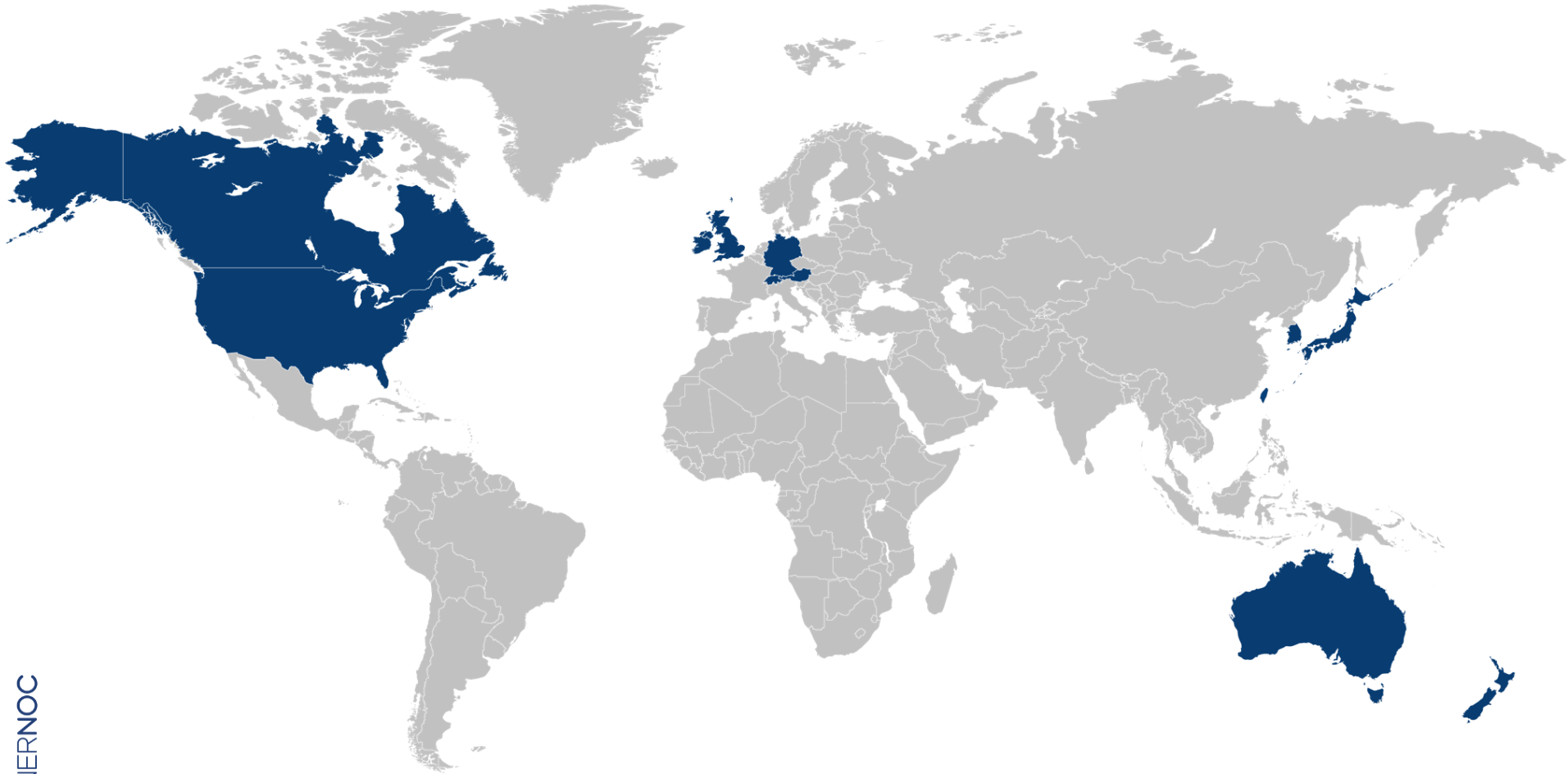




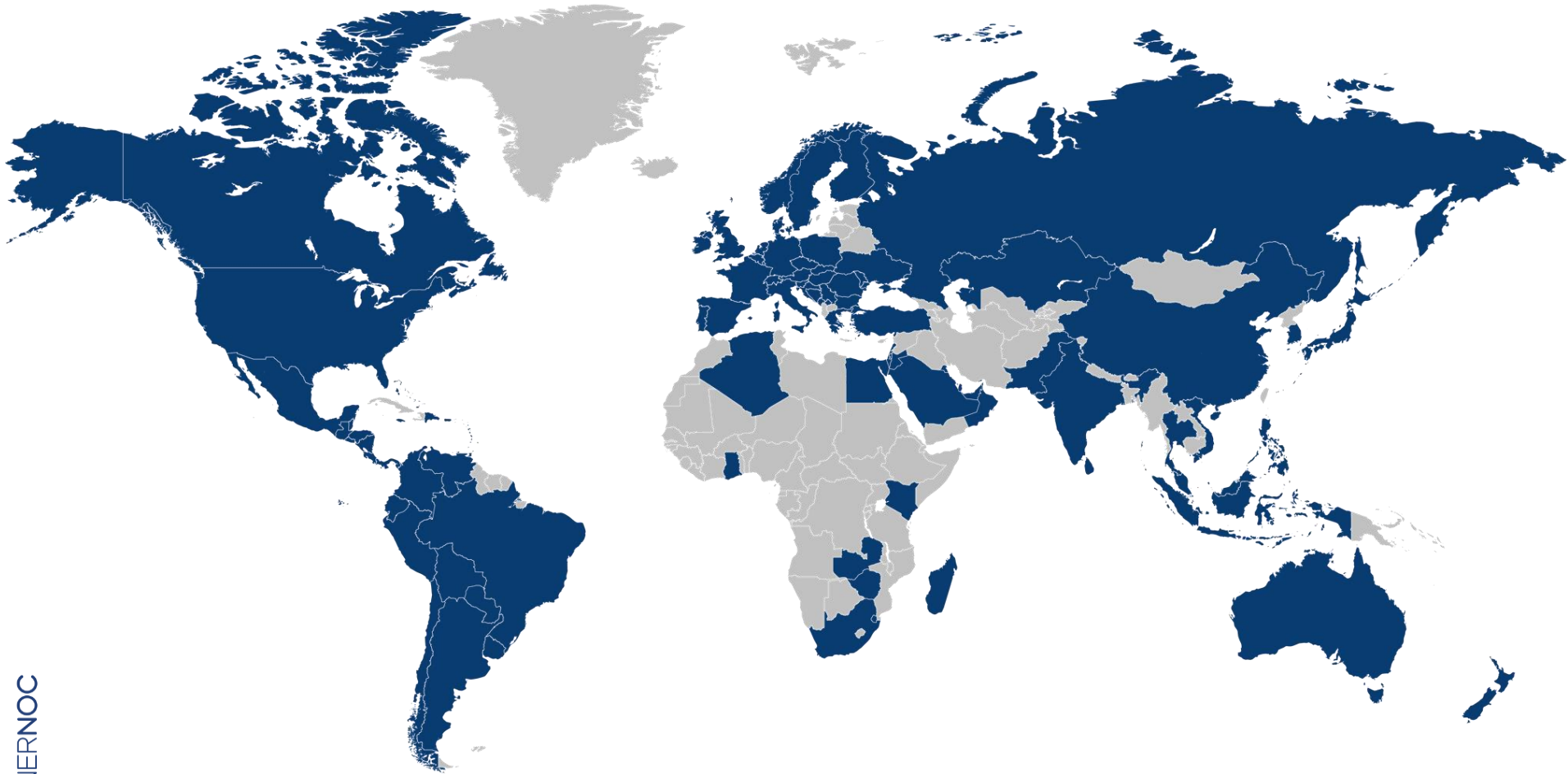
# DS3 Auction Design

April 2016

# EnerNOC: 50+ markets & programmes in 12 countries

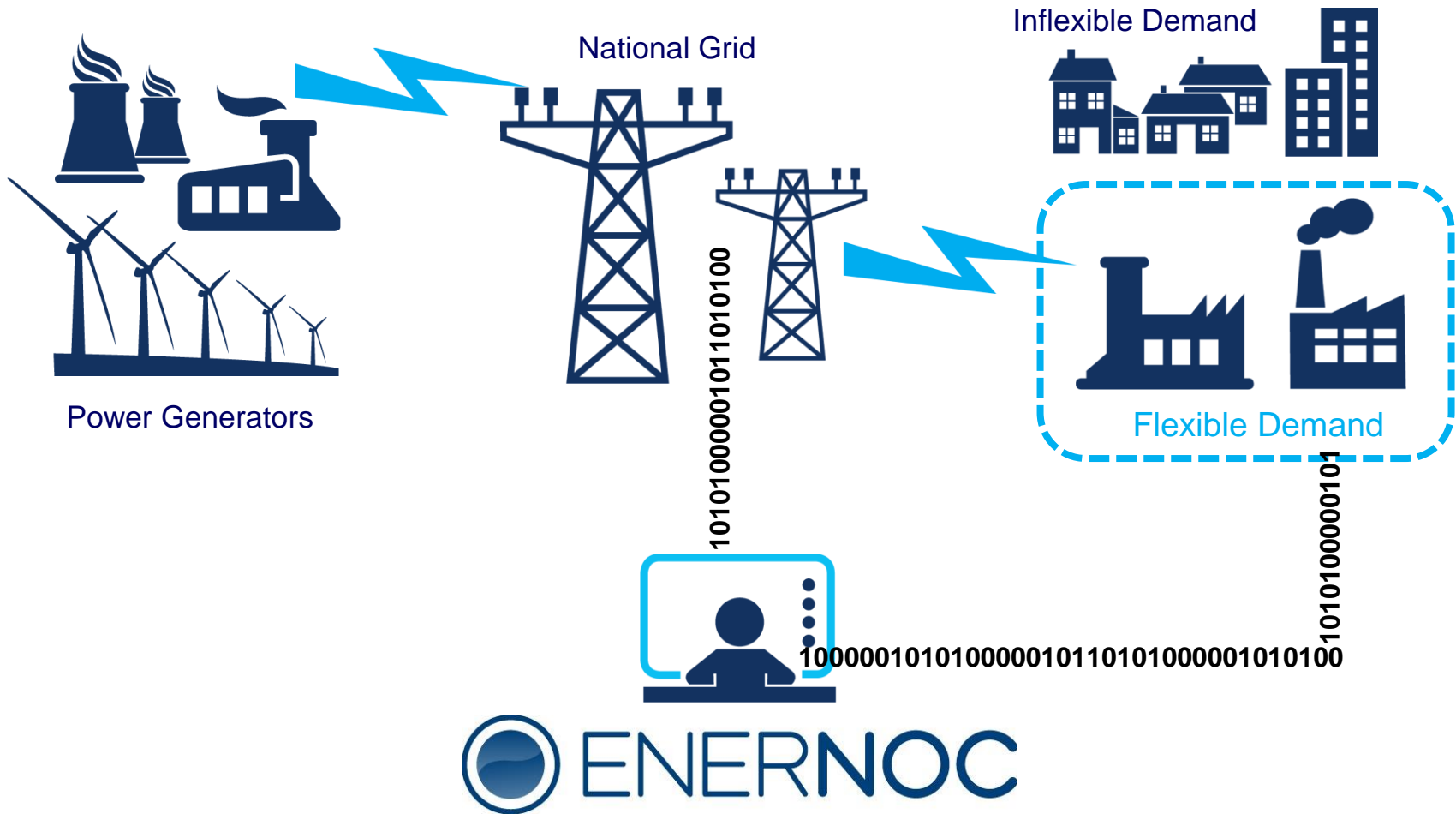


# EnerNOC: Working with customers in 104 countries



 Countries with EnerNOC software customer sites

# What does EnerNOC do



# Where do we provide System Services

- USA
- Canada
- Germany
- Switzerland
- Austria
- New Zealand
- Canada
- Great Britain (later this year)
- Ireland?

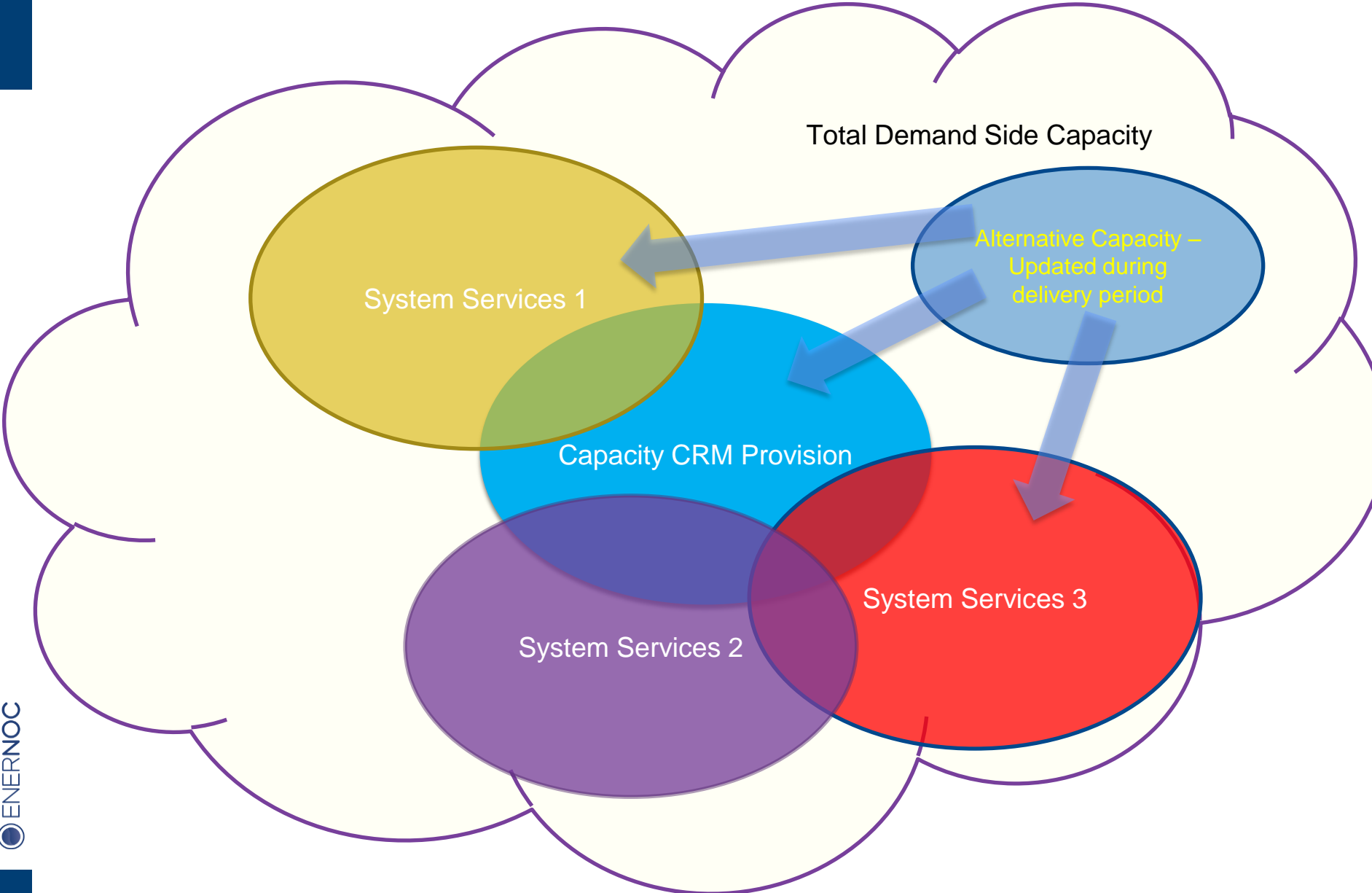
# Issues to be addressed

- Design of Services
  - Allow demand side in the design
- Method of calling services
  - TSO must have the ability to dispatch
- Prequalification
- Portfolio Nature of Assets
- Profile Requirement
- Financial Assurance

# Prequalification

- Demand Side Portfolios not always formed at the auction stage of procurement
- Recruitment will be based upon securing a commitment in auction
- Need for path to qualify customer sites after auction
- In UK this involves pre-agreeing a technical solution which is rolled out to many sites
- In Ireland current on-boarding time for DR is ~5 months
- Need for financial assurance?

# Nature of a Demand Side Portfolio



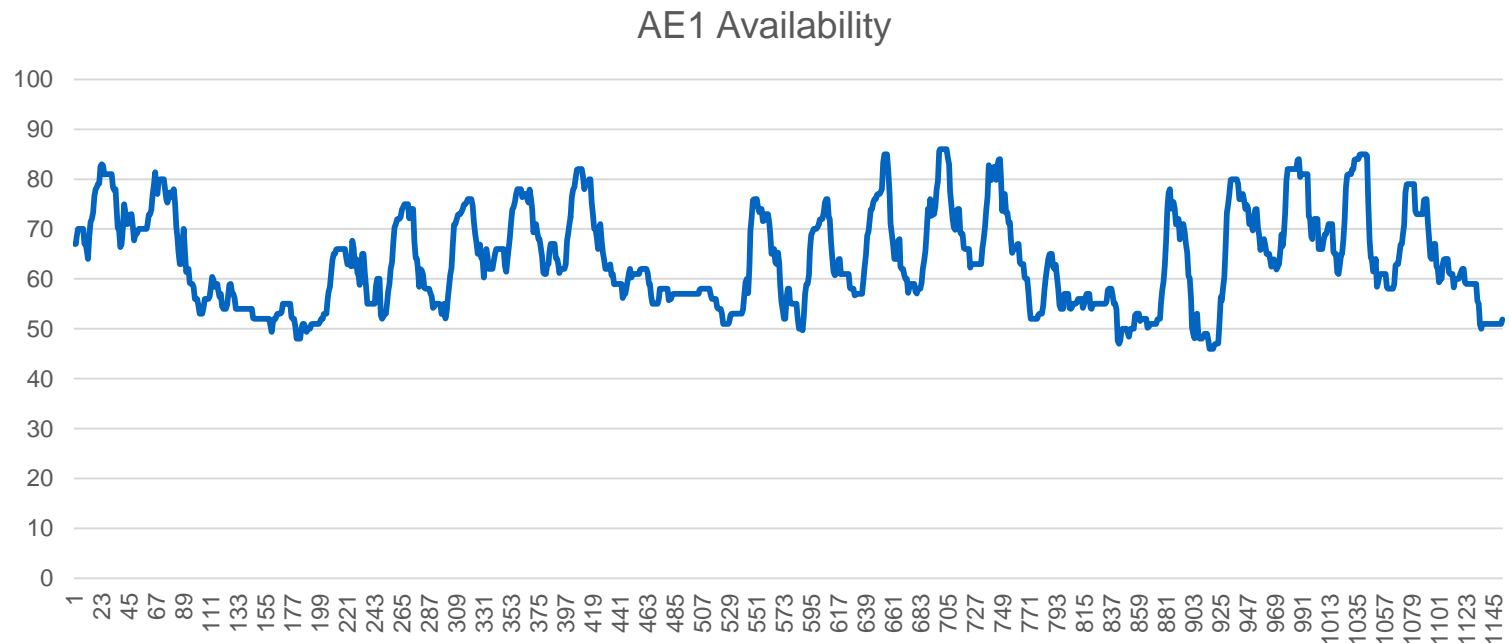


# Note on Quantity and Profiled Delivery

Services provision which is linked to system demand

If DSUs are required to provide 100% of committed services at all times then it would be a problem

- DR capacity generally mirrors the system demand curve
- Effectively requires 200MW of peak time capacity to cover 100 MW of night time services obligation



# Financial Assurance

- USA  
Demand Side is the most reliable capacity
- New Zealand  
Demand Side is trusted to provide majority of system services
- GB National Grid  
Goal is to get >50 percent of reserves from demand side
- Well managed demand side is the most reliable resource
- We are very comfortable in providing appropriate financial assurance