

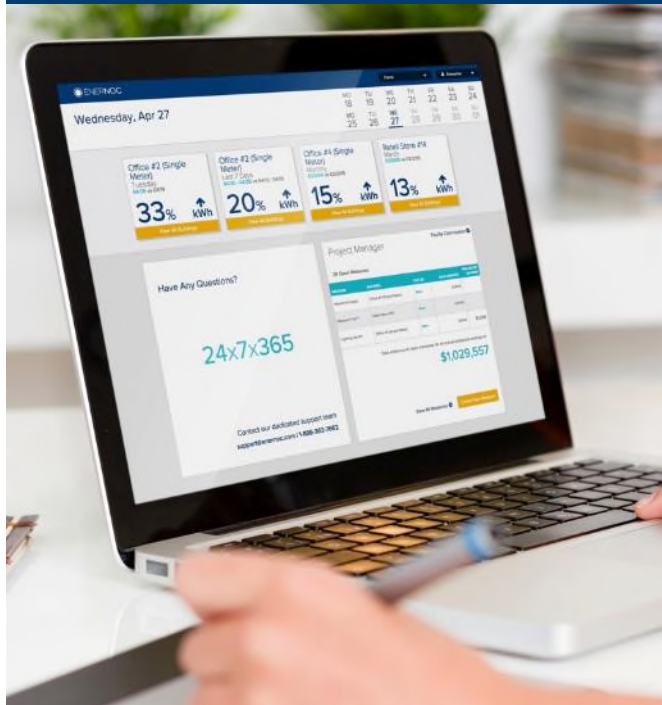


Planning Session

November 30th, 2016

IESO - DRWG

About EnerNOC



Proven Customer Track Record

- 1,100+ software subscription customers
- US \$1 billion+ in customer payments/savings to date
- Market leader in demand response

Full Value and Technology Offering

- Energy intelligence platform and applications
- Combines technology, professional services, and market access
- More than US \$200 million invested to date in technology
- 24x7x365 Network Operations Center & customer support

World Class Team and Resources

- US \$400M revenue in 2015
- US \$104M cash and cash equivalents on balance sheet
- Present in 100+ countries
- Offices in 12 countries
- More than 1,300 employees
- Publicly traded on the US NASDAQ (ENOC) exchange

Agenda

- Preparation for the Future Incremental Capacity Procurement/Market
- How to Make the DR Resource More Effective Today
 - Dispatch Time
- Alternative Suggestions for Discussion
 - Advance Notice
 - Energy Payments

Preparation for Future Capacity Procurement

How to evolve the DR Resource

- Resource needs in electricity systems are changing – DR resource needs to help system operator meet those needs
- Market Renewal - the competitive procurement of the right type of resources – “Technology agnostic” (Minister Thibeault):
 - Fast
 - Flexible
 - Clean
 - Cost Effective
 - Co-optimization

“System Operators across North America are facing new challenges as their supply mix evolves” (IESO, Enabling Flexibility)

How to Make the DR Resource More Effective Today

- **DISPATCH TIME:**
 - Recommendation: End consistent 4 hour dispatch

- Dispatch time should reflect system need – min. 1 hr/max. 4 hrs.

- Examples of other jurisdictions:
 - PJM – Up to 6 hrs (Emergency);
 - ERCOT – 1-2 hrs
 - AESO – 10 mins – 1 hr (OR)
 - IMO (Australia) – min. 30 min/max 4 hrs.

Alternative Suggestions for Discussion

How to make the DR resource more flexible for the system, while preparing for the CM future?

- **ADVANCE NOTICE:**
 - Recommendation: End the Day-Ahead Standby Notice
 - Examples of other jurisdictions:
 - PJM (Emergency) – Moved from 2 hrs to 30 mins
 - No DA Notice – PJM/AB/ERCOT/ISO-NE

- **ENERGY PAYMENTS:**
 - Recommendation: Re-introduce energy payments to DR Auction/Hourly DR
 - Examples of Other Jurisdictions:
 - FERC (No.745) - Compensation must be equitable and lead to just and reasonable rates
 - Energy Payments and Availability Payments for DR – PJM, ISO-NE, NYISO

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