



Get an energy strategy you can bank on. Get energyconnected.

As electricity prices continue to increase, industrial facilities must be prepared to respond with a comprehensive energy cost strategy that keeps them in control of their future. Their very existence may depend on it. As an energy or purchasing manager, you can directly impact your company's prospects by choosing to partner with someone offering the tools you'll need to help you meet this challenge.

Get paid to reduce electricity usage.

EC FlexConnect™ — We help you minimize your total energy costs by enabling you to voluntarily reduce electricity usage and be paid at premium rates for the unused electricity—just as a generator is paid for supplying electricity to the grid.

EC EventConnect™ — We pay you to be on standby to reduce electric load a few times a year in response to utility controlled events. You receive standby payments even if you are not called.

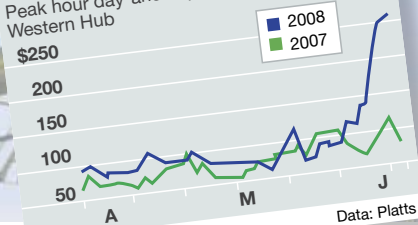
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call 724-812-0200 today.



www.energyconnectinc.com/industrial

Power prices surge as heat waves hit Mid-Atlantic

Peak hour day-ahead prices at PJM Western Hub



Energyconnected companies are leveraging a wide range of load shifting strategies to manage energy costs. Could your operations benefit from energy management opportunities like these?

- Process changes based on energy economics
- Reduced runtime of equipment during high price periods— chillers, compressors, pumps, etc.
- Scheduled changeovers
- Shifting operations from high energy price times to off peak hours
- Temporarily cutting back part of your operation when the grid is being stressed
- Reductions in air handling
- Use of thermal storage systems
- Use of on-site generation or fuel switching
- Flexibility in batch operations

Learn how energyconnected companies are taking control of rising energy costs at www.energyconnectinc.com/industrial

An ETAC partner
www.etctr.com

EnergyConnect's Products

Our proprietary technology allows you to engage in demand response and take control of your energy costs through an easy to use web-based platform.

EC FlexConnect™

Real-Time

Participant submits notice to voluntarily reduce load at least one hour before participation based upon payment expectations via EnergyConnect eServices website. This transaction can be fully automated according to predefined business rules.

Day Ahead

Participant submits notice to voluntarily reduce load the day before participation based on payment schedules provided via EnergyConnect eServices website. This transaction can be fully automated according to predefined business rules.

Real Time Dispatch

Participant is notified of a load response event or when prices hit a predetermined level and may choose to participate or not.

EC EventConnect™

Synchronized Reserve

Participant receives monthly payments for standing by to reduce energy for up to 30 minutes at a time with 8 minutes notice.

Interruptible Load for Reliability

Participant receives monthly payments for standing by to reduce energy for up to 6 hours at a time with 2 hour notice. The number of times a participant can be called in a year is limited.

What support does EnergyConnect offer?

EnergyConnect makes it easy to enroll your facility, manage your participation and maximize demand response payments. Our full-service, and self-directed programs allow you to engage in income-generating curtailment opportunities when and how you want—without compromising your facility operations.

Full-Service

- EnergyConnect consults with facilities personnel to develop unique demand response strategies.
- EnergyConnect monitors market conditions and daily baseline positions. EnergyConnect executes demand response transactions on your behalf when market conditions are met.
- Facility personnel remain in control and able to override predefined participation strategies.

Self-Directed

- EnergyConnect consults with facilities personnel to develop unique demand response strategies.
- Facility personnel directly access the EnergyConnect eServices web-based decision-support and transaction management system to optimize demand response and operating strategies that maximize revenue.



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What is demand response?

Demand response allows customers to earn money for curtailing energy usage at times of peak demand when electricity prices are high or the electric grid is overloaded. Participants are compensated for their reduction just as a generator would be for producing electricity.

How does demand response support your company's Green Initiatives?

Demand response can help reduce a facility's carbon footprint by using the DR earnings to procure Renewable Energy Credits (RECs). Also, shedding load during peak times helps decrease GHG by reducing the need to use less environmentally-friendly sources of electricity production. Thus demand response participation is both financially rewarding and "green".

What makes EnergyConnect different from other "demand response" providers?

Our EC FlexConnect™ and EC EventConnect™ product groups provide a range of energy cost management solutions. Each contains a variety of participation and payment options. At the heart of our solutions is our proprietary eServices platform that is simple to use and provides the intelligence needed to make smart demand response decisions to maximize the amount of money you can earn.

EC FlexConnect™ helps minimize your total energy costs by enabling you to voluntarily reduce electricity usage and be compensated at premium rates for the unused electricity—just as a generator is compensated for supplying electricity to the grid.

EC EventConnect™ consists of a wide selection of programs that pay a premium for being on standby to reduce load for just a few times a year. Customers receive standby payments even if they are not called.

How does this work in manufacturing facilities?

Daily fluctuations in the price of energy have made time of use an important component in a facility's production and maintenance scheduling. The opportunity in manufacturing facilities is based on the availability of loads that can be temporarily shut down, curtailed or shifted without affecting worker comfort or safety. Every manufacturing facility is unique and opportunities need to be tailored to each plant's operations. We will help tailor your energy management strategy to take advantage of these many opportunities.

How much does it cost to get started?

There is no cost to get started and no financial risk to be in our programs. EnergyConnect only pays money out to participants and will never ask for money from them.

What financial benefits does my business get from participating in EnergyConnect's programs?

Energy costs are a big part of most facilities. EnergyConnect's energy cost management solutions can produce recurring earnings that go directly to your bottom line. These earnings can also be used to introduce additional energy efficiency programs or procure Renewable Energy Credits (RECs).

How do EnergyConnect programs integrate with my company's existing energy management process?

Many industrial facilities already employ control systems that help limit and manage demand. EnergyConnect's programs take this information a step further and make those demand reductions available to the wholesale market producing income in addition to demand charge savings. EnergyConnect programs can provide a "real time" load profile that will allow procurement of a more competitive rate for generation on the wholesale market.



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What do typical participants receive in annual income?

Income depends on where you are located, the range of EnergyConnect program offerings and services you enroll in, the load you are willing to reduce, curtail or shift and how often you participate. The table below illustrates what typical participants receive in annual income. For many companies this represents earnings of between 5–10% of their annual energy spend. Once we review your power consumption and discuss your flexibility, we can provide a more specific estimate of earnings.

Sample Customer Earnings

Company Type	Peak Load	Annual Income
Steel	90 MW	\$950,000.00
Steel	25 MW	\$340,000.00
Foundry	12 MW	\$160,000.00
Cement	20 MW	\$900,000.00
Manufacturing	5 MW	\$175,000.00
Printing	4 MW	\$60,000.00



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