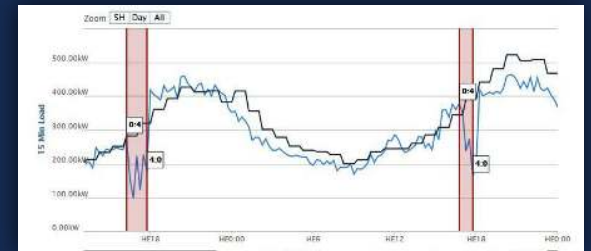
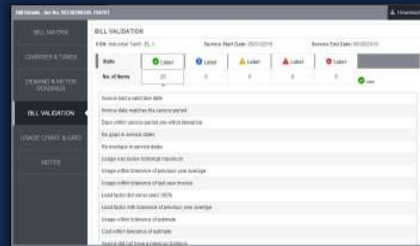
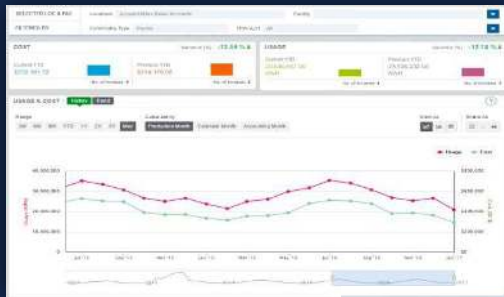


THG

THG ENERGY SOLUTIONS

MEASURE. MANAGE. RESPOND.

Turnkey Energy Management Offerings for Customers, Portfolios, and Professionals



DASHBOARD	PAYABLES	ANALYSIS	INTERVAL	REPORTS	ADMINISTRATION
▶ USAGE & COST	▶ SUMMARY	▶ USAGE & COST	▶ DATA	▶ USAGE REPORTS	▶ TREE ADMINISTRATION
▶ FACILITIES	▶ HISTORY	▶ BENCHMARKING	▶ CALENDAR	▶ COST REPORTS	
▶ SUSTAINABILITY	▶ STATUS REPORT	▶ BUSINESS METRICS	▶ LOAD DURATION	▶ DEMAND REPORTS	
▶ REAL TIME READINGS	▶ SUBMIT REPORT	▶ WEATHER IMPACT		▶ IDR REPORTS	
	▶ AP APPROVAL	▶ COMMODITY vs. TRANSPORT		▶ REAL TIME READINGS	



About THG Energy Solutions

THG provides energy management technologies and services for C&I clients and portfolios.



Energy Intelligence Platform

Gives users easy access to multi-sourced utility data.

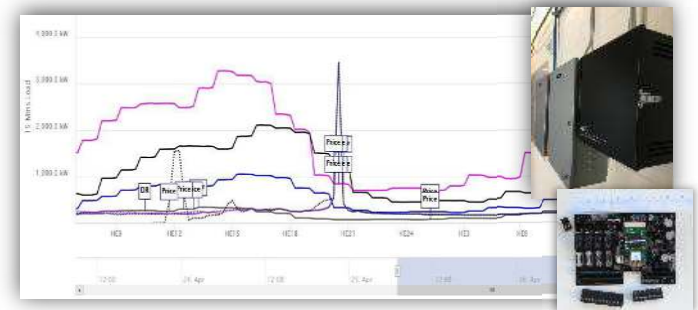
- Turnkey data collection services
- Tiered levels of data management, invoice validations, & auditing services
- Accounting & operations-based reporting tools
- Benchmarking, sustainability, emissions, and interval data reporting



Demand Response Technology

Enables the easiest path to customized demand-side management strategies.

- Gateway Device
- Web-Based Platform
- Performance Reporting + Custom M&V
- Customized Dispatch & Notification Logic



Our Customers

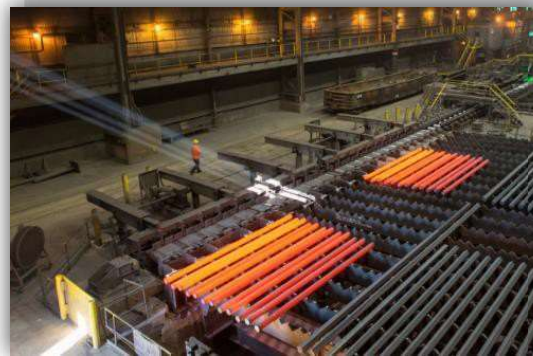
THG serves a broad range of industries to assist with commercial and industrial energy management.



Who We Serve

THG's suite of offerings is ideal for multi-site energy management; supporting businesses and institutions across multiple verticals

- Education
- Government
- Commercial Real Estate
- Retail & Entertainment
- Grocery & Supermarket
- Agriculture
- Industrial Processes & Manufacturing



New Energy Management Paradigm

Options are expanded. The importance of roles and reporting are elevated.

Old Paradigm



Reliability is primarily a utility role



Unbundled procurement is limited and occasional (non-operational).



Sustainability is a recycling bin and a poster.



Reporting is a utility budget.

New Paradigm



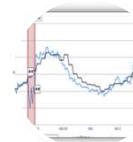
Reliability is multilayered; including grid services, load management, behind the meter storage, and solar.



Facilities will have competitive alternatives; requiring active investment and management.



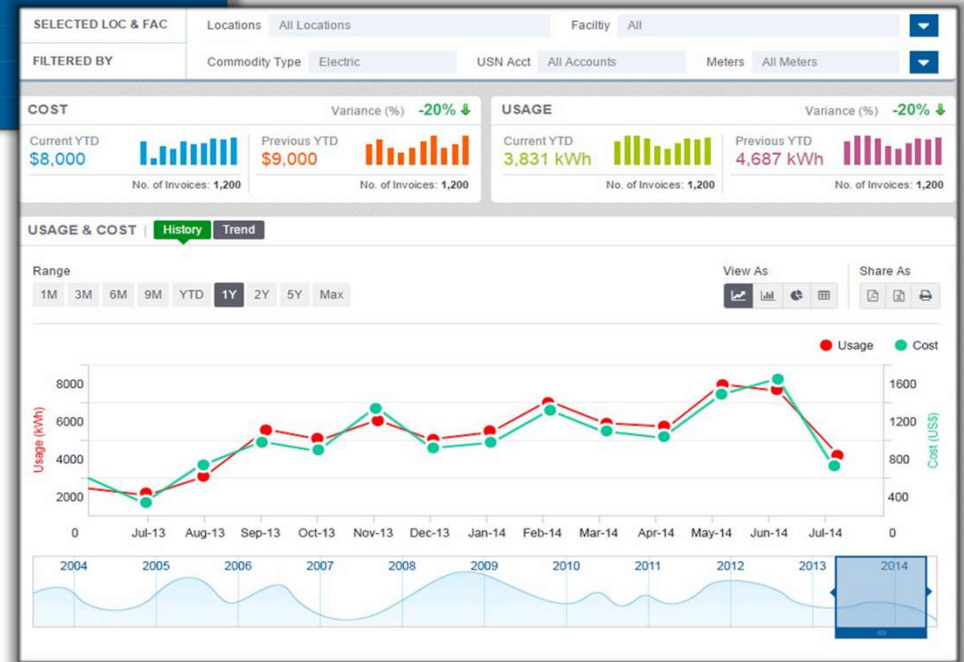
Sustainability is a strategic initiative, requiring integration and detailed reporting.



Data is multi-sourced, real-time, and can now easily drive operational decision-making

Energy Intelligence Platform

SaaS platform that streamlines data collection, validation, and reporting.



- Turnkey utility data collection, validation, & presentment
- Practical, customizable reporting based on region, cost-center, management, etc.
- Enables strategic benchmarking by usage, cost, square-footage, or business metrics
- Advanced accounting services, plus IDR and GHG reporting tools

Invoice Validation & Tariff Recreation

Tiered levels of service depending on the needs of the user.

Bill Details - Inv No. 95130390305-150701

BILL VALIDATION

USN: Industrial Tariff - EL 1 Service Start Date: 05/31/2015 Service End Date: 06/30/2015

State: [Label] [Label] [Label] [Label] [Label]

No. of Items: 20

Invoice had a valid due date

Invoice date matches the service period

Days within service period are within tolerance

No gaps in service dates

No overlaps in service dates

Usage was below historical maximum

Usage within tolerance of previous year average

Usage within tolerance of last year invoice

Load factor did not exceed 100%

Load factor with tolerance of previous year average

Usage within tolerance of estimate

Cost within tolerance of estimate

Invoice did not have a previous balance

Bill Details - Inv No. 122003682588

BILL SUMMARY

ENERGY CHARGES Total Usage: 2811

Name	Rate	Value
Energy	0.049440	\$138.98
Max Annual Demand		
Max PF		

TAXES

Name	Rate	Value
PUC	0.001667	\$0.43
Gross Receipts	0.019970	\$5.11
Sales Tax	0.083000	\$21.72

TARIFF CHARGES Tariff : Secondary > 10 kW Non- IDR

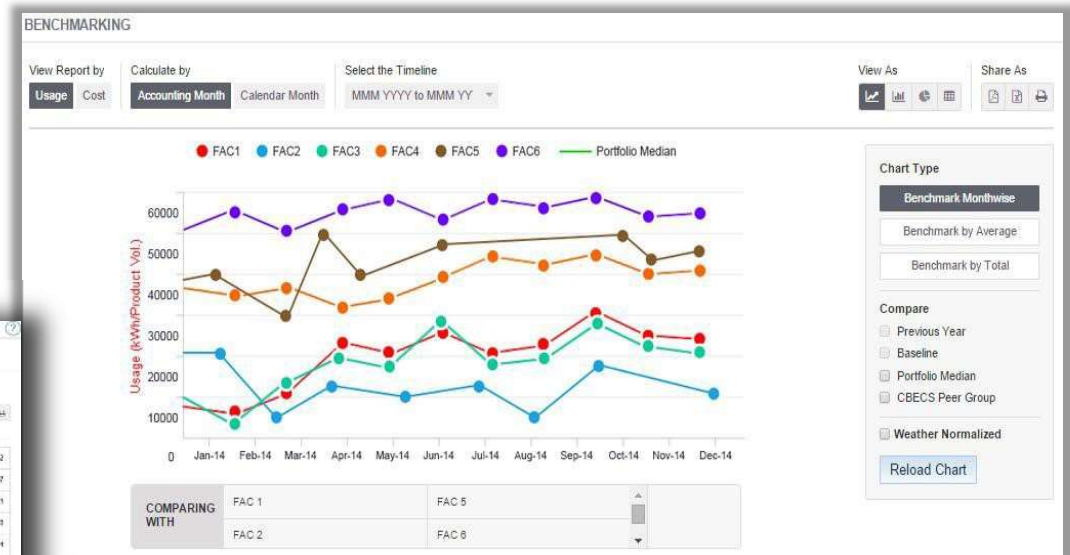
Name	Value	Rate	Charge(\$)
Meter 1	2811	0.00	0.00
Meter 2	0	0.00	0.00
Distribution 2	2811	0.00	0.00
CTC 1	2811	0.00	0.00
System Benefit Fund	2811	0.00	0.00

- Metric Validation
 - 20+ “checklist” that each invoice is run through
 - Driven by historical trends and deviations
- Tariff Recreation
 - THGowns and operates in-house tariff engine for each applicable customer rate schedule
 - Includes dispute resolution; 100% of non-tax savings go to customer

Benchmarking & Sustainability Reporting

THG's operational reporting can be used to drive efficiency and sustainability goals.

- Benchmark facilities based on portfolio characteristics, square footage, business metrics, or historical cost/usage before project
- Individual meters/accounts, or aggregated sites

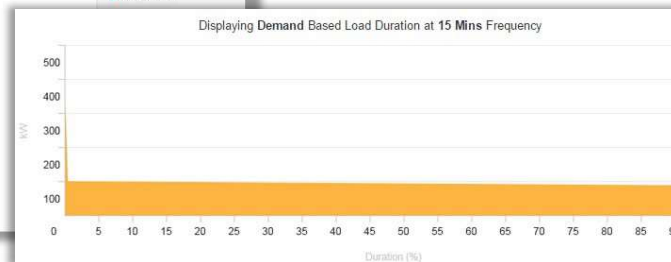


Interval Data Reporting

THG provides solutions for both the collection and reporting of interval data & sub-metered data.



- Broader adoption of dynamic rates and smart meters place importance on timely, accurate data
- THG collects and effectively reports both detailed and aggregated IDR data for practical analysis
- Deploys cost-effective sub metering for customized project



Bill Processing, and Bill Payment Options

THG creates AP file that can either be shared directly with customer, or bill payment partner



SUBMIT REPORT

File: Bills by Month & Year From To Filter: All

140 Submitted Reports 14 Unsubmitted Bills 14 Unsubmitted Invoices

Create New Batch Export to Excel

Action	Submit Date	Title	Delivered	Bills	Total Invoiced	Total Due	Submit Report	Invoices	Excel
	11/15/2015	11.6.15 ACME Submit Report	Y	81	562439.85	563754.63			
	10/20/2015	10.30.15 ACME Submit Report	Y	20	408621.54	408616.36			
	10/20/2015	10.18.15 ACME Submit Report	Y	83	684787.94	754885.8			
	09/14/2015	09.15.15 ACME Submit Report	Y	81	562439.85	563754.63			

Action	Provider	Account	Type	Production	Completed	Invoiced	Total Due	# USRs	Invoice	File
	Alabama Power & Southern Company - Ala		Utility	100/10/2015	11/09/2015	3529.89	3529.89	1	-10/10/2015	
	Tiger Natural Gas		Supplier	09/01/2015	10/10/2015	27982.89	282.24	1	10/15/2015	
	Rakiant Energy		Supplier	09/01/2015	11/03/2015	282.24	282.24	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/09/2015	45628.08	46567.8	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/09/2015	1312.02	1312.02	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/09/2015	9403.45	9492.70	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/09/2015	756.09	765.75	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/09/2015	605.72	615.28	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/04/2015	649.91	649.91	1	10/15/2015	
	Rakiant Energy		Supplier	100/10/2015	11/08/2015	222.97	222.97	1	10/15/2015	



ERP or P2P SYSTEM
Single file upload or
API integration



VIRTUALCARD



NETWORK



CHECK



RECONCILIATION FILE
Back to ERP



FX



ACH



Summary of EIS Offering

- Invoice collection, validation, presentment, and processing
- Centralized reporting around cost, usage, benchmarking, weather normalization, and sustainability
- All reports are fully exportable

Basic Services

- Ongoing utility bill auditing/management for all service accounts
- Open/close, account transferring from third-parties
- Reporting platform

Premium Services

- Tariff recreation and dispute resolution services
- ENERGYSTAR management services
- Mandatory energy disclosure obligations
- Demand Response solutions
- Bill processing and/or Payment
- Quarterly reviews
- Interval data reporting
- Other energy data services

Automated Demand Response (ADR)

THG's ADR solution builds a framework to align load flexibility and market-based opportunities.



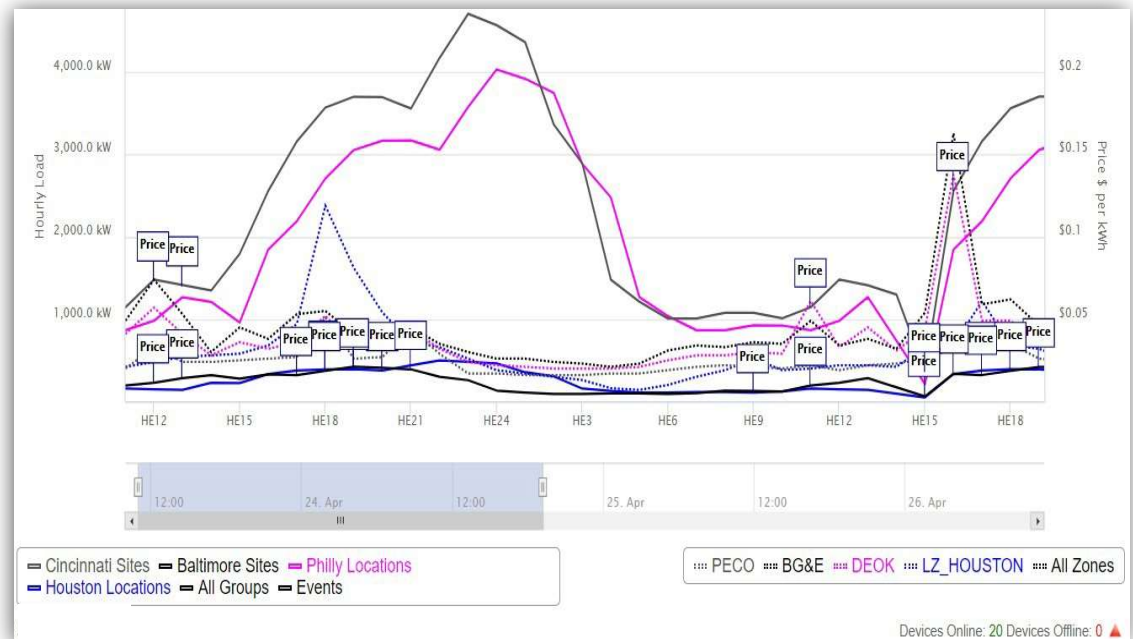
“Active Load Management”

Traditional demand response (DR) program structures treat load resources similar to baseload power generation

- Long event durations (4+ hours)
- Harsh penalties for non-performance

With changes in rate structures and overall market trends, there becomes an expanded role for demand flexibility

- Dynamic pricing rates
- Exponential increases in demand-related charges
- Penetration of intermittent resources puts a premium on grid reliability through ancillary services
- Short-term wholesale pricing events



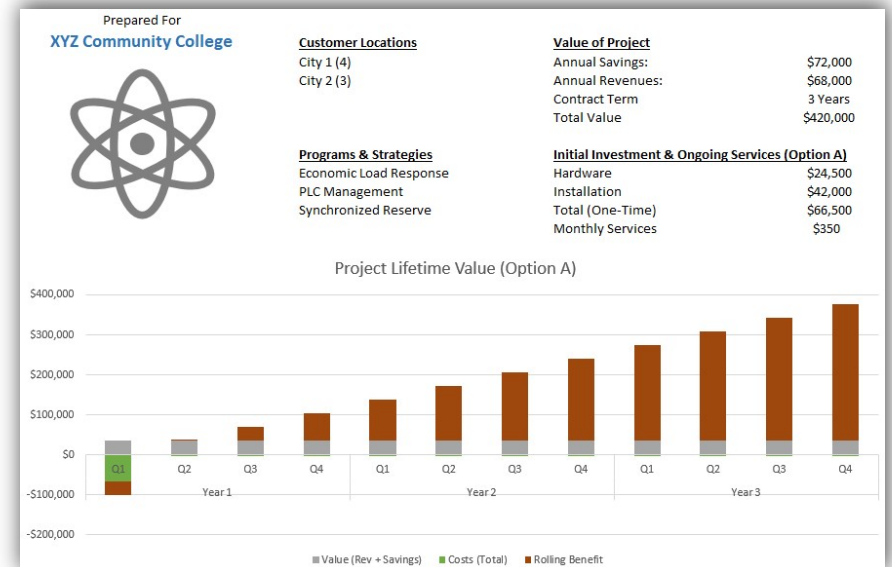
THG connects the dots between local market conditions and behind-the-meter flexibility

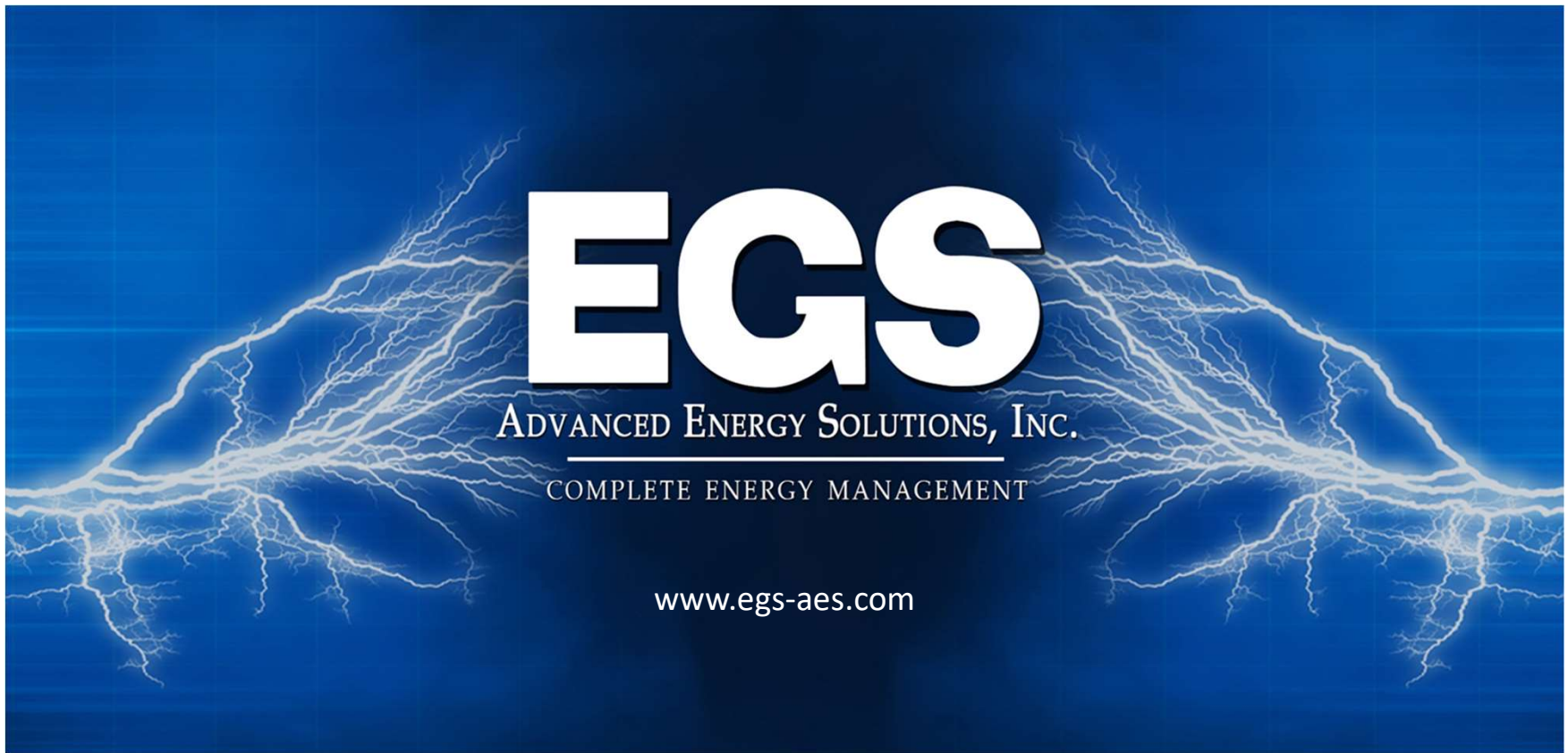


Demand Response Implementation

THG generates a proposal and supports turn-key implementation and ongoing performance.

1. **Information Gathering:** Invoices, LOA's, & Site Discussions
2. **Proposal Generation:** what strategies, what program(s), how much money
3. **Installation:** Necessary hardware & 3rd-party programming to support participation and reporting requirements.
4. **Participation:** Testing, enrollments, ongoing performance, and applicable adjustments





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