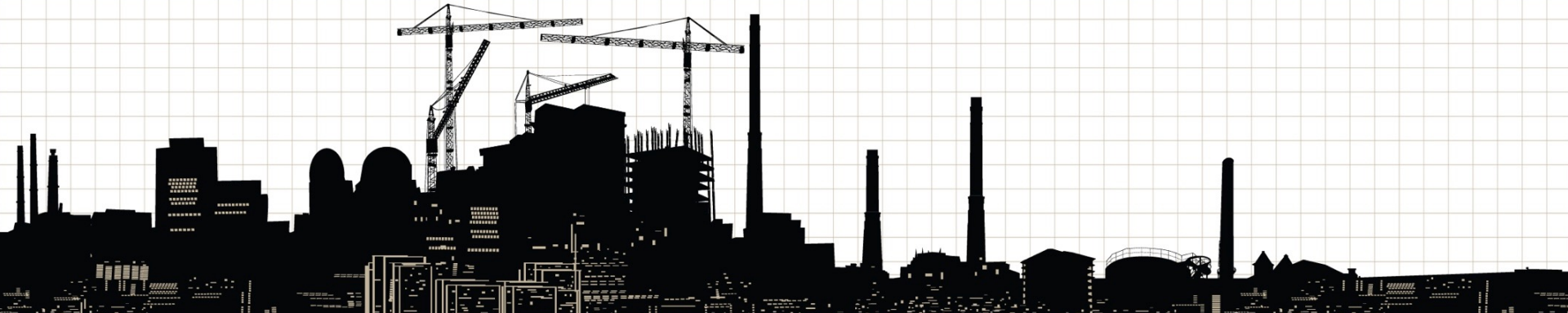


# NATIONAL GRID'S CONNECTED SOLUTIONS DEMAND RESPONSE PROGRAM



Mastering your organization's energy use and spend is a challenge.

But when you succeed, you'll improve your bottom line and sustainability while contributing to a balanced, reliable energy grid.

## WE'RE HERE TO HELP

CPower is a demand-side energy management company. We help organizations like yours SAVE on energy costs, EARN revenue, increase grid reliability, and achieve your sustainability goals.

Regardless of your industry, CPower has a set of solutions to help your business optimize your



energy use and monetize your existing energy assets. Watch this video to learn how we do it.

**NOW, LETS TALK ABOUT HOW CPOWER CAN HELP YOUR ORGANIZATION SAVE MONEY AND EARN REVENUE  
WITH NATIONAL GRID'S CONNECTED SOLUTIONS DR PROGRAM.**

A map of the New England region, showing the states of Maine, New Hampshire, Vermont, Massachusetts (labeled MA), Connecticut, and Rhode Island (labeled RI). The map is colored in shades of orange and yellow, with white outlines for the state boundaries.

# EARN AND SAVE USING LESS ENERGY WITH NATIONAL GRID'S CONNECTED SOLUTIONS PROGRAM

Now in its second year, National Grid's Connected Solutions demand response program seeks to build off of last year's success by further lowering the amount of total energy our community uses during the summer months when demand for electricity on the grid is at its highest (peak demand).

**This year's program has increased revenue potential and participant eligibility is expanded.**

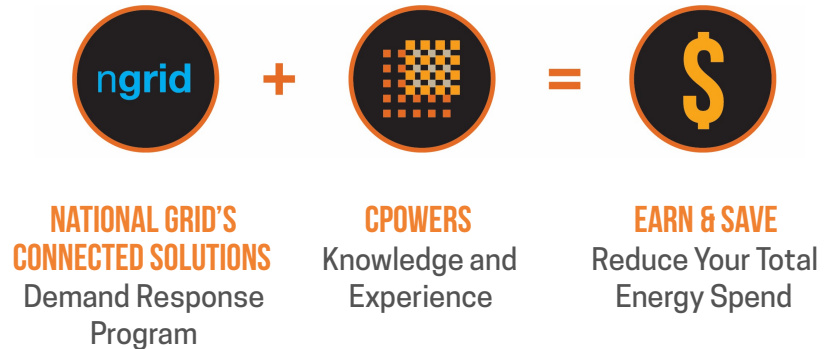
# NATIONAL GRID'S **CONNECTED SOLUTIONS** DEMAND RESPONSE PROGRAM

National Grid and CPower understand that by reducing overall energy demand during times of grid stress, New England can minimize carbon emissions and decrease the need for costly infrastructure upgrades.

That's why National Grid offers Connected Solutions – a demand response program which pays businesses to curtail energy during times when the demand for electricity exceeds their grid's ability to supply it.

With CPower's help, your business can optimize its participation in Connected Solutions to ensure you receive maximum revenue for your curtailment efforts. CPower can also enroll you in ISO-NE's demand response program, potentially doubling the revenue your organization earns from curtailments

Not only are you offsetting rising energy costs with the revenue earned from demand response, but you're also protecting the grid and helping to preserve our beautiful New England environment.



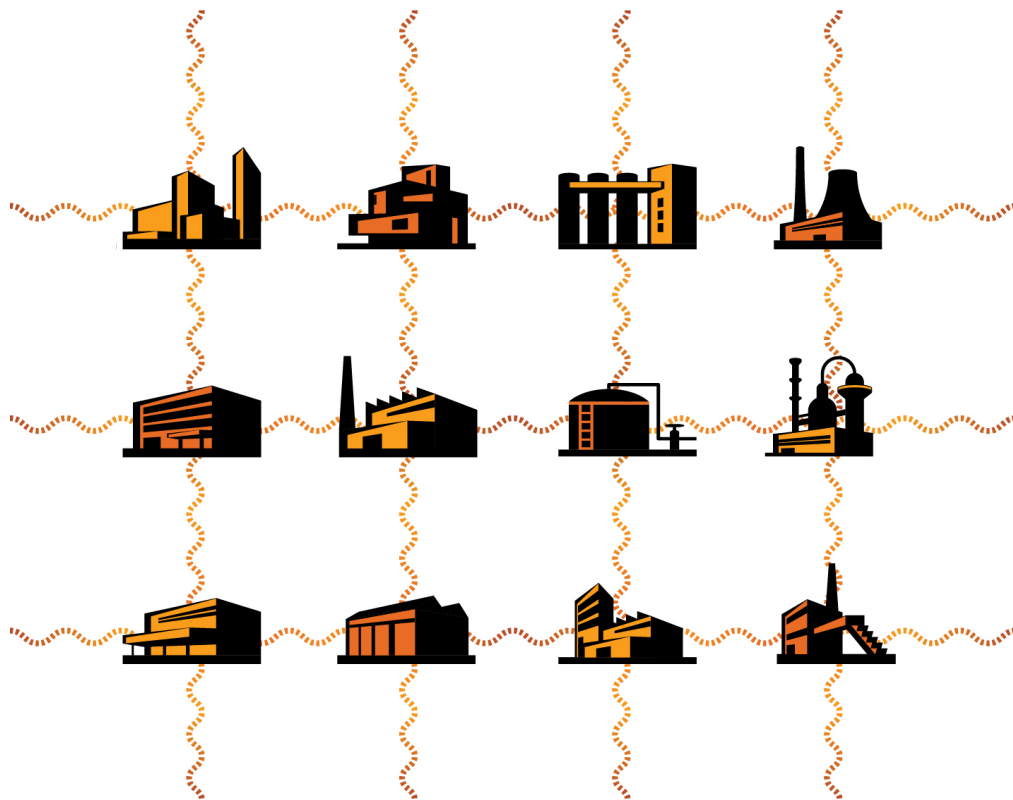
# WHAT IS DEMAND RESPONSE?

Your organization is plugged into the New England grid.

Sometimes, the demand for electricity in New England 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 grid can offset the imbalance by reducing the amount of electricity 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 save money for your business.  
with Gail Hester

**WATCH THE VIDEO**

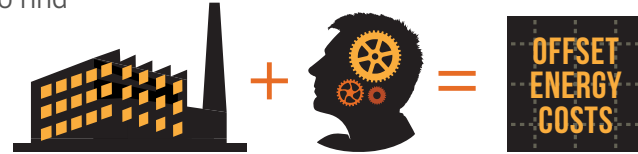
**LEARN ABOUT DEMAND RESPONSE FROM A CPOWER EXPERT**

# CPOWER HELPS YOU SET UP AND OPTIMIZE YOUR DEMAND RESPONSE

CPower and our team of energy experts work with you to identify where you can curtail your energy usage and still meet the needs to run your business and meet your goals. We develop a customized curtailment strategy designed specifically for you.

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 also works with you on an ongoing basis to find more you can do to reduce your energy usage and improve your demand response performance, so you can earn even more money.



# CPOWER PROVIDES ENERGY SOLUTIONS. DEMAND RESPONSE IS WHAT WE DO BEST

**WE TAILOR EACH DEMAND RESPONSE CURTAILMENT STRATEGY TO SUIT THE UNIQUE AND COMPLEX NEEDS OF INDIVIDUAL ORGANIZATIONS.**

We only do commercial and industrial demand response. Our mission is to help businesses streamline how they use power and see that they get paid well for doing it.

By working closely with your organization on a continual basis, we're able to fine tune your demand response participation over time, which will maximize your energy savings and ensure you receive the money you deserve for your curtailment efforts.

When it comes to improving how your company uses energy, CPower delivers the kind of demand side results that our competitors who focus on both demand and supply side energy management simply can't match.

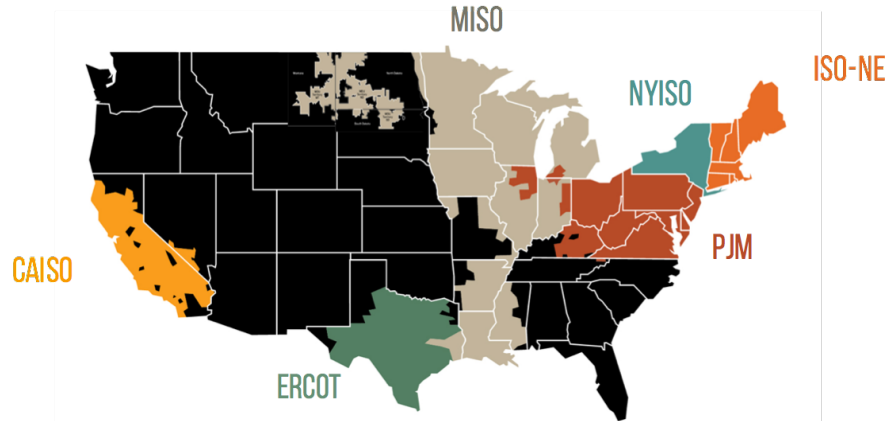


# NATIONAL EXPERIENCE. LOCAL EXPERTISE.

CPower is a leading energy manager in each of the country's open energy markets. We serve well over 1000 customers at thousands of sites across a broad range of vertical markets: from large retailers with hundreds of locations to industrial entities with multiple sites of various sizes.

We strive to give each one of them the personal attention they deserve. We're familiar with the intricacies of each of the open energy markets and we have experts in every one of them. CPower has the expertise to help customize and optimize the most suitable program for each local facility.

CONSIDER US YOUR  
**PERSONAL**  
ENERGY GUIDES.





# NEW TO DEMAND RESPONSE? NATIONAL GRID'S PROGRAM IS A GREAT PLACE TO START.

National Grid's Connected Solutions demand response program is voluntary, which means you will not be penalized if you choose not to curtail your energy when an event is called.

Because there are no participation penalties, National Grid's program is a great way to get started with demand response in New England if you have never before been enrolled in DR.

When you're a CPower customer, you have an entire team of experts who live and work in New England and are intimately familiar with our region's energy market. Your CPower team will work closely with you to develop a customized curtailment strategy for your business, based on your specific needs and desires as an organization.

**We'll make sure your first experience with demand response is a great one.**

# IS YOUR ON-SITE GENERATION OUT OF COMPLIANCE? CPower CAN HELP.

National Grid's Commercial and Industrial demand response program is also a great opportunity to get back into the demand response market if you have previously participated in DR but were "dropped" by another curtailment service provider who left the New England market, or you were forced out of the market due to your facility having one or more generators that are not compliant to emission standards.

CPower has NEVER left New England's capacity. In fact, we've helped businesses succeed here with DR for more than two decades. Today, CPower is the largest curtailment service provider in New England.

CPower's team of engineers can assess and upgrade your non-compliant generator. While curtailment caused by standby or backup generators is not eligible to participate in National Grid's program, CPower can upgrade your facility's on-site generation so it can be ready for future use in other demand response programs in New England.

# HOW MUCH COULD YOU EARN?

Payment for the National Grid program follows a simple formula:

Capacity Payment = \$35 per kW per year

$$\text{CURTAILED LOAD} \times \text{CAPACITY PAYMENT} = \text{REVENUE EARNED}$$

For example, if you curtailed an average of 500 kW of electricity over a summer that had 4 demand response events, the incentive that National Grid would make available would be calculated as:

$$500\text{kW average} \times \$35 = \$17,500$$

Gross earnings. Customer's payment will be based on revenue share with CPower.



WATCH THE VIDEO

LEARN ABOUT DEMAND RESPONSE FROM A CPOWER EXPERT

# NATIONAL GRID'S CONNECTED SOLUTIONS DEMAND RESPONSE PROGRAM

## ELIGIBILITY REQUIREMENTS

Available to National Grid C&I electric customers in Massachusetts on a G-2 or G-3 rate and Rhode Island on a G-02 and G-32 rate.

Curtailment via properly-permitted standby generation or CHP is eligible. Curtailment caused by electric storage is also eligible.

Must enroll before May 31st of any given year to participate in that year's demand response program.

Must participate through an approved curtailment service provider (like CPower).

# NATIONAL GRID'S CONNECTED SOLUTIONS DEMAND RESPONSE PROGRAM

## Program Guidelines

Minimum Size	Minimum load reduction is 50kW of electric summer demand.
Participation	All events will be called June 1-Sept. 30. All events will start at 2pm and will finish at 5pm.
Enrollment Deadline	Must enroll before May 31st of any given year to participate in that year's demand response program.
Metering	No additional metering required as long as customer has a National Grid Interval Meter
Number & Duration of Load Response Events	National Grid anticipates 3-4 events called from June 1-September 30. All events will start at 2pm and will finish at 5pm.
Notification	Events will be called by 4pm EST on the day before curtailment is needed.
Compliance	The National Grid program is voluntary. There are no penalties for non-compliance.
Payments	Incentives will be based on the average performed curtailment amount for all events.
Settlements	Incentives will be paid out in October of each year.

# HOW WILL CURTAILING ENERGY AFFECT YOUR BUSINESS?

How will curtailing energy through National Grid's program affect your business?

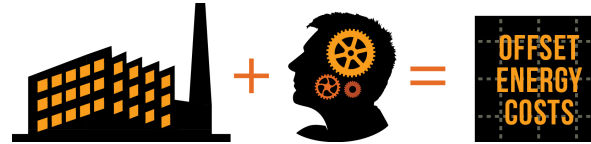
CPower has a team of energy experts who help you develop your energy strategy and maximize your demand management participation.

Your CPower Team does a complete assessment of your facilities to understand your energy needs and usage.

We work with you to develop and fine tune an energy strategy that suits your specific needs.

We then identify where your organization can **cut back on energy and still meet the needs of day to day business.**

Once your customized strategy is in place, your CPower Team continues to work closely with you to refine your energy management efforts and maximize your results.



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

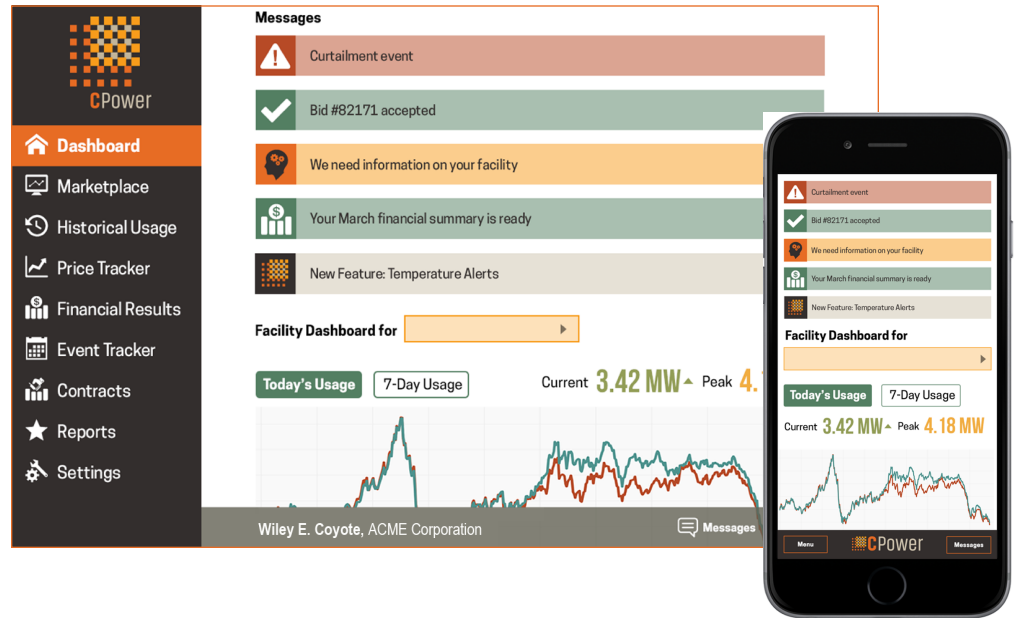
# ENERGY MANAGEMENT AT YOUR FINGERTIPS

To help track your performance in National Grid's program, 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, The CPower App allows you to access all vital usage and load information quickly and intuitively.

The CPower App connects directly to your energy meter to give you real-time usage information to your desktop or mobile device.

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

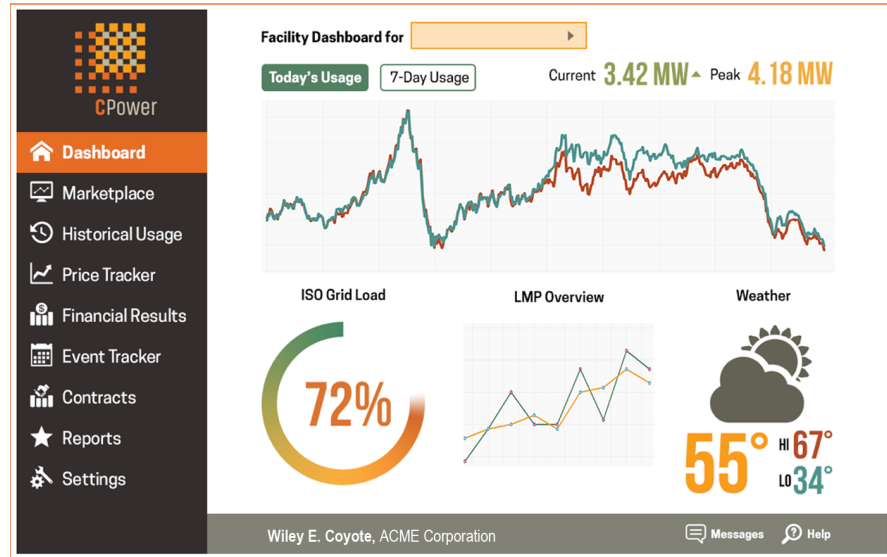


# ENERGY MANAGEMENT AT YOUR FINGERTIPS

Our user-friendly interface makes it easy to gauge your energy consumption. You can watch energy price trends in your market, so you can make the right decisions to manage your energy costs, and ensure that your business is in compliance with the regulations that govern your market.

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.

Streamlined data management features provide quick and convenient reporting auditing, and financial reward calculations in simple graphical form.





# EARN WITH NATIONAL GRID'S CONNECTED SOLUTIONS. SAVE WITH CAPACITY TAG MANAGEMENT.

National Grid's peak is historically 100% coincident with the ISO New England peak.

That means that your curtailment for demand response can also be used to lower your capacity charges.

**One action. Two Benefits. CPower can help you make it happen.**

**EARN** WITH  
DEMAND  
RESPONSE

**SAVE** WITH  
CAPACITY TAG  
MANAGEMENT

Energy is forever in motion.  
At CPower, we never stop moving in our pursuit to help your organization master its energy spend.



Contact CPower to enroll in National Grid's Connected Solutions Demand Response Program.  
1-844-99-NGRID (844-996-4743) | email: [NGrid@CPowerEnergyManagement.com](mailto:NGrid@CPowerEnergyManagement.com)  
[CPowerEnergyManagement.com/ngrid](http://CPowerEnergyManagement.com/ngrid)

