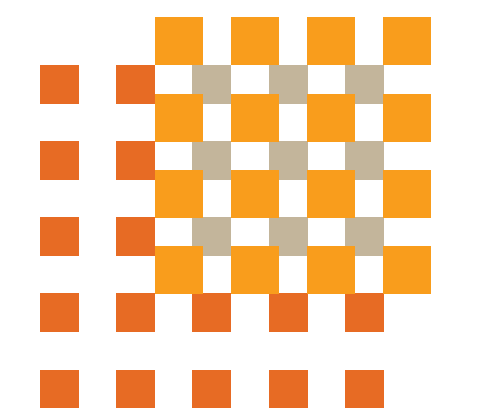


stem

INTELLIGENT
ENERGY STORAGE



DEMAND
RESPONSE



CPower

A UNIQUE DEMAND-SIDE ENERGY SOLUTION AT THE VANGUARD OF ENERGY'S EVOLUTION.

California is at the vanguard of energy's evolution.

For decades, the United States has looked to California to lead the exploration of new ideas on how to evolve the distribution and use of energy in the US.

California innovation has driven our nation's energy mix to evolve from the finite sources that dominated the 20th century to renewable resources that are poised to fuel our world for the 21st century and beyond.

Getting here hasn't been easy. Energy prices in California are among the highest in the nation. Further, California businesses typically pay higher peak demand charges than do organizations in other states and energy markets.

Stem and CPower, two leading companies in the energy industry, have partnered to offer California a demand-side energy management solution unlike any other in the Golden State.

Together with California's most forward-thinking organizations, we're evolving the way we understand and use energy in sustainable ways that are improving both the grid's reliability and the bottom lines who join us in the pursuit of change.

Welcome to the evolution.

Stem and CPower deliver a unique demand-side energy solution.

Stem operates the world's largest intelligent energy storage network. Their mission is to build and operate the largest digitally connected energy storage network in the world.

CPower is the largest demand response provider in the country that is dedicated solely to the commercial and industrial sector. Their mission is to help organizations streamline their energy usage and offset their energy costs by participating in demand response programs, which pay businesses for conserving energy and protecting the grid.

By joining forces, the two leading service providers have formed a partnership whose combined energy storage and demand response solution will help organizations in California save money with peak demand management and earn money with demand response, all the while keeping the California grid reliable and sustainable.



The timing of energy use in California has never been more critical.

Peak rates are rising, time-of-use periods are moving, and solar policies are in flux.

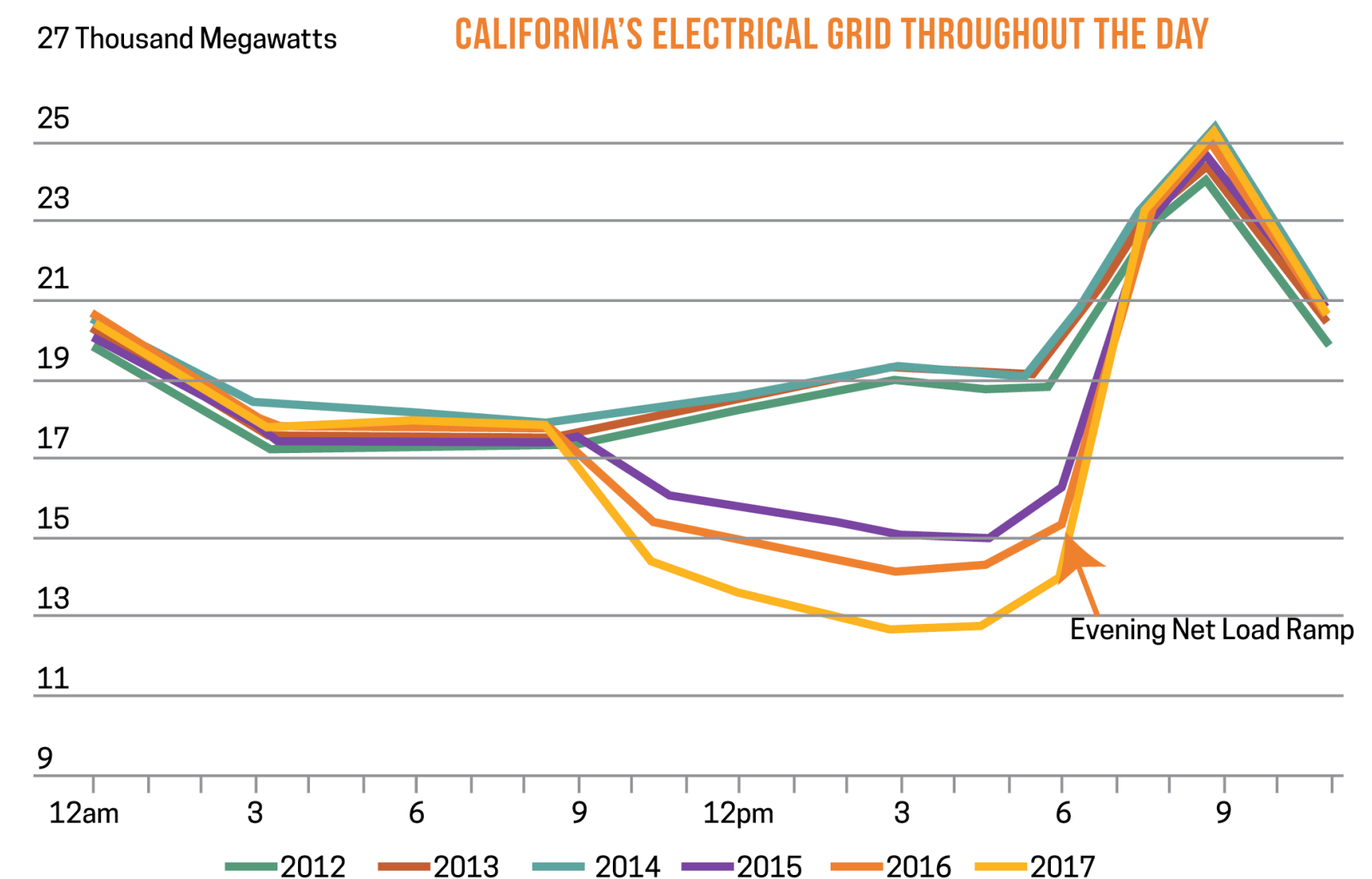
California's leading approach to alternative energy has the state in a position to achieve the ambitious goals of its energy initiatives, including renewable portfolio standards.

The Golden State's drive for renewable energy, however, has created reliability concerns for the state's electrical grid.

Evidence of these challenges can be found in the phenomenon known as the "Duck Curve," whereby the state experiences a daily spike in energy demand in the early evening when renewable energy sources like solar go offline and residents come home from work and flip on their air conditioning.

The result is a need for other energy resources to fill the gap.

Stem and CPower's solution combines energy storage, which allows businesses to avoid hefty and shifting time-of-use rates, with demand response, which pays businesses for using less energy when the grid is stressed or electricity prices are volatile.



The "Duck Curve"

The graph charting yearly increases in evening demand resembles a duck.

How Save and Earn works

Stem and CPower's demand-side solution helps your organization's bottom line... and the grid...and the environment.

Save

Electricity costs vary throughout the day, depending on demand at a given moment. Stem's Intelligent Energy Storage system allows you to save money by storing electricity from the grid when demand and prices are low and releasing it to your facility when demand and prices are high.

Earn

Sometimes, the demand for electricity exceeds the grid's ability to supply it. This imbalance can lead to brownouts or even blackouts. Instead of producing more energy at great expense to consumers and the environment, the CAISO grid can offset the imbalance by reducing the amount of electricity being consumed during times when demand exceeds supply.

That's demand response, and it can be very financially rewarding to organizations like yours.

Intelligent Energy Storage

Save money

by storing electricity when prices are low and using it when prices are high.

Demand Response

Earn money

by getting paid to use less energy when the grid is stressed.

stem Save money with intelligent energy storage.

Stem's primary product is a turnkey, fully automated energy storage-as-a-service for medium and large commercial or industrial buildings that reduces electric bills by deploying stored energy at precise moments when most valuable, usually when a peak would have been set or the grid needs support.

Customers subscribe to the Stem service with a low, fixed subscription payment and no upfront cost.
Instant ROI: With no upfront cost, you earn positive returns immediately.

Customers typically save \$2-\$3+ for every \$1 paid for service.

Your savings will increase over time as energy costs rise and new grid revenues are added.



Earn money with demand response.

When you're a CPower customer, you have a team of experts in your corner who are intimately familiar with the California market and who will be with you every step of the way to ensure you get the maximum revenues possible for your curtailment efforts.

Your CPower team helps you to identify where you can curtail energy and still meet your needs to run your business.

We help you develop your energy strategy and maximize your demand management participation.

When the grid is stressed, our dispatch team sends a notification and you comply based on your plan.

You reduce your usage for a specified period of time and you get paid for the energy you didn't use.

CPower helps you improve your demand response performance over time, so you can earn even more money.

Operators of the world's largest intelligent energy storage network.

Stem creates innovative technology services that transform the way energy is distributed and consumed.

Stem's mission is to build and operate the largest digitally connected energy storage network for our customers. Our world class analytics optimize the value of customer's energy assets and facilitate their participation in energy markets, yielding economic and societal benefits while decarbonizing the grid.

stem Intelligent Energy Storage

Stem's service pairs software with energy storage to automate electricity savings. By shifting energy use away from times when it is most expensive, Stem lowers costs, protects against changing rates, and supports a sustainable grid.

Stem's system runs invisibly in the background of your organization, continuously monitoring variable electricity rates and your energy consumption to defend against unexpected charges.

Save automatically

Stem reduces costs by shifting energy use away from times when it is most expensive.

Defend against rate changes

Stem's software continuously adapts so you're always protected.

Advance your sustainability strategy

Stem's vast customer network helps enable clean, reliable power for the whole community.

Enhance renewable investments

Stem boosts the value of solar by controlling costs when the sun isn't shining.

Gain real-time visibility

Get alerts when usage is higher than normal and uncover hidden waste.

Simplify your energy strategy

9 out of 10 customers agree— implementing Stem is simple. No upfront cost, no disruption, and no staff time.

stem Intelligent Energy Storage Components

Stem unlocks cost savings without any operational change or upfront payment. Stem manages the install, operation and maintenance so no staff attention is needed. Both indoor and outdoor systems are available from leading global manufacturers.

SMALL INDOOR
18 kW modules
(gym locker size)



MEDIUM INDOOR
100 kW modules
(server rack size)



LARGE OUTDOOR
Scalable from 100 kW to 5MW
(parking space size)



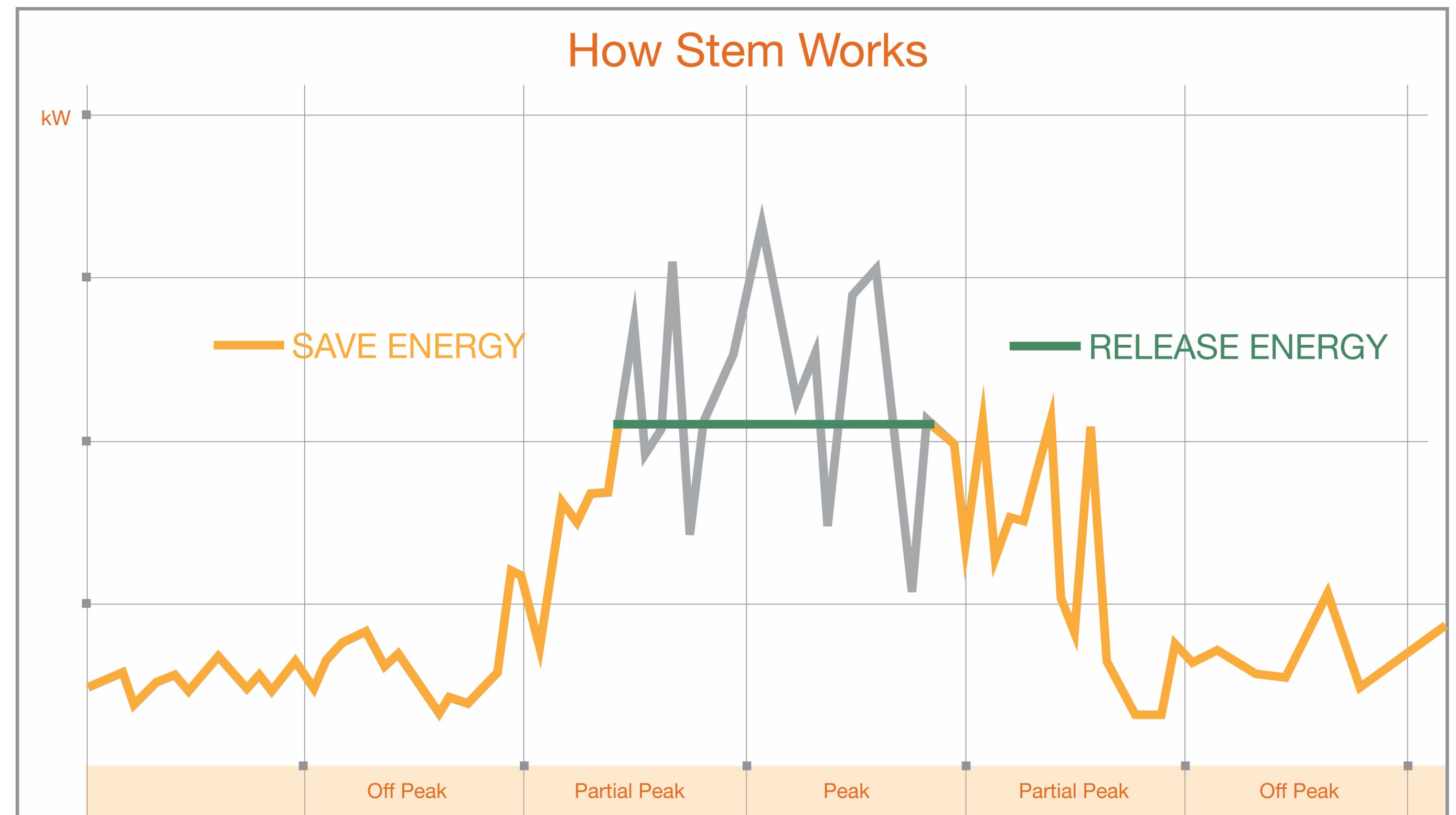
Hands-off installation and operation makes it easy to save money on electricity.

With Stem's intelligent energy storage system, big data analytics combine with advanced battery storage to smooth out peak loads.

The Stem System connects behind-the-meter to analyze and predict your energy usage.

The system intelligently minimizes demand spikes during expensive peak periods by sending signals from your PowerMonitor to your PowerStore to automatically control when electricity is stored from the grid and released into your facility.

Stem's system works in the background, so there are no disruptions to your operations.



9 out of 10 customers would highly recommend Stem to their peers.

Stem's world-class analytics optimize the value of our customer's energy assets and facilitate their participation in energy markets, yielding economic and societal benefits while decarbonizing the grid.

Our mission is to build and operate the largest digitally connected energy storage network for our customers. To date, more than 600 locations have joined the Stem network.

"Stem provides major savings and reduces the amount of time we spend managing energy. Installation, coordination with our utility, and permitting were seamless.

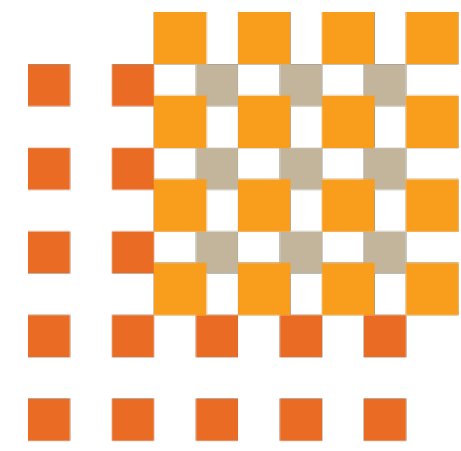
*-Tom Harkenrider
Chief of Operations,
Sofka University*

"Between the high cost of electricity in California and the large volume of processing we do here, this facility spends more on electricity than almost any other AlSCO branch in North America. Stem's unique technology presented a solution with no risk, no upfront investment, and solid returns. There was no reason to say no."

*-General Manager,
San Jose Branch, AlSCO*

"The Stem system is invisible to our guests and our staff – it's simply a great way to save on energy costs. In addition, the software provides us with a clear view of electricity usage and activity at our California sites. We look forward to the benefits and impact we can have on the environment from working with Stem."

*-Director of Energy & Sustainability
Extended Stay America*



CPower

A leading provider of Demand Response in California and the United States

CPower is a demand-side energy management company. We create optimized energy management strategies that help businesses streamline their energy usage, offset costs and reach their sustainability goals. We focus on demand response, which is a way of rewarding people for conserving energy and protecting the grid.

We're passionate about helping businesses reach their energy management goals and know that there is no stronger resource to achieve those goals than the collaborative relationship we share with our customers.

THE CPOWER WAY

We're in your corner. Always.



WATCH THE VIDEO

LEARN WHY CPOWER IS DIFFERENT



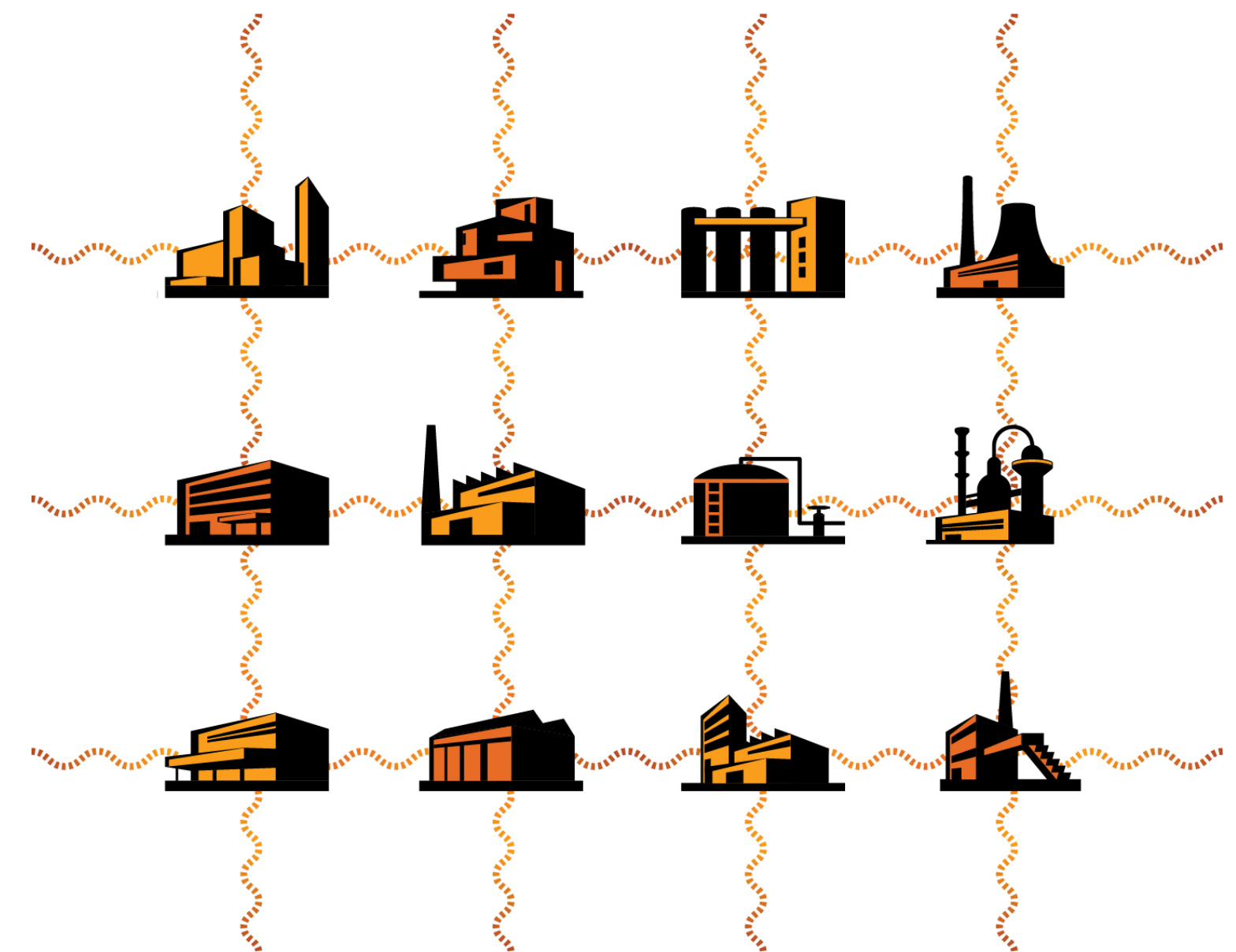
What is Demand Response?

Your organization is plugged into the grid along with everyone else in California.

Sometimes, the demand for energy outpaces the grid's ability to supply it, causing brownouts or blackouts.

Instead of producing more energy at great expense to consumers and the environment, the CAISO grid can offset the imbalance by reducing the amount of electricity being consumed during times when demand exceeds supply.

That's demand response, and it can be very financially rewarding to organizations like yours.



WHAT IS DEMAND RESPONSE?

Learn how reducing your energy usage can earn revenue for your business.
with Carl Allmeyer

WATCH THE VIDEO

LEARN ABOUT DEMAND RESPONSE FROM A CPOWER EXPERT

The Value of CPower's Fully Integrated Team

We're ready to make energy work...for you.

When you're a CPower customer, you have a team of experts in your corner. We're with you every step of the way to ensure you get the maximum revenues possible for your curtailment efforts.

Your CPower team works with you in developing a customized energy management strategy that suits your organization's specific needs.

Everything we provide our customers for demand management comes directly from CPower.

We don't contract out core parts of our business like a lot of other Curtailment Service Providers in our industry do.

We are a fully integrated Curtailment Service Provider, which means we do our own assessments, handle our own dispatches through our 24/7 dispatch desk, and efficiently manage enrollments, settlements, and payments accurately and in a timely manner.



WATCH THE VIDEO
WE'RE THERE FOR YOU. ALWAYS.

CPower's California Team

CPower has a dedicated team of seasoned professionals in California to help you maximize your demand response participation and realize your sustainability goals.



Left to right: Jennifer Hammond, Senior Analyst;
Diane Wiggins, Account Executive; Jennifer Chamberlin, General Manager;
Bob Depratt, Senior Energy Engineer; Aimee Riley, Account Manager.

Energy Management at Your Fingertips

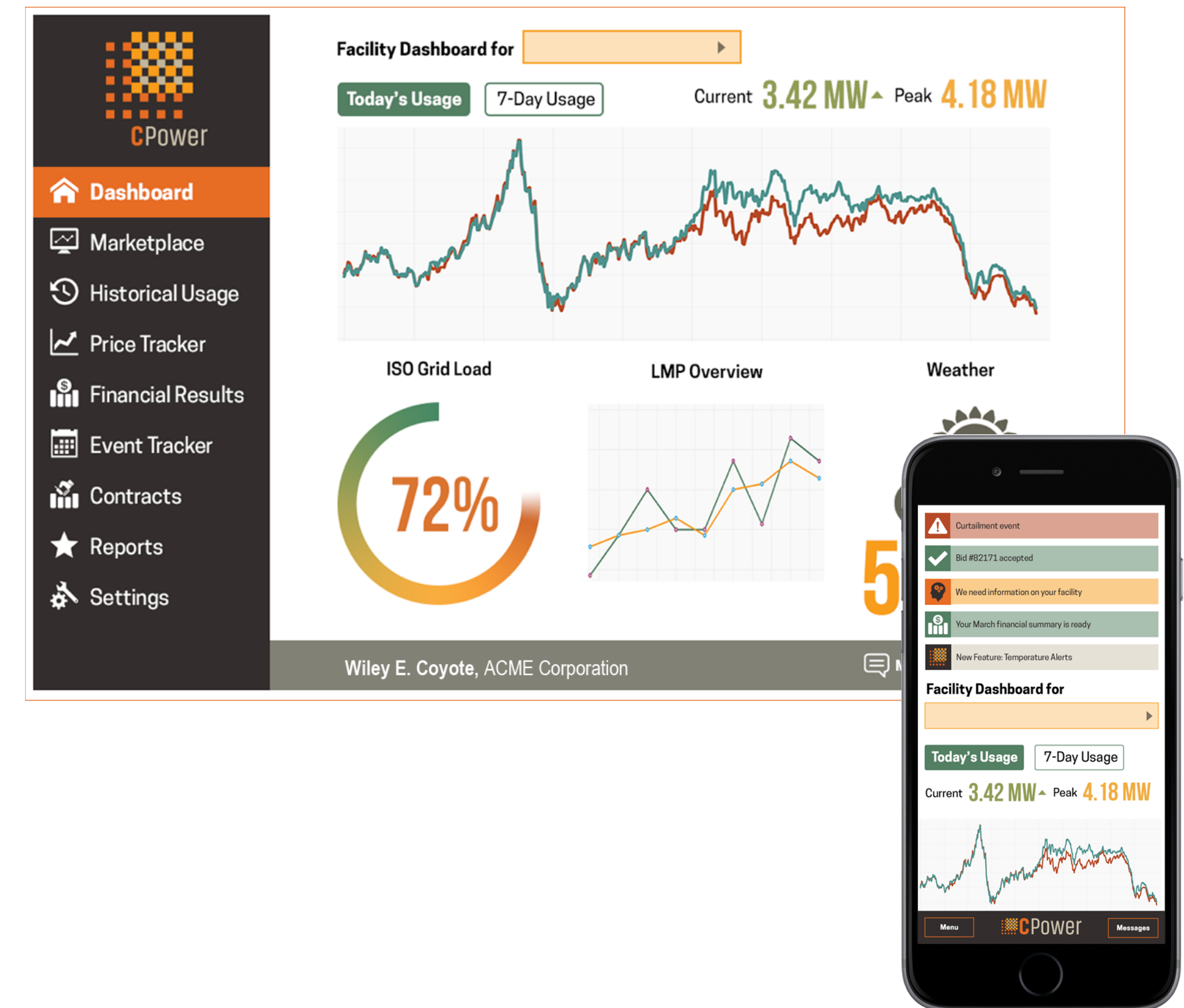
CPower puts powerful energy management tools at your fingertips with a simple to use, demand response solution on your desktop or mobile device.

With a click of a mouse or a touch of your screen, CPower allows you to access all vital usage and load information quickly and intuitively.

We connect directly to your energy meter to give you real-time usage information to your desktop or mobile device.

We also connect you to your independent system operator so you can easily bid loads into synchronized, day-ahead, and real-time energy markets.

Combined with CPower's Link, an application program interface (API) that integrates with your existing building controls and automation, CPower helps you maximize results from demand response through automation, with minimal labor and effort on your part.



WATCH THE VIDEO

LEARN HOW CPOWER GIVES YOU THE TOOLS TO SUCCEED.



At CPower, we believe that at the heart of successful energy management lies the trust between an organization and its energy team. We love being that team. —The CPower Creed

“CPower has always maintained a very transparent working relationship with us. They’ve suggested and helped us implement programs that suit our business model. We have dealt with other aggregators that have not been as transparent and who seemed to intentionally leave out key information that would’ve helped us maximize our incentive return.

By being able to fulfill our matrix, we have been able to maximize our incentive returns and in turn help keep the lights on throughout our community by shedding load that can be used elsewhere during peak usage days. Monies earned from incentives have been used to stimulate the local economy by rebuilding parks, cemeteries and local ball fields for the community’s kids to play on.”

*- Facilities Manager
Jackson, California*

Join the evolution

The first step in saving money with energy storage and earning money with demand response involves contacting us so our experts can give you a free assessment of your facilities.

1-800-605-5405

<https://cpowerenergymanagement.com/battery-plus-demand-response-solution>