions

Make the most
of your energy assets



Power in your hands: Energy Optimization Solutions



Powering Sustainability

Energy Optimization Solutions power sustainable business growth by generating new revenue to your bottom line and helping to enable renewable generation on a balanced energy grid.



Powering Performance

Improve business performance by generating revenue with your energy flexibility. Innovative technology for optimization solutions provide more opportunities to create new streams of revenue.



Powering Resilience

Enhance business resilience with deeper operational data and integrated on-site generation. Providing greater control and insight into your energy usage.



Add value to your energy strategy

Rising energy demands¹ and the threat of grid instability mean it's vital to take control of your energy. Energy flexibility can deliver value by adding new revenue streams for your business. That's why it's time to take a fresh look at how you can make the most of your energy strategy – with Energy Optimization Solutions.

How Energy Optimization Solutions help

Energy Optimization Solutions are an industry-leading and comprehensive suite of Demand Response and Demand Management Solutions. Our suite of Energy Optimization Solutions helps you turn your energy assets into revenue generators.

Traditional **Demand Response** lets you generate revenue by providing energy to the grid for incentives. To leverage more

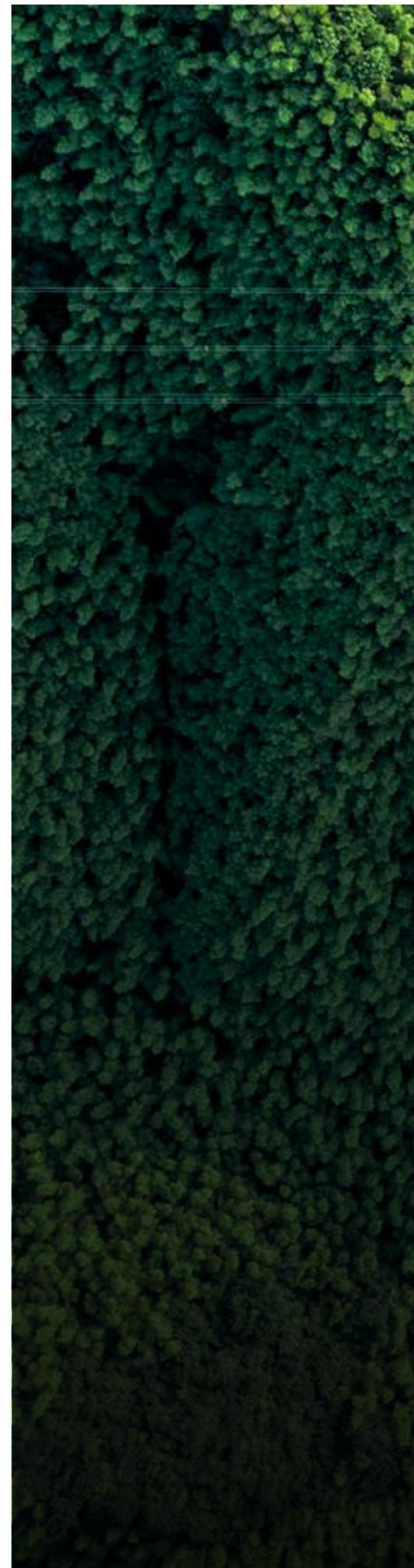
lucrative opportunities, **Advanced Demand Response**, uses automation to enable rapid response for greater revenues – while you stay in control.

If your priority is resilience, you can use the benefits of Energy Optimization to offset the cost of generation installation, with **Power Resilience+**, or to stabilize costs, consider our long-term managed service, **Power Supply+**.

¹ Global energy consumption is expected to rise by 28% by 2040. Source: US Energy Information Administration International Energy Outlook, 2017

Your pathway to Energy Optimization

At Centrica Business Solutions, we offer an end-to-end solution – helping you move rapidly from an initial idea to revenue generation, in a few easy steps.





Benefits of Energy Optimization Solutions

1

Protect against grid instability

Deploy on-site generation to reduce the negative impact of power outages – and mitigate risks, such as downtime and product loss.

2

Stay in control of your energy

Set operational boundaries when using automation technology so that your business is never disrupted by your participation.

3

Manage operating costs

Use Energy Optimization to fund asset upgrades or stabilize costs with our fully managed service energy supply.

4

Turn energy from a cost to an asset

Turn energy into a revenue stream – earn money for your availability to curtail your consumption at times of high demand to supply energy to the grid.

5

Maximize revenue and minimize risk

Precisely plan curtailment strategies in our energy management platform, PowerRadar™, which visualizes real-time intelligence from our energy insights solutions.

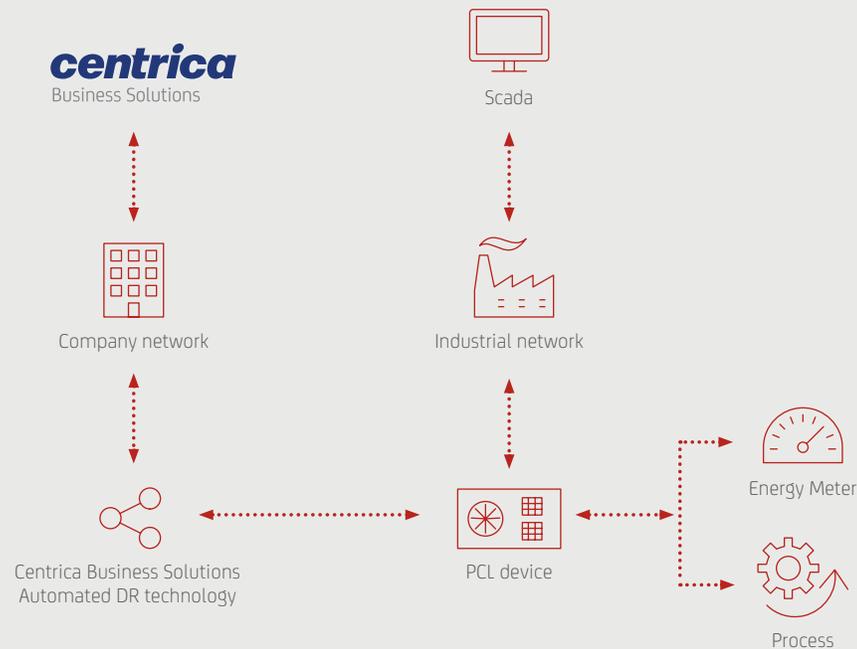
6

Streamline energy management

Take a holistic approach to energy management, controlling both supply and demand side charges.

How do Energy Optimization Solutions work?

Automated technology that always protects your business processes allows you to generate more revenue from Demand Response programs.



1

The customer's system is always in control

The Centrica Business Solutions automation technology, Flextract, defers to the business control system to accept or reject requests for flexibility.

2

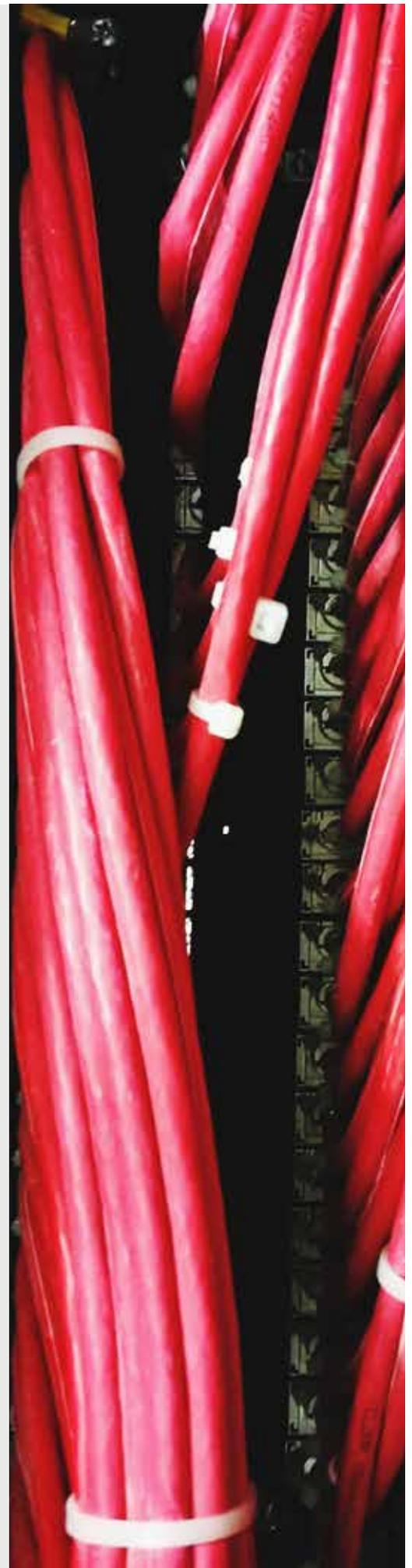
Flextract collects data

The business site's existing energy management systems determine the availability of energy in existing processes.

3

Flextract communicates securely to the Centrica Business Solutions Automated DR system

This automated system collects data in real-time to verify availability to monetize energy across sites.



Available options



Demand Response

Generate revenue by shifting energy use during grid stress to lessen demand on the energy grid.

Is it right for you?

Fit for businesses who can curtail energy use with advance notification during times of peak use.



Advanced Demand Response

Access more lucrative energy markets using automation to enable rapid response for greater revenues while keeping you always in control.

Is it right for you?

Fit for businesses with building automation controls or automation in place to curtail quickly for short durations of time.



Power Resilience+

Pay for a portion of your on-site generation with participation in DR markets.

Is it right for you?

Best for businesses who are looking to add energy resilience to their operations or upgrade their existing generator.



Power Supply+

Take a holistic approach to your energy costs, managing both supply and demand costs together.

Is it right for you?

Best fit for businesses in deregulated energy markets who have load flexibility or on-site generation and want to lock in a fixed price without risk of Transmission and Distribution charge changes.

All options feature

PowerRadar™

Confidently plan and track your energy curtailment with our industry-leading energy management platform, PowerRadar™.

Planning and design of Energy Optimization Solutions

Our experts will work with you to identify opportunities to earn revenue from your existing energy assets, with no disruption to your critical business processes.

This is how we enable the process
for our customers.



Value Chain Analysis

We take the time to understand your industry and your processes.



Plant Analysis

Identify and categorize the specific processes and assets at your facility to find flexibility.



Buffer Identification

Work with you to find energy flexibility opportunity in your operational processes.



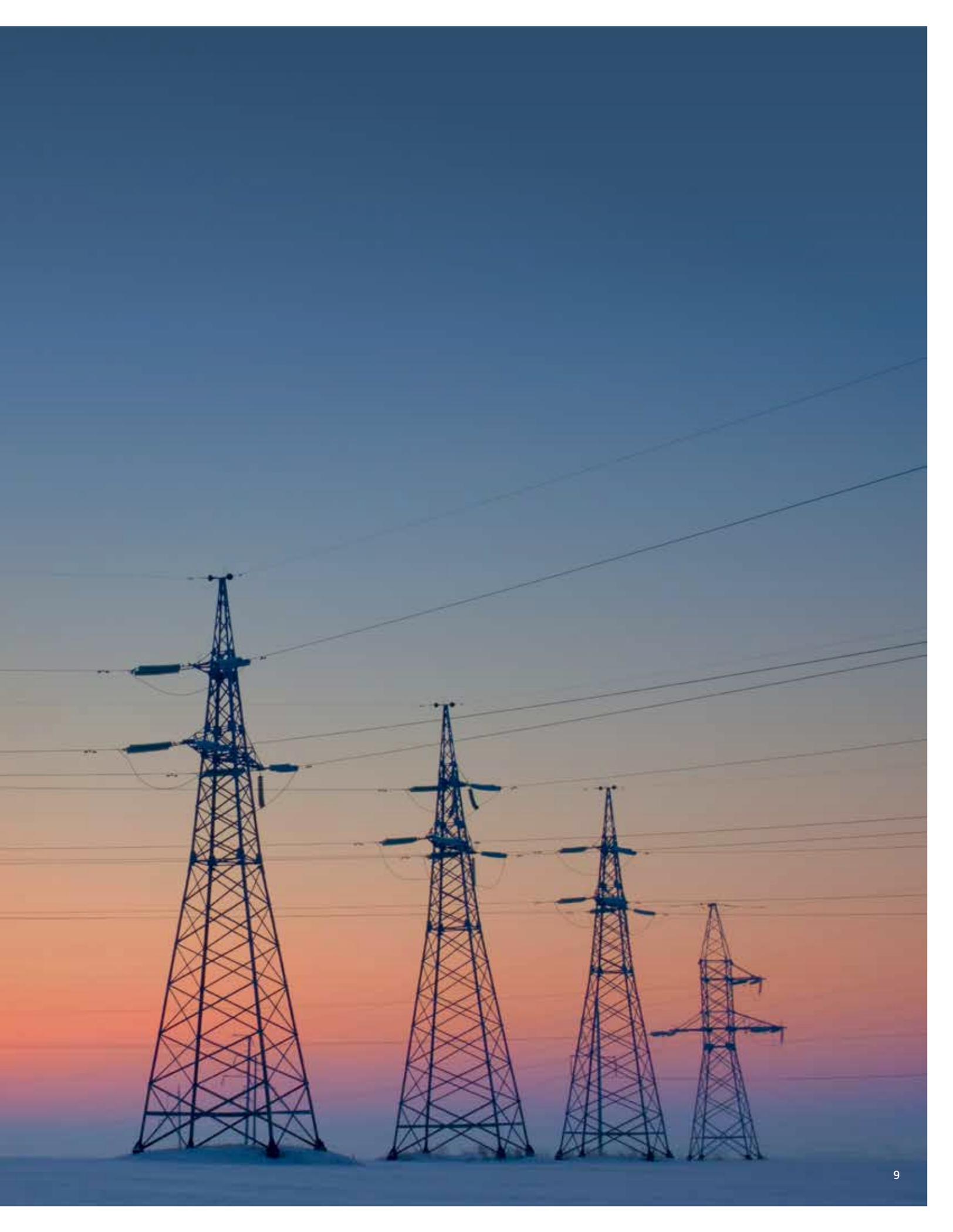
Flexibility Detailing

We will document flexibility per asset and define your critical process to not be interrupted.



Flexibility Sizing

Match site flexibility to available programs to maximize revenue streams.



Delivering a full-service solution

At Centrica Business Solutions, we will design a customized solution to help put your energy to work earning revenue for your business.

We have extensive experience in identifying opportunities to optimize energy flexibility, enabling you to earn revenue without impacting critical business processes.

End-to-End Services

Integrated end-to-end capabilities enable your assets to be installed, maintained, connected to the grid and supplied all from a single supplier.

Our on-site generation solutions are helping to create energy independence for customers around the world, with more than 70 years of generator experience, over 3,000 CHPs delivered and almost 1,900 solar sites in the US.

We support your business with today and tomorrow in mind. We will help to future-proof your energy strategy so that it delivers for you for years to come.

Design + Build

We have designed and built thousands of projects across an international footprint for years. We will work with you to ensure we create an energy solution that suits your unique business needs and will for years to come.

Finance + Operate

We offer flexible financing for all of our projects. We also have local technicians trained on a variety of solutions to optimize the operation & maintenance of the system. Our internal procedures for operations have been systematically developed over generations of experience with safety always as our top priority.

Complete visibility of performance with PowerRadar

PowerRadar is our industry-leading energy management software that will sit at the very heart of your energy strategy.

PowerRadar brings the intelligence and visibility you need to understand and analyze your entire energy infrastructure – and takes your energy strategy to the next level by maximizing your DR opportunity.

Use PowerRadar to plan and monitor your curtailment in real-time from anywhere online or via mobile app to ensure you meet requirements.





Why choose Centrica Business Solutions?

Centrica Business Solutions is at the forefront of changing how the world uses energy.

With our expertise in supply, solutions and the wholesale energy market – combined with our scale and financial strength – we are uniquely positioned to help you maximize the value of your energy assets.

Working with us, you can build your energy strategy to suit your needs.

We are part of Centrica plc, an international company with 28 million customers, mainly in the UK, Ireland and North America.

Energy management strategies and end-to-end energy services

We offer an unrivaled suite of next-generation energy solutions for businesses. Integrate smarter energy strategies with efficiency solutions, energy generation and storage and energy monetization and optimization strategies.

600 MW

Demand Response under management in the US, and more than 1,000 customers served

6 ISOs

Access to six Independent System Operators across North America

10 years

Our proven track record in Demand Response markets

Proven success

Demand Response takes energy strategy to the next level

Objective

Excelsa Health, of Western Pennsylvania, wanted a suite of solutions to identify potential cost savings and boost energy efficiency without significant capital investment.

Our solution

With the installation of wireless energy monitoring sensors at five healthcare facilities, our energy insights solution provided actionable data for use in Excelsa's Demand Response program.

With the ability to deliver insights at equipment or device level, we helped support a plan that increased DR revenues by more than \$50k, without disrupting operations.

By reducing use of its heating, ventilation and air conditioning (HVAC) systems, lighting and elevators, Excelsa Health was able to curtail more than 3.5MW at three locations.



>3.5 MW

Reduction or curtailment in power used, helping to improve financial performance and energy efficiency

Proven success

Unlocking untapped revenue

Objective

The Greene Team Pellet Fuel Company manufactures wood pellets which are used as a sustainable energy source in over one million homes across the US.

It was important to Greene Team Pellet that their electricity consumption was reliable, cost-effective and supported their operational requirements.

Our solution

Greene Team Pellet employed a flexible commodity structure that allowed them to manage down their demand charges – and by harnessing intelligence, forecasts and alerts from Centrica Business Solutions' Demand Response platform, Greene Team Pellet was able to achieve significant cost savings by reducing peak demand at appropriate times. Additionally, they participate in Advanced Demand Response, leveraging advanced automation technology from Centrica Business Solutions that monetizes their flexible energy without disruption to their production process.

To date Greene Team Pellet, has realized a total financial benefit of \$100,000 and by 2023, we estimate that the total financial value could reach more than \$350,000.



Total financial benefit to date, through earnings and cost savings



Estimated total financial benefit by 2023



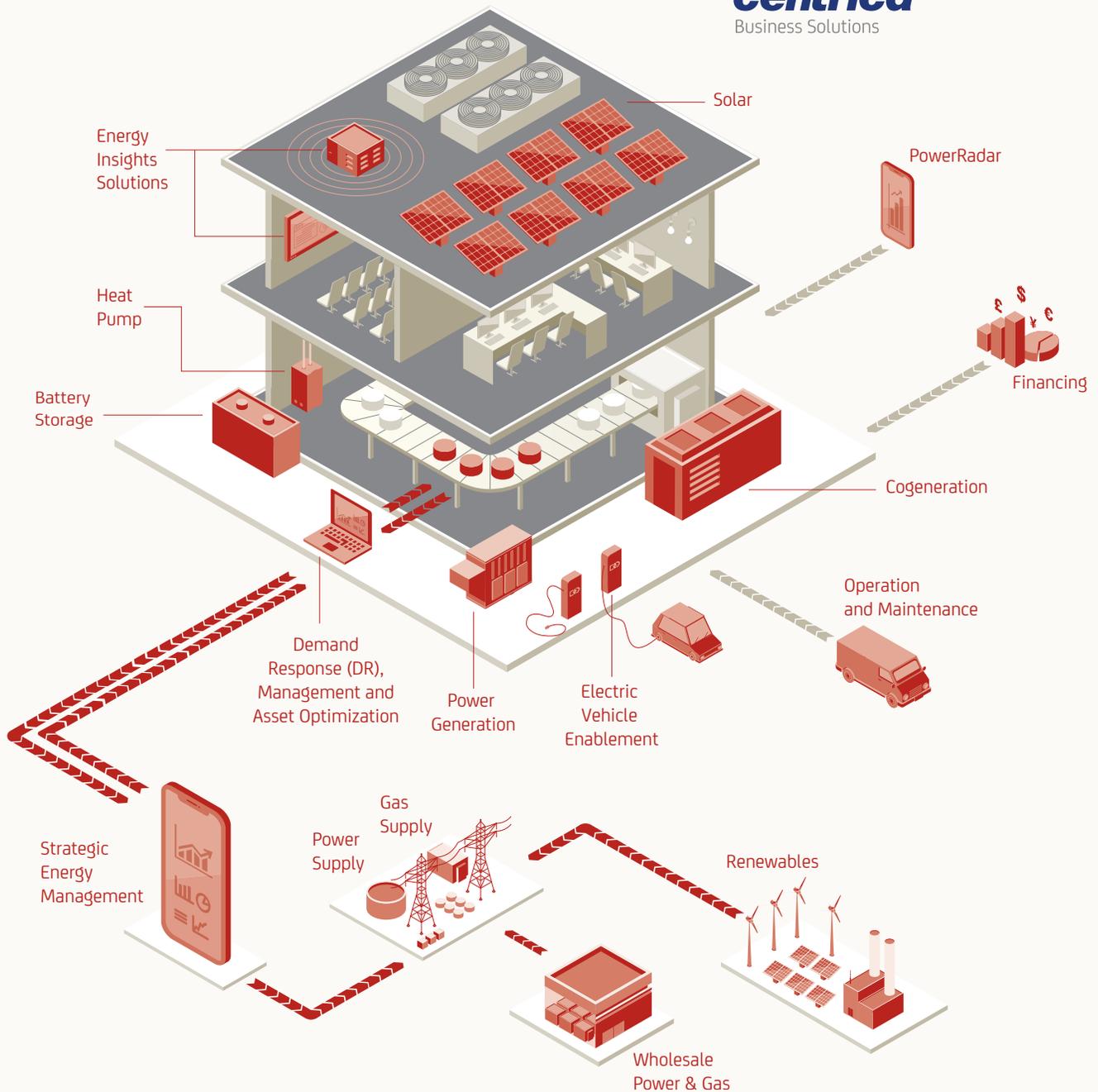
Time to recoup initial investment in program-enabling equipment



End-to-End solutions

Our distributed energy products and services unlock the potential of your business to power performance, resilience and sustainability.

As part of Centrica plc, we can leverage the capabilities of the Centrica Group.



Complement your energy pathway with these solutions

Energy Efficiency Services

We provide turn-key energy efficiency solutions that lower utility and maintenance costs, improve occupant comfort, safety and productivity, and reduce greenhouse gas emissions.

In addition to the energy savings, energy efficiency upgrades reduce operation and maintenance costs, increase equipment life and performance, reduce production downtime, and improve employee comfort, safety, and productivity. With full services, including Building Automation, Mechanical Systems, Commercial Lighting and Water Management.

Upgrading a facility's energy infrastructure can eliminate waste and dramatically reduce energy consumption and utility costs all with no capital outlay with our innovative financing solutions.

22K

energy efficiency customers served

80+

average customer recommendation rate

100%

100% fully funded options available with no capital outlay

Solar and Storage

For many organizations, the answer to improving energy performance and reducing reliance on the grid is Solar. This renewable on-site energy source can help you take control of your operating costs while reducing your carbon footprint.

With a Solar photovoltaic (PV) solution, you can harvest energy from the sun, generate renewable electricity, and reduce your reliance on the grid.

Further enhance operational performance by pairing Solar with energy storage solutions. Use stored Solar energy for demand charge management by shaving peak load and Time of Use arbitrage.

85%+

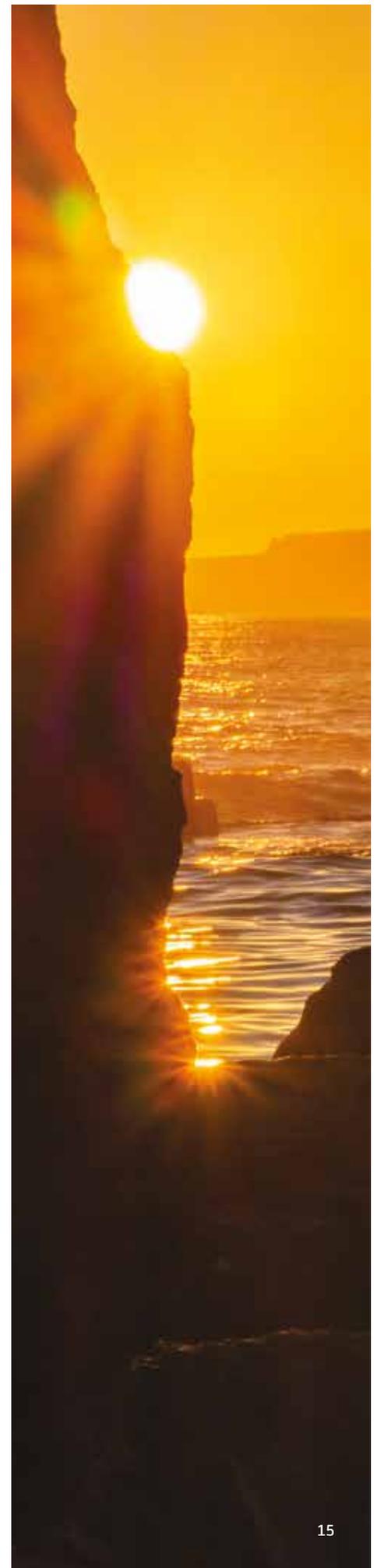
Solar can offset over 85% of grid consumption with clean power for some organizations

90%+

Solar can lower electricity costs by over 90% for some organizations

3-5 years

Solar installations typically have a payback of 3-5 years





About Centrica Business Solutions

Partner with Centrica Business Solutions to help your business become sustainable.

Our role is to understand your business and your objectives – and help you achieve the benefits of a brand new energy solution.

We can then identify options to help improve your systems and meet your business objectives. We will develop a plan based on the whole lifecycle, including design, installation, maintenance, measurement and financial planning.

Finally, we can work with you to implement the solution, helping you with every aspect of the installation, from commissioning and permissions to financing and communication.

centricabusinesssolutions.com

centrica
Business Solutions

PowerRadar is a registered trademark of Panoramic Power Ltd in the United Kingdom and United States of America.
© 2020 Centrica plc. Registered office: 194 S Wood Ave #200, Iselin, NJ 08830

BRC-DR-2020-1-US