



> the intelligent  
energy source <

November 16,  
2011

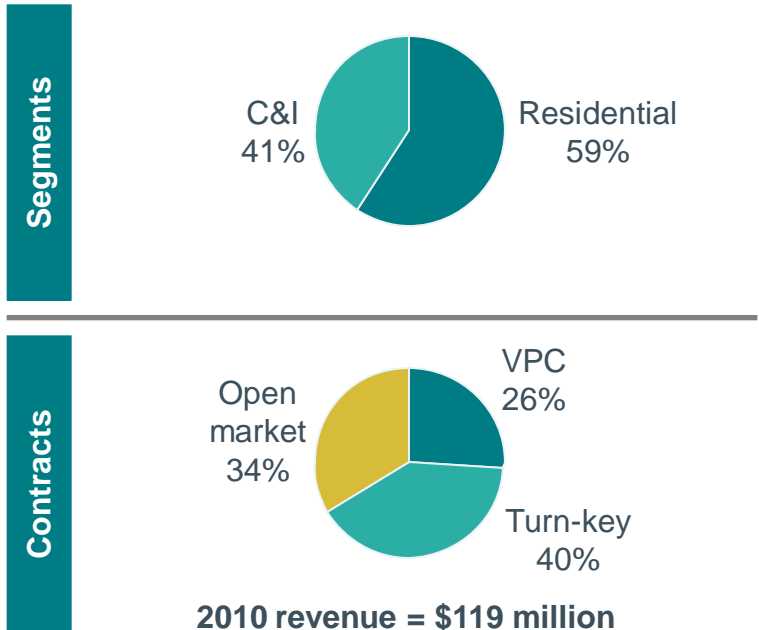
George Efstatos – Director Utility Market – Central

# Corporate Metrics

## Key highlights

- Headquartered in Atlanta, GA
- Over 570 employees
- 30+ year history of innovation
- 5+ million devices installed
- 3,700+ MW under management

## Revenue breakdown (2010)











Comverge is uniquely positioned to capitalize on energy growth trends in both the residential and C&I DR markets

Note: 2010E excludes impact from Energy Efficiency contracts

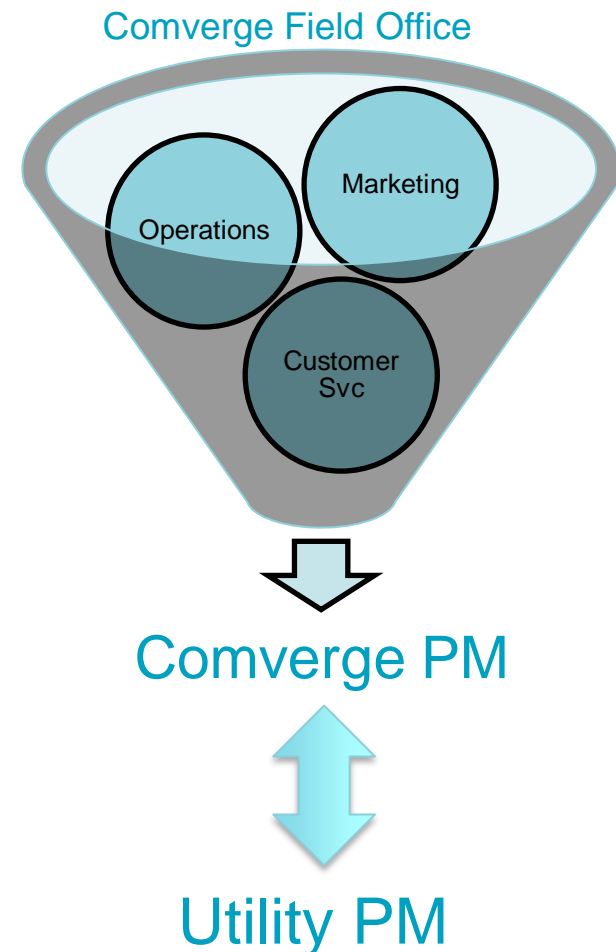
# Typical Comverge Project Components

- **Operational Excellence**
  - Close coordination between Marketing, Call Center and Installation team
- Make constant adjustments to ensure program adoption and that the Client's goals are met
- All systems managed through IntelliSOURCE

<b>Marketing</b> 	<b>Hardware</b> 	<b>Installation &amp; Service Calls</b> 	<b>Call Center</b> 
<b>Program Management</b> 	<b>IntelliSOURCE</b> 	<b>Communications Infrastructure</b> 	<b>Measurement &amp; Verification</b> 

# VPC Business Structure

- What is a VPC = Virtual Peaking Capacity
  - Pay for performance contract
  - Treated as a PPA from regulators point of view
  - Fully outsourced – minimal resource commitment
  - Long Term DR Solution
  - Open to all customer classes (residential, small commercial, large C&I)



# Comverge's Experience

## Established incumbency

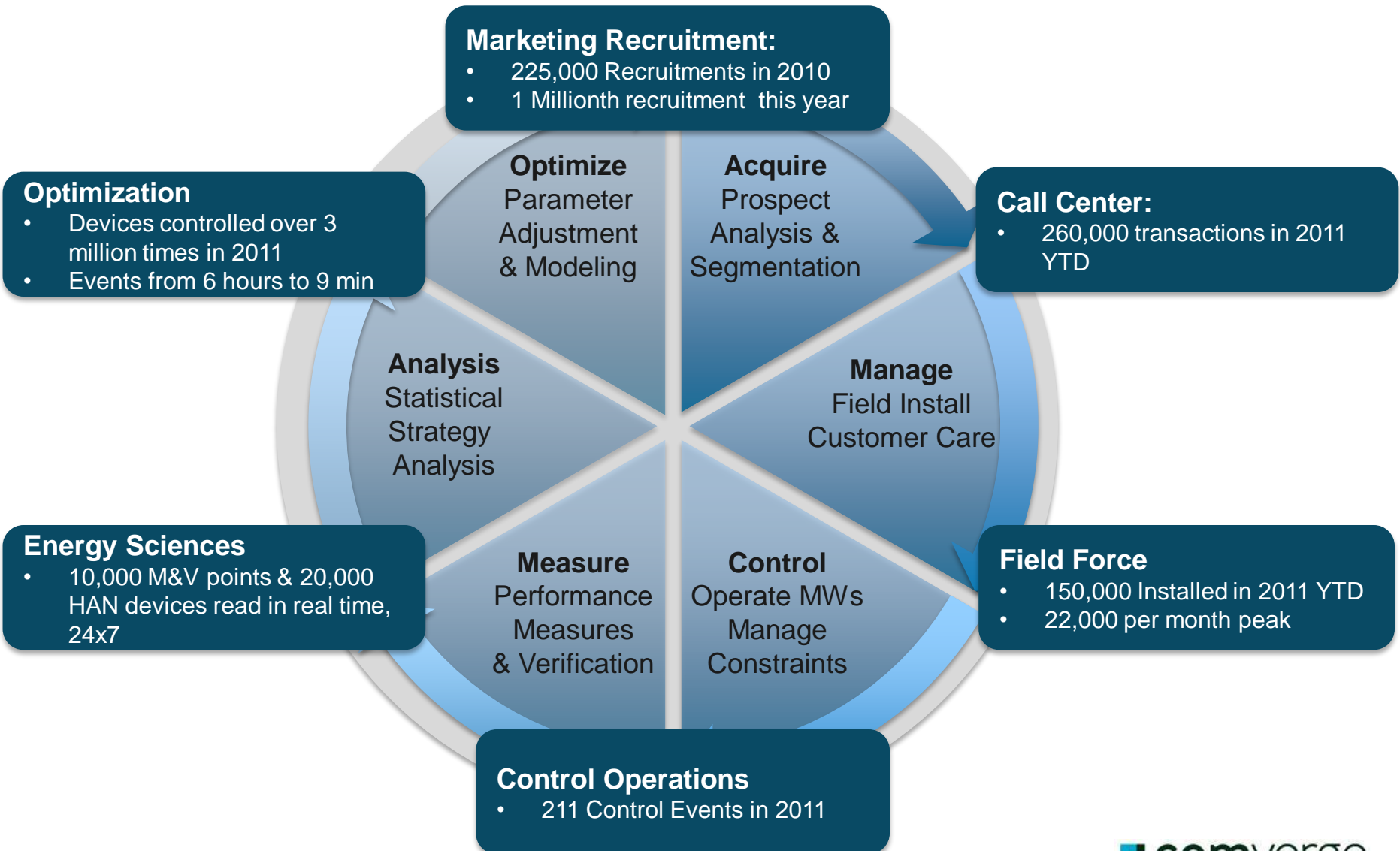


## Highlights

## Strong C&I business serves strategic customers



# Demand Response is our Business



Thank you