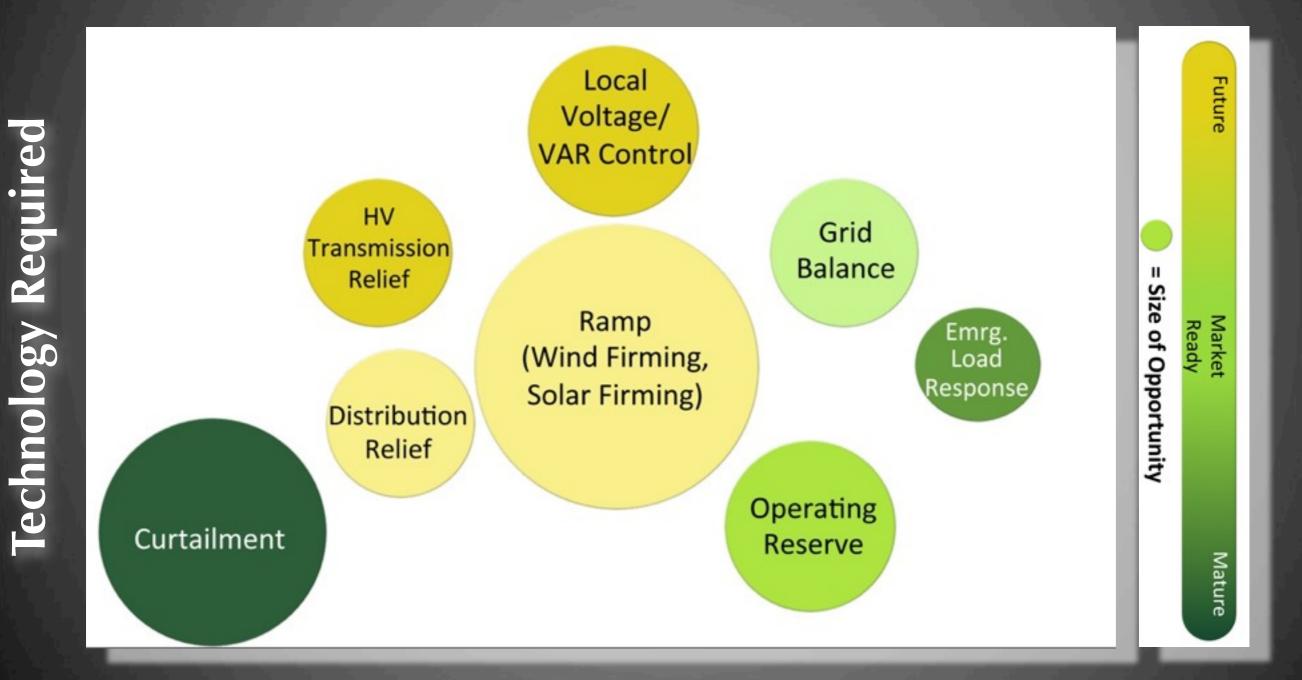
Massachusetts Institute of Technology "Demand Response" November 4, 2011 Afternoon Session



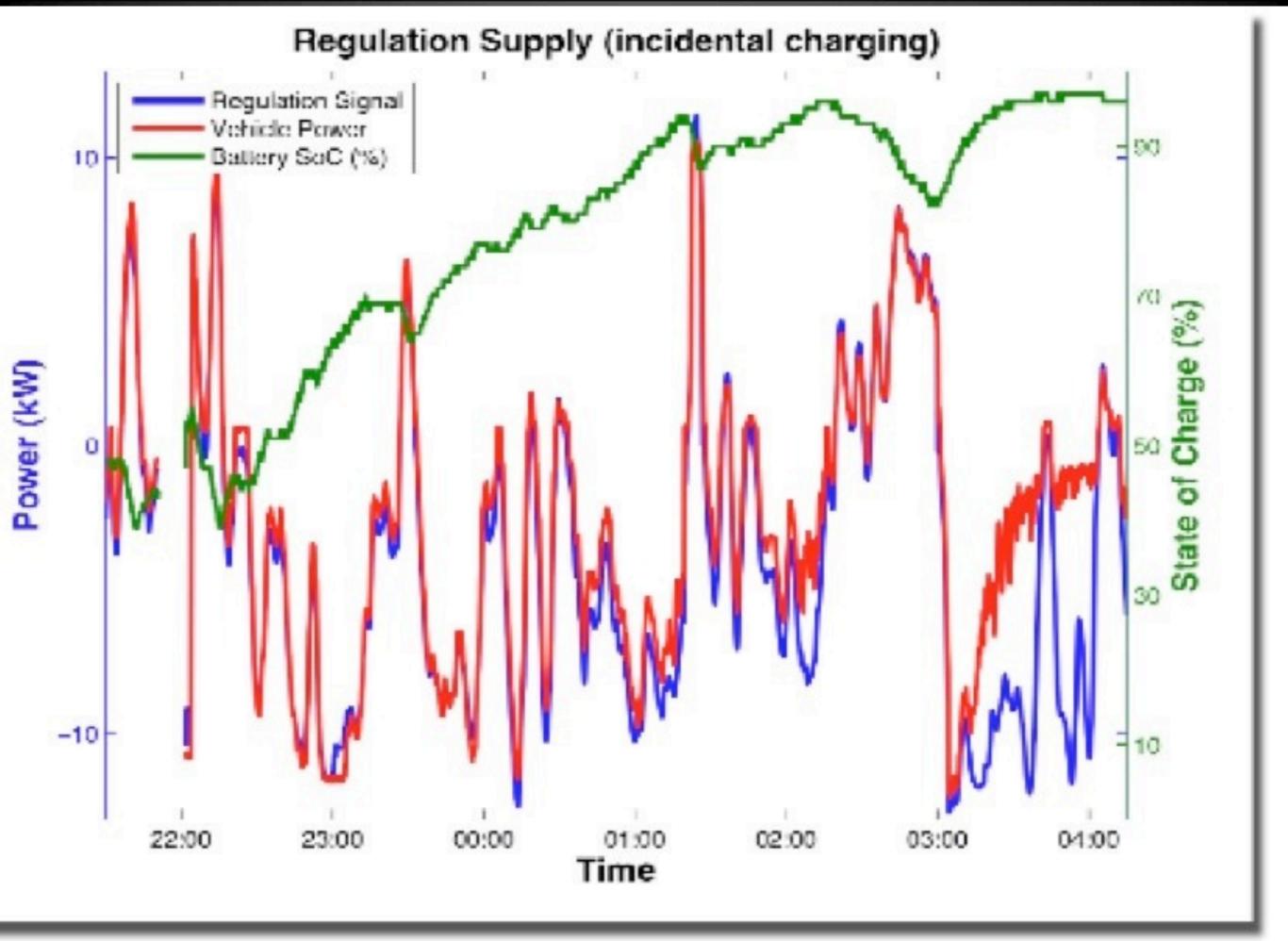
Market Maturity for Demand-Side Assets to Participate

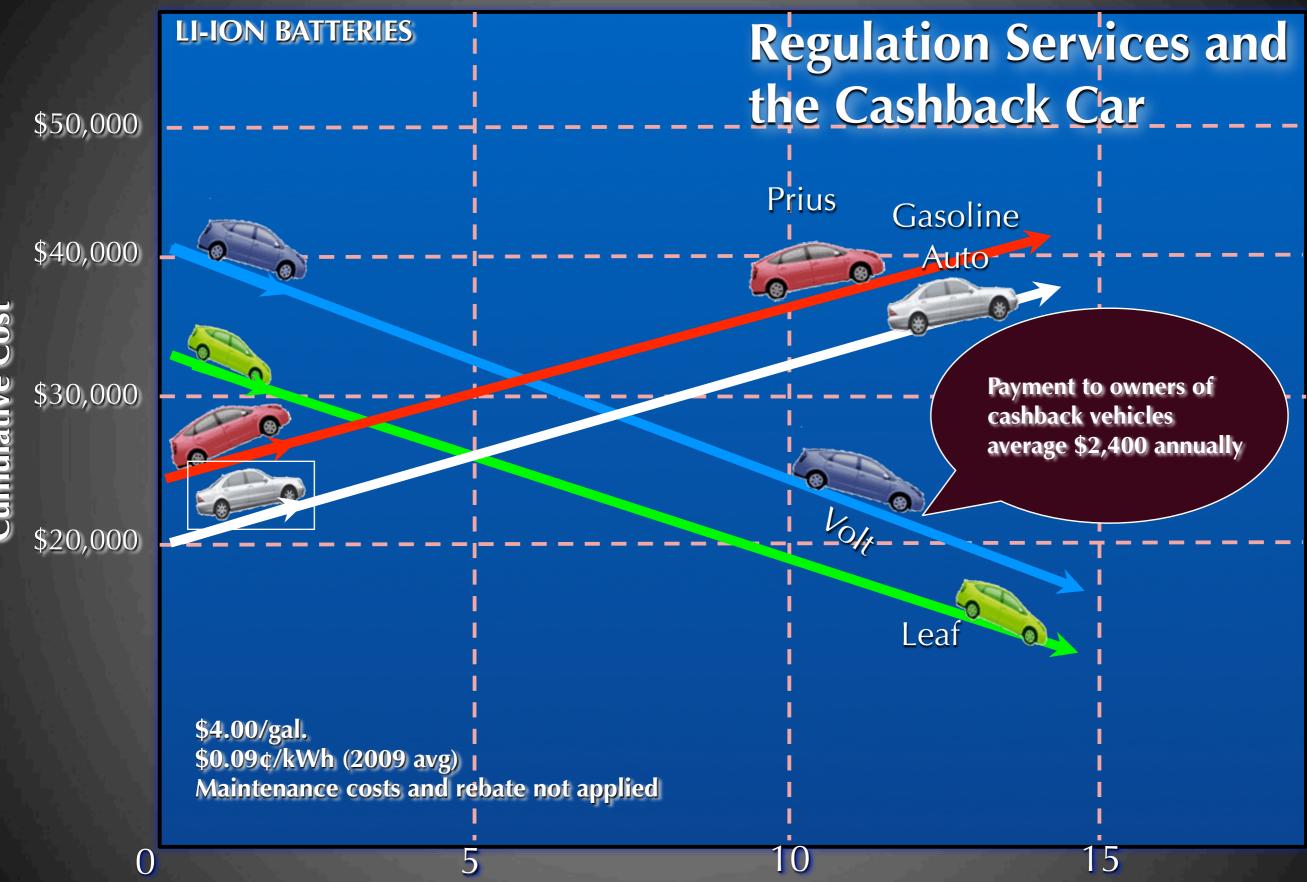


Speed of Response

	ad Carrier 🗢 5:35 PM 📼	real 3G	9.42 AM	Att MANE IN
10	DASHBOARD		oice Control	315° NW
Ш	Current price per kWh \$0.10	1	call	AND THE R.
ш	Estimated bill \$126.54	\sim	play	4
11	Today's cost \$0.95			
ш	Yesterday's cost \$1.30	Trim		
ш	Last hour usage 0.36 kWh		shuffle	
	<u></u>			
			Cancel	0 371955'N, 122"145'N
11	Deablecard Control Sections			
	0			





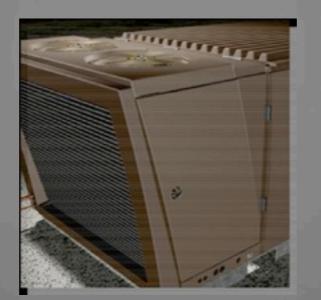


Years After Purchase



Transactive Load







ETS Heat

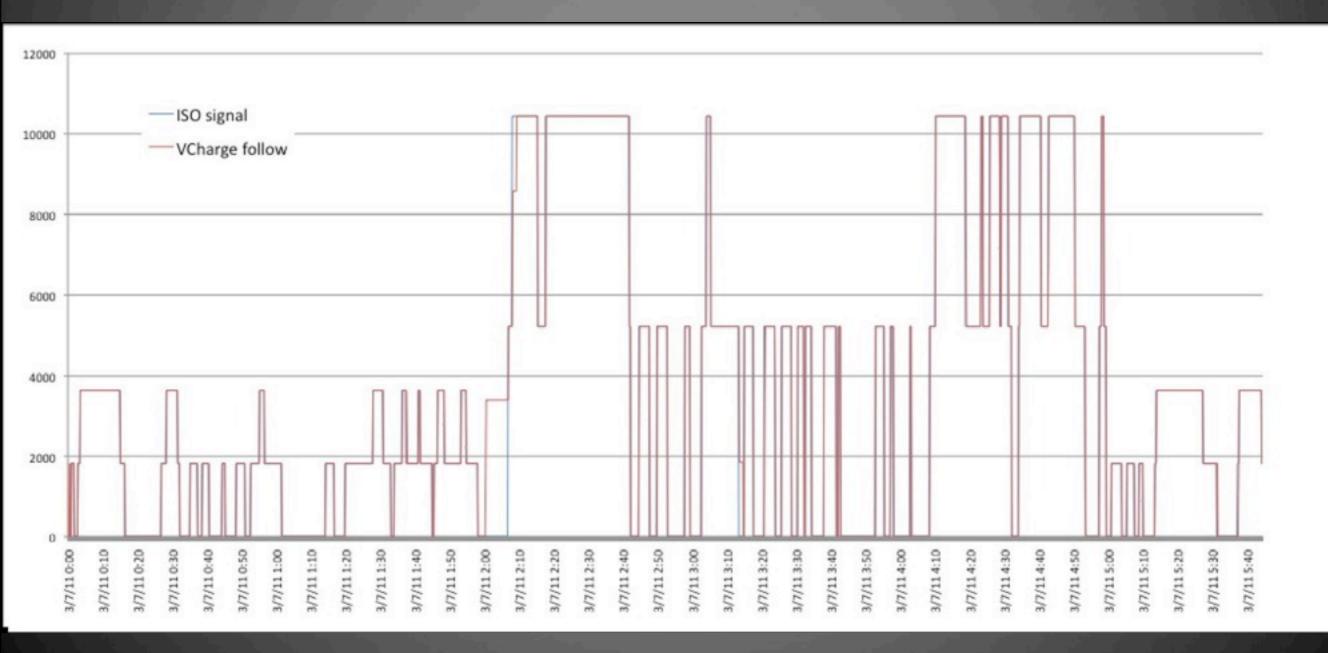
Ice-based AC



Source: VCharge Transactive Energy Management

SmartBricks[™] Value Drivers

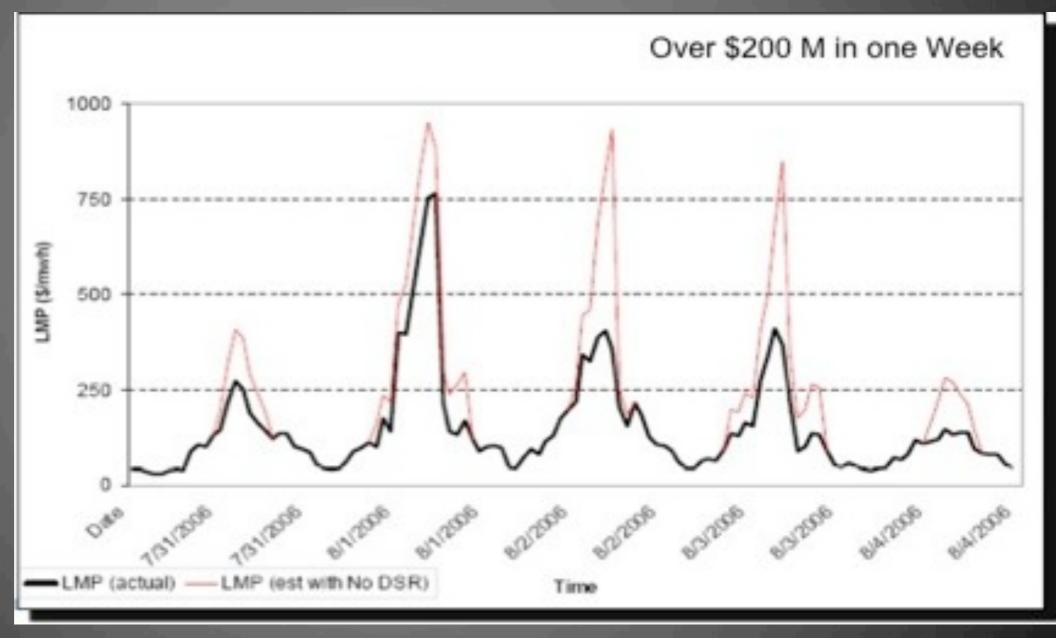
Provide Regulation to grid operator



Grid Benefits of Demand Response

• PJM Study- a 3% Reduction in Demand of Top 20 5hr Blocks in 5 Mid-Atlantic States Could Save \$280 Million annually

• Brattle Group- a 5% Reduction in Grid Peak Load (757 GW) Can Result in \$3 Billion Savings Annually, for PV Over 20 Yrs of \$31 Billion



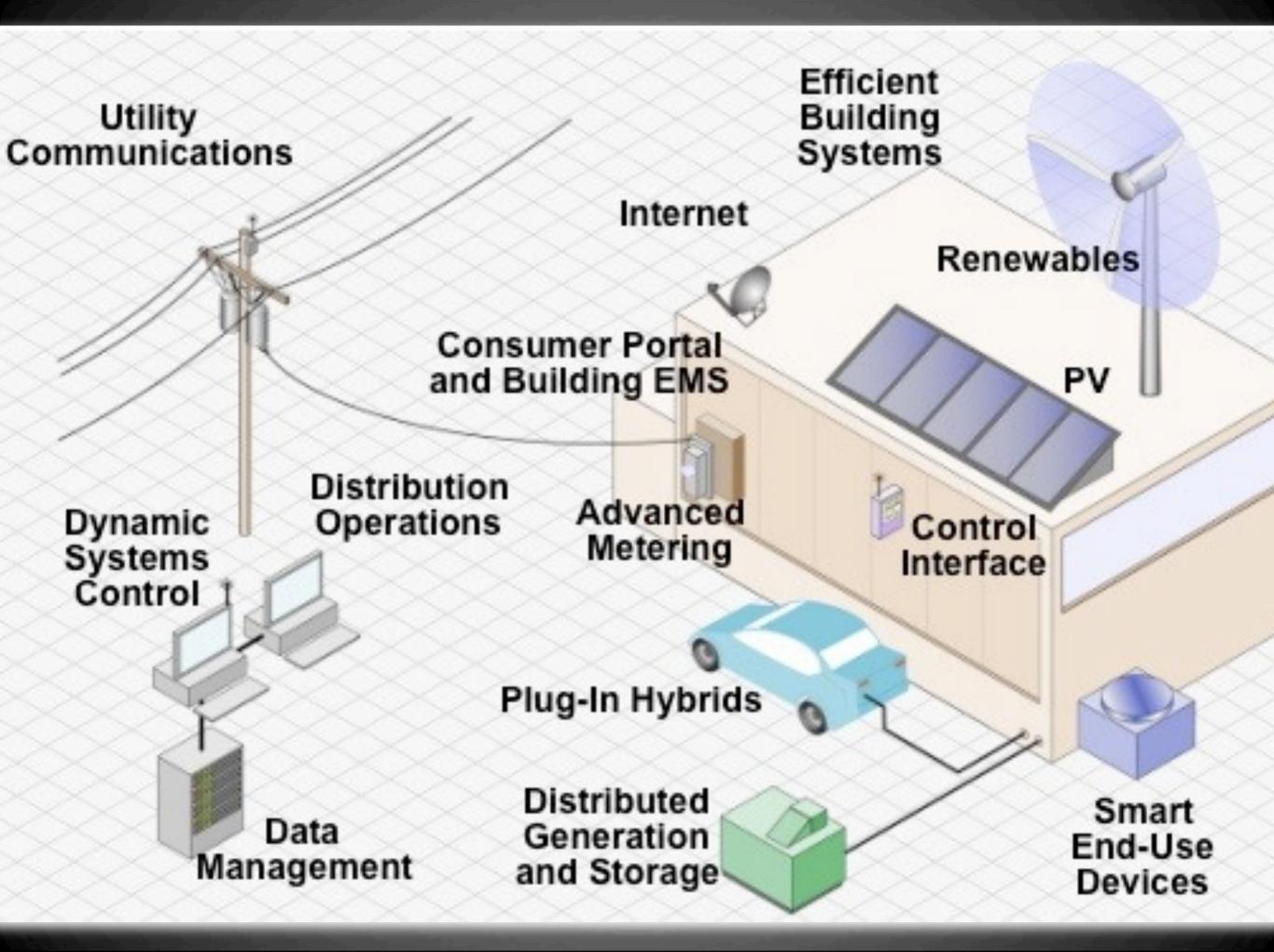


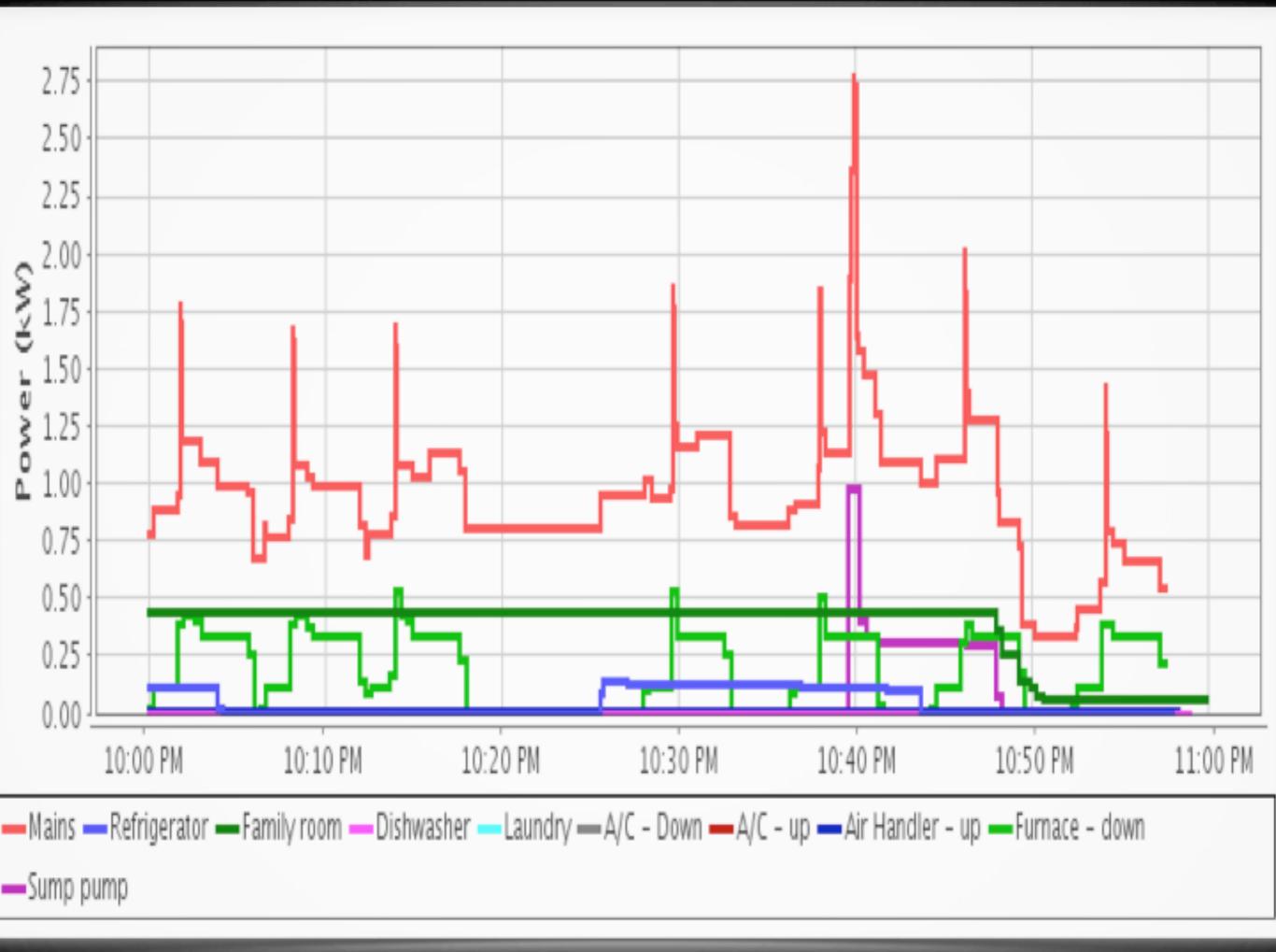






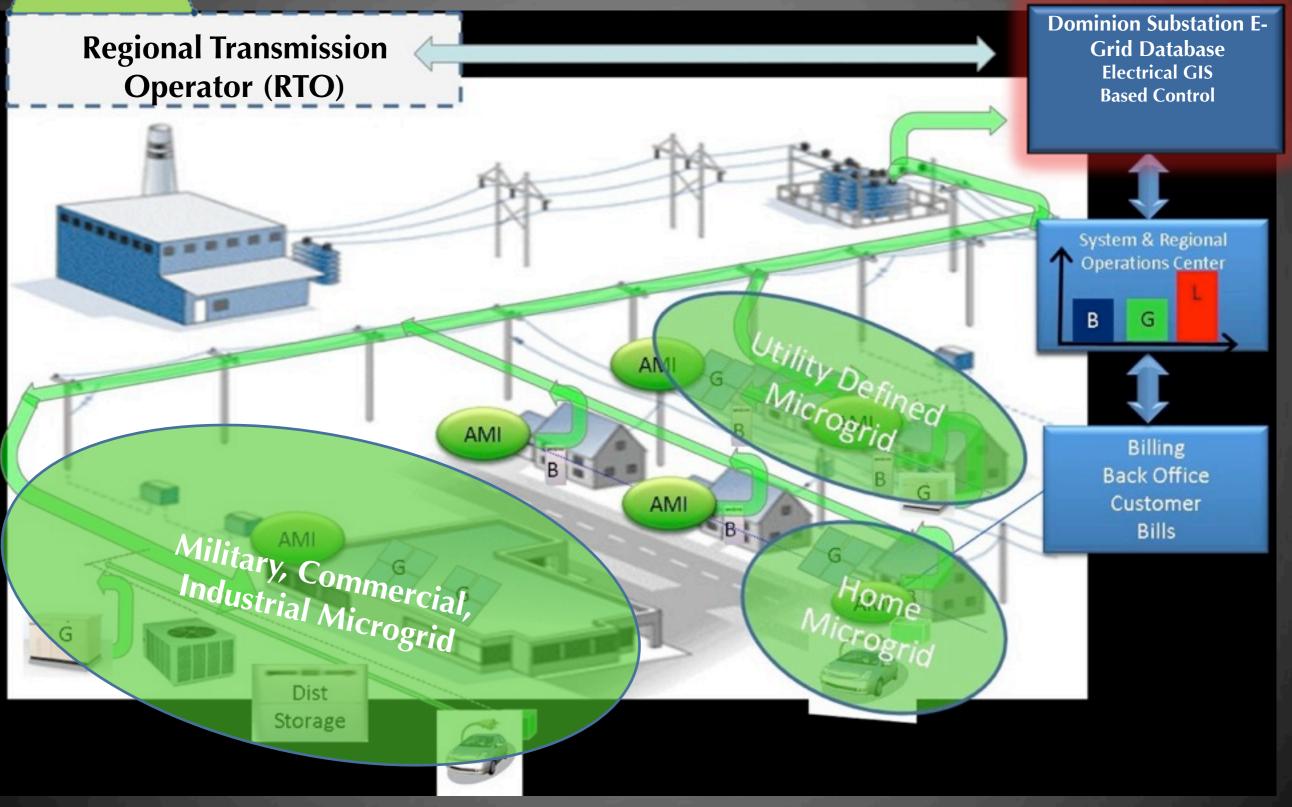






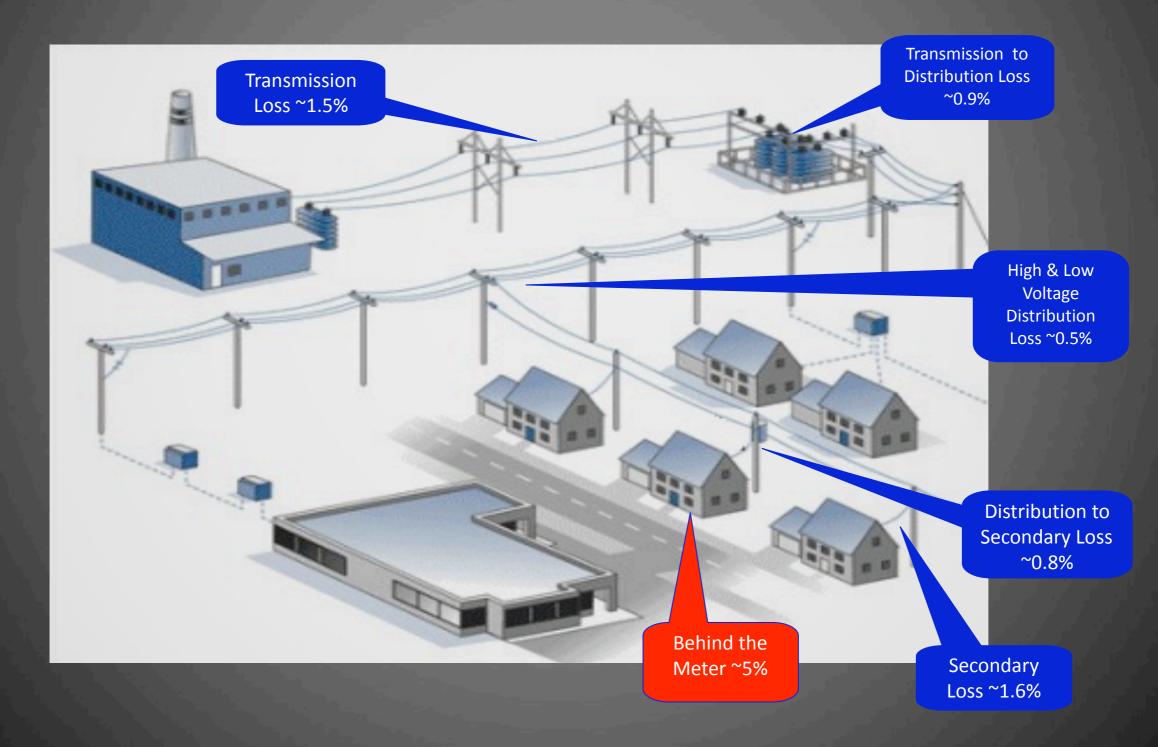


Dominion MicroGrid Vision

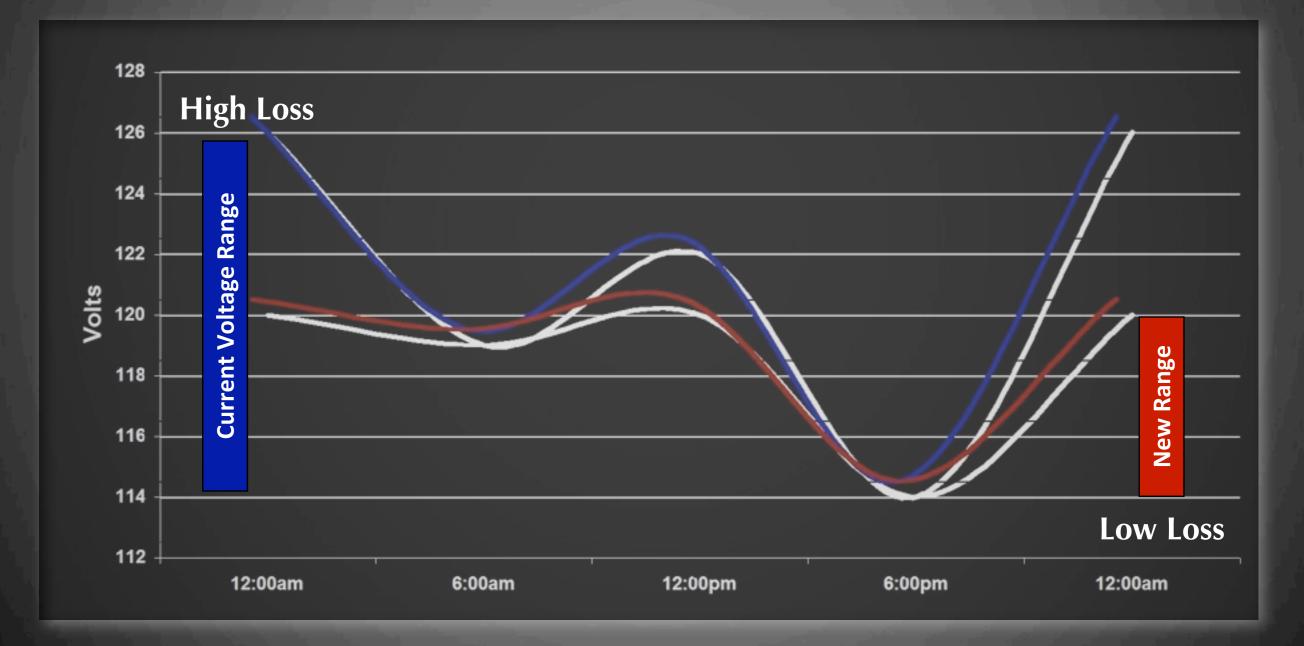


The Hunt for Transmission and Distribution Losses

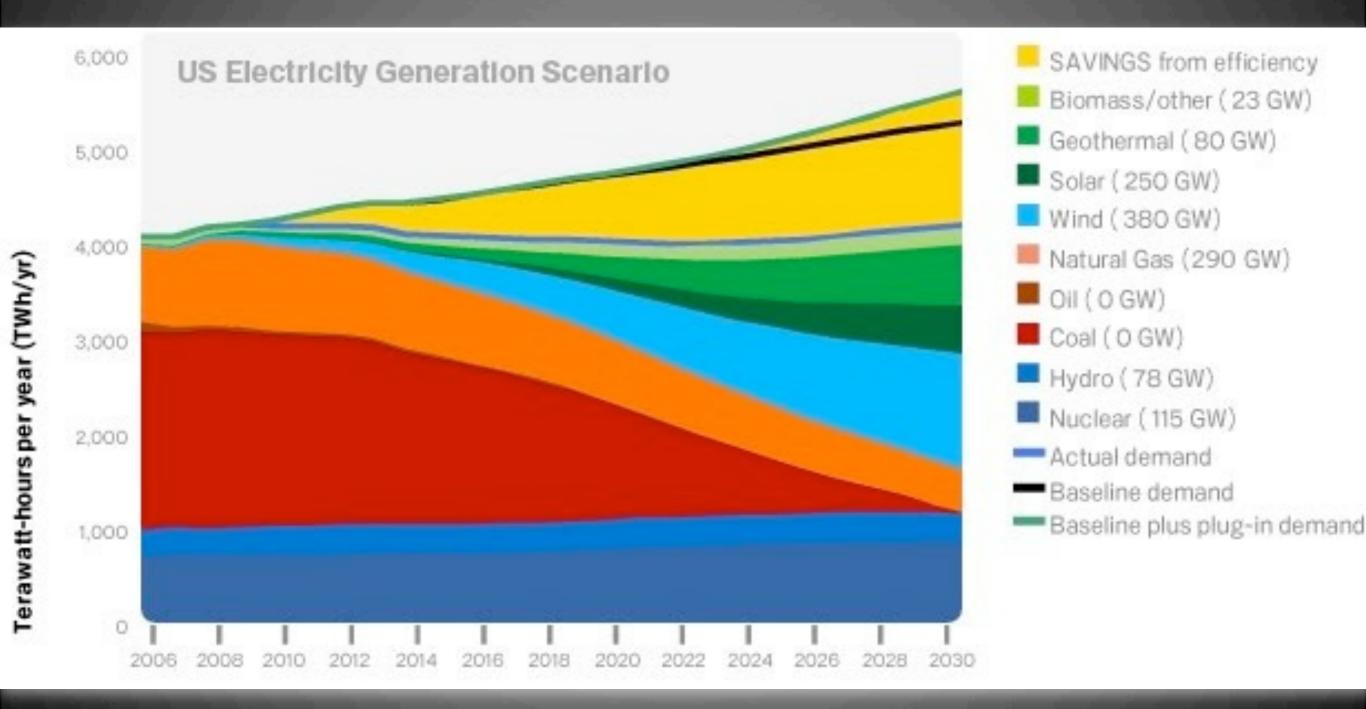
2010 Electric System Loss ~ 10.3% Includes Transmission, Distribution and "Behind the Meter"



Precision Power: How it Works



Google Electric Future



When there's a huge solar energy spill, it's called a "nice day."

Pass the NY Solar Jobs Act



Thank you!