

# **DR Technology in the U.S. - Providers and Resources**

**Developed for Subtask V (Technology)**

## **International Energy Agency (IEA) Task XIII (Demand Response Resources)**

**Produced by  
U.S. Demand Response Coordinating Committee (DRCC)<sup>1</sup>**

### **I. Introduction**

In August 2005, the U.S. Demand Response Coordinating Committee (DRCC), with the assistance of the New York State Research and Development Authority (NYSERDA) implemented a survey of U.S. companies providing demand response products, services, and technologies so as to obtain information about their offerings.

In its work the DRCC has defined demand response as:

*Providing electricity customers in both retail and wholesale electricity markets with a choice whereby they can respond to dynamic or time-based prices or other types of incentives by reducing and/or shifting usage, particularly during peak periods, such that these demand modifications can address issues such as pricing, reliability, emergency response, and infrastructure planning, operation, and deferral.*

The DRCC requested information about companies and their offerings related to both wholesale and retail markets and to both competitive markets and traditional, vertically regulated structures. It also sought information about technologies and services that are used directly with end-use customers, as well as technologies and services that are provided to companies that in turn help them provide a demand response service or product.

This report summarizes the responses of companies to the survey.

- Section II includes three tables identifying Provider Companies by the Technologies they provide, the Markets that they operate in, and the Users they serve with their products, services, etc.

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<sup>1</sup> The United States Demand Response Coordinating Committee (DRCC) is the U.S. stakeholder/funder group for IEA Task XIII. Members of the DRCC include Ameren, American Electric Power, Demand Response Research Center, ISO-New England, MidAmerican Energy, MidWest ISO, National Grid, New York State Research and Development Authority (NYSERDA), Pacific Gas & Electric, PJM Interconnection, Salt River Project, San Diego Gas & Electric, Southern California Edison, Southern Company, Tennessee Valley Authority. DRCC Member NYSEDA contributed time and resources and assisted DRCC Staff in the development of this document.

- Section III offers a summary of each of the firms that responded to the DRCC survey with a brief description provided by the respondent, contact information and, where available, a link to one more case studies of the companies offerings.
- Section IV offers a listing of additional companies that did not respond to the survey, but which are involved in the demand response arena. A link to the websites of these companies is provided for those who wish to learn more.

## **II. Responses to the Survey**

Table A indicates the type of Product and Service Offering that each respondent provides.

Table B indicates the type of market that they provide their offerings into.

Table C delineates the type of user of the respondent's products and/or services.

## **III. Survey Respondents**

**Advanced AMR Technologies LLC**  
**285 Newbury Street**  
**Peabody, Massachusetts 01960 USA**  
 (978) 826-7660 or (866) 826-7660  
[www.advancedamr.com](http://www.advancedamr.com)

Advanced AMR Technologies is a subsidiary of Peabody, MA based AES Corp. AES developed a new family of products in 2000 specifically to serve the energy information and control needs of the Energy Management industry. These products monitor, report and control energy usage in situations that require real time, wide area, low cost energy management solutions. Advanced AMR solves the problem of slow or outdated meter reading data and provides an architecture that allows energy consuming devices to be managed and controlled from a single system to reduce energy usage. Advanced AMR provides real-time energy information and control capabilities from the same system that delivers automated meter reading. Benefits include:

- AMR without the infrastructure cost of alternative AMR.
- Demand Response programs are easily deployed.
- Load Control for energy savings is possible for customer or via ESCOs.
- Load Profiling information provides more informed purchasing decisions
- SCADA monitoring and control can improve utility network management.
- Measurement & Verification provided by accurate reliable data

### **Case Studies/Marketing Materials –**

[www.advancedamr.com/documents/AES\\_AS\\_ClayUnion.pdf](http://www.advancedamr.com/documents/AES_AS_ClayUnion.pdf)  
[www.advancedamr.com/documents/AES\\_ANlambcounty.pdf](http://www.advancedamr.com/documents/AES_ANlambcounty.pdf)  
[www.advancedamr.com/documents/CaseStudy-Richards1.pdf](http://www.advancedamr.com/documents/CaseStudy-Richards1.pdf)

Table A

DEMAND RESPONSE & ADVANCED METERING TECHNOLOGIES AND PROVIDERS	Advanced Metering	Advanced Submetering	Communications	Automated Controls	Information Display	Building Optimization	Smart Thermostat	Direct Load Control	Thermal Storage	Energy Management Systems	Demand Bidding	Distributed Generation	Customer Aggregation and Control	Asset Optimization and Coordination	System Integration and Information/Data	Market Coordination and Communication
Advantage Energy, Inc.	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Ames Goldsmith Corp.																
ArKion Systems	x	x	x	x	x	x	x	x	x					x		
Automated Energy, Inc.	x	x	x	x	x	x							x	x	x	
Cannon Technologies, Inc.	x		x	x	x	x	x	x				x	x	x		x
Cellnet	x		x													
Converge, Inc.	x	x	x	x				x	x			x		x		x
Consolidated Edison Company								x	x			x	x		x	x
ConsumerPowerline	x	x	x	x	x	x	x	x	x	x		x	x	x	x	x
Control Technologies, Inc.	x	x	x	x	x	x	x	x	x		x		x	x	x	x
Elster Electricity	x		x													x
eLutions, Inc.	x	x	x	x	x	x			x				x	x	x	x
eMeter Corporation	x		x	x	x			x	x					x	x	x
Energy Analytics	x	x	x	x	x		x	x	x		x	x	x	x	x	x
Energy Curtailment Specialists, Inc.			x											x		
Energy Enterprises, Inc.											x					
Energy Spectrum	x	x		x			x	x	x		x	x	x	x	x	
EnerNOC, Inc.	x	x	x	x	x				x		x	x	x	x	x	x
GoodCents Solutions								x	x							
Hunt Power, L.P.	x	x						x								
IES/Specified Air, Inc.	x		x	x	x	x			x		x	x	x	x	x	x
Mount Sinai Medical Center				x			x									
NES Energy, Inc.																
Nexus Energy Software	x		x			x		x			x					x
NYSEG & RG&E	x	x	x			x										x
Optimal Technologies (USA), Inc.	x	x	x	x	x	x	x	x			x	x	x	x	x	x
Powerit Solutions, LLC			x	x	x				x		x					
RETX Energy Services	x	x	x	x	x	x	x	x			x	x	x	x	x	x
RS Energy Solutions, Inc.	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Sensus Metering Systems	x		x			x		x	x							x
Siemens Building Technologies, Inc.	x		x	x			x	x	x		x		x		x	x
The Trane Company	x	x	x	x	x	x	x	x	x	x	x		x		x	x
UCS, Inc.			x	x			x	x	x		x	x				
Ziphany, LLC	x	x	x			x			x							

**PROVIDERS AND  
MARKETS SERVED**

	<i>Residential</i>	<i>Small Commercial</i>	<i>Large Commercial</i>	<i>Industrial</i>	<i>Governmental</i>	<i>Utility</i>	<i>System Operator</i>	<i>International</i>
Advantage Energy, Inc.			X	X	X			
Ames Goldsmith Corp.			X	X	X			X
ArKion Systems	X	X	X	X	X	X		
Automated Energy, Inc.	X	X	X	X	X	X		X
Cannon Technologies, Inc.	X	X	X	X	X	X	X	X
Cellnet						X		
Comverge, Inc.	X	X	X	X	X	X	X	X
Consolidated Edison Company	X	X	X	X	X			
ConsumerPowerline	X	X	X	X	X	X	X	X
Control Technologies, Inc.		X	X	X	X			
Elster Electricity	X	X	X	X	X	X	X	X
eLutions, Inc.			X	X	X	X	X	X
eMeter Corporation	X	X	X	X	X	X	X	
Energy Analytics	X	X	X	X	X			
Energy Curtailment Specialists, Inc.			X	X	X			
Energy Enterprises, Inc.		X						
Energy Spectrum		X	X	X				
EnerNOC, Inc.		X	X	X	X	X	X	X
GoodCents Solutions	X	X						
Hunt Power, L.P.		X	X	X	X	X		
iES/Specified Air, Inc.			X	X	X			
NES Energy, Inc.		X	X	X	X			
Nexus Energy Software	X	X			X	X	X	X
NYSEG & RG&E		X	X	X	X	X		
Optimal Technologies (USA), Inc.	X	X	X	X	X	X	X	X
Powerit Solutions, LLC			X	X	X			X
RETX Energy Services	X	X	X	X	X	X	X	X
RS Energy Solutions, Inc.		X	X	X	X			
Select Energy New York, Inc.		X	X	X	X			
Sensus Metering Systems	X	X	X	X	X	X		
Siemens Building Technologies, Inc.			X	X	X			
The Trane Company	X	X	X	X	X	X		X
UCS, Inc.	X	X	X					
Ziphany, LLC		X	X	X	X	X		X

## USERS OF PROVIDER OFFERINGS

	<i>End-Use Customers</i>	<i>Mass Market</i>	<i>Large Customer</i>	<i>Utilities</i>	<i>Competitive Suppliers</i>	<i>System Operators</i>	<i>Demand Response Providers</i>
Advantage Energy, Inc.	X	X	X				
Ames Goldsmith Corp.	X						X
ArKion Systems	X	X	X	X	X		X
Automated Energy, Inc.	X	X	X	X	X		X
Cannon Technologies, Inc.	X	X	X	X	X	X	X
Cellnet				X			
Comverge, Inc.				X		X	
Consolidated Edison Company	X	X	X		X		X
ConsumerPowerline	X	X	X	X	X	X	
Control Technologies, Inc.	X		X				X
Elster Electricity				X	X		
eLutions, Inc.	X		X	X	X	X	X
eMeter Corporation				X			
Energy Analytics	X	X	X				
Energy Curtailment Specialists, Inc.	X		X				
Energy Enterprises, Inc.							
EnerNOC, Inc.	X		X	X	X	X	X
GoodCents Solutions				X			
Hunt Power, L.P.	X		X	X	X		
iES/Specified Air, Inc.	X	X	X				
NES Energy, Inc.	X		X	X		X	X
Nexus Energy Software	X	X		X	X	X	X
NYSEG & RG&E	X		X				
Optimal Technologies (USA), Inc.	X	X	X	X	X	X	X
Powerit Solutions, LLC	X	X	X				X
RETX Energy Services	X	X	X	X	X	X	X
RS Energy Solutions, Inc.	X	X	X		X		X
Select Energy New York, Inc.	X						
Sensus Metering Systems				X			
Siemens Building Technologies, Inc.	X		X				X
The Trane Company	X	X	X	X			X
UCS, Inc.	X	X	X		X		
Ziphany, LLC	X	X	X	X	X	X	X

### III. Survey Respondents (Continued)

**Advantage Energy, Inc. (ID #20)**  
**3556 Lake Shore Road, Suite 420**  
**Buffalo, NY 14219-**  
(716) 826-9778

[www.advantageenergyusa.com](http://www.advantageenergyusa.com)

Jody M. Spaeth (716) 826-9778 [jmspaeth@advantageenergyusa.com](mailto:jmspaeth@advantageenergyusa.com)

Advantage Energy is a curtailment service provider that offers financial incentives to New York State companies/facilities for voluntarily reducing their electricity usage during periods of unusually high market demand. Working together with the NYISO during last summer's state emergencies, Advantage was able to reduce over 250 MW of power from the grid through voluntary load reductions. Advantage's curtailment program is ideal for customers who can commit to a significant load reduction through the use of back-up generation or temporary equipment and production process shut-downs.

#### **Case Studies/Marketing Materials –**

[www.advantageenergyusa.com/advantage/programs\\_load.aspx](http://www.advantageenergyusa.com/advantage/programs_load.aspx)

**ArKion Systems (ID #35)**  
**230 Union Street**  
**New Bedford, MA 02738-**  
(508) 993-5100

[www.arkionsystems.com](http://www.arkionsystems.com)

Jennifer Diglaw (508) 993-5100 [diglaw@arkionsystems.com](mailto:diglaw@arkionsystems.com)

ArKion Systems provides an end-to-end two-way remote monitoring solution that provides advanced AMR features as well as connecting automated meter reading with other remote monitoring solutions such as checking and controlling thermostats, water heaters, etc. and other electricity control devices. ArKion real time Demand Side Management System enables rapid development of connectivity solutions for existing building climate control system to reduce and shift energy usage for any industry.

**Cannon Technologies, Inc. (ID #4)**  
**8301 Golden Valley Road**  
**Golden Valley, MN 55427-**  
(763) 595-7777

[www.cannontech.com](http://www.cannontech.com)

Charles Parsons (763) 253-5549 [cparsons@cannontech.com](mailto:cparsons@cannontech.com)

Cannon Technologies offers a complete portfolio of demand response technologies and applications, along with integrated solutions for AMR and distribution automation as part of our Yukon Advanced Energy Services Platform. DR technologies include intelligent load management receivers and thermostats using a variety of communication paths, and applications include on-site generation monitoring & dispatch, meter data collection, demand bidding and buy-back, automated notification, Web-based interactive display, meter data aggregation, critical peak pricing, TOU, virtual energy management, power quality and more.

**Cellnet**  
**30000 Mill Creek Avenue**  
**Suite 100**  
**Alpharetta GA 30022-**  
(678) 258-1500

[www.cellnet.com](http://www.cellnet.com)

Derek Booth (678) 258-1506 [derek.booth@cellnet.com](mailto:derek.booth@cellnet.com)

Cellnet is the leading provider of real-time automated meter reading (AMR) and automation solutions to the utility industry. Based in Atlanta, Georgia, Cellnet supplies gas, water, and electric utilities with highly reliable, field-proven products that enable them to communicate with residential and commercial and industrial (C&I) meters and ancillary devices, such as demand control and monitoring, using wireless and IP network communications. The Cellnet InfiNet system combines the fixed network AMR Technology with the wireless mesh technology to bring the most comprehensive offering-merging scalability, flexibility, and cost-effectiveness available in the market today. Cellnet is dedicated to combining its leading technology and vast industry experience to continue to provide the industry with the most reliable and proven AMR solutions available.

**Comverge, Inc. (ID #26)**  
**120 Eagle Rock Avenue, Suite 190**  
**East Hanover, NJ 07936-**  
(973) 884-5970

[www.comverge.com](http://www.comverge.com)

Dawn Peterson (973) 884-5970 [sales@comverge.com](mailto:sales@comverge.com)

Comverge, Inc. provides end-to-end energy intelligence solutions. Comverge's suite of solutions encompasses AMR, peak load control, and grid management products and services, including the company's unique and innovative Virtual Peaking Capacity (VPC) business model, which allows utilities to purchase peak capacity as if they were signing a supply-style agreement.

**ConsumerPowerline (ID #15)**  
**17 State Street, 19th Floor**  
**New York, NY 10004-**  
(212) 361-6300

[www.consumerpowerline.com](http://www.consumerpowerline.com)

Deborah Stern (212) 361-6300 [dstern@consumerpowerline.com](mailto:dstern@consumerpowerline.com)

Founded in 2000, ConsumerPowerline (CPLN) is a full service strategic energy asset management firm with a proven track record of generating electricity savings and energy market revenues for our clients. CPLN's basic offering is demand response management. We bring clients a means of financing improved energy management by first generating revenues through demand response - which requires no up-front investment from the client, no financial penalty risk, and a limited time commitment from management. CPLN is the largest demand response service provider in New York City, which is the most profitable DR market nationwide. The company also represents clients in the CA,

New England, PJM markets, and is actively tracking opportunities in all demand response markets nationwide on behalf of our clients. CPLN currently delivers nearly 100 MW of demand response capacity to the NYISO representing 340 MW of electric load in summer 2005; 68 million square feet of commercial, industrial and institutional property, 85,000 residential units, 285 buildings, leading property managers and owners across all sectors, e.g., Starwood Hotels, Forest City Ratner Companies, New York Presbyterian Hospital, and the country's largest commercial property manager - CB Richard Ellis.

**Elster Electricity (ID #21)**

**208 S. Rogers Lane**

**Raleigh, NC 27610-**

**(919) 250-5425**

[www.elsterelectricity.com](http://www.elsterelectricity.com)

Sharon Allan (919) 250-5425

[sharon.s.allan@us.elster.com](mailto:sharon.s.allan@us.elster.com)

Elster is a leading technology company that supplies AMI (automatic metering infrastructure) solutions to utilities around the world. Located in Raleigh, NC, Elster Electricity provides a broad range of electro-mechanical and "SMART" electronic meters for both North American ANSI and international IEC standards. In addition, Elster provides software systems and communication networks to facilitate business process usage of metering data. Elster's EnergyAxis Systems enables utilities or energy service providers the ability to remotely enable collection of metering data during critical peak pricing times as well as change what information is collected and how often.

**eMeter Corporation (ID #27)**

**1 Twin Dolphin Drive**

**Redwood City, CA 94065-**

**(650) 631-7230**

[www.emeter.com](http://www.emeter.com)

Chris King (650) 631-7230

[chris@emeter.com](mailto:chris@emeter.com)

eMeter provides software and services to support implementation of demand response and advanced metering programs, primarily by utilities. Our software manages meter data and supports the planning, marketing, operation, maintenance, and evaluation of demand response programs.

**E-mon/ MeterSmart**

**c/o Hunt Power East Coast**

**One Oxford Valley, Suite 418**

**Langhorne, PA 19047**

**(800) 334-3666 or (215) 752-0601**

[www.emon.com](http://www.emon.com) and [www.metersmart.com](http://www.metersmart.com)

E-Mon's comprehensive portfolio of sub-metering products tracks energy use in buildings, industrial plants, government facilities and campus environments. Sub-metering allows monitoring of the energy consumption by individual tenants or equipment, such as air conditioning units. It also can track energy use by production line or manufacturing process, and by department or major facility, such as an arena or



stadium. MeterSmart, a subsidiary of Hunt Power, L.P., through its operating division markets E-MON utility grade meters and sub-meters with Utility Data Resources, Inc. data collection, processing and web-enabled data applications.

**Case Studies/Marketing Materials**

[www.emon.com/html/articles.html](http://www.emon.com/html/articles.html)

**Energy Curtailment Specialists, Inc. (ID #25)**

**3735 Genesee Street**

**Buffalo, NY 14225-**

(877) 711-5453

[www.ecsny.com](http://www.ecsny.com)

Glen E. Smith

(877) 711-5453

[gesmith@ecsny.com](mailto:gesmith@ecsny.com)

Energy Curtailment Specialists, Inc. (ECS) has become one of the largest demand response providers in the country. Our primary concentration is in New York City and Long Island, though we have many larger manufacturing plants in Western New York (particularly Niagara Falls) also in our program. ECS does demand response exclusive to all other services. We currently have more than 1,000 MW of load, of which ~300 MW is curtailed during emergency events declared by the New York Independent System Operator (NYISO).

**Energy Spectrum (ID #31)**

**1114 Avenue J**

**Brooklyn, NY 11230-**

(718) 677-9077

[www.energyspec.com](http://www.energyspec.com)

David Ahrens

(718) 677-9077

[dahrens@energyspec.com](mailto:dahrens@energyspec.com)

Energy Spectrum is an energy management firm specialized in providing a range of energy services in the NY region. Our engineers, financial analysts and energy consultants team up with building operators and managers to optimize demand response. We are certified with the NYISO as an Responsible Interface Provider and a Curtailment Service Provider. Our services include: load management, facility monitoring, installation, government interaction, utility facilitation, economic analysis and energy optimization. Energy Spectrum works with clients to install the monitoring equipment necessary to participate in the NYISO program. Clients can receive 24/7 monitoring of their electric load, usage and profiles including options for real-time web-based data and graphics. Energy Spectrum has worked with its clients to curtail over 20MW of demand reduction in 2005.

**Enerwise Global Technologies, Inc.**

**511 Schoolhouse Road, Suite 200**

**Kennett Square, PA 19348**

800-307-3395 or (610) 444-1100

[www.enerwise.com](http://www.enerwise.com)

George Hunt

(610) 444-1100 x301

[george.hunt@enerwise.com](mailto:george.hunt@enerwise.com)

Enerwise provides enterprise energy management solutions (EEM) as a hosted software suite accessed via the Internet and purchased on a stand-alone basis or as part of a larger integration solution. Enerwise's enabling technology and solutions help customers to reduce energy costs, improve reliability, and improve efficiency. Enerwise supports its products with professional design, integration and analysis services to provide customers with a flexible one-stop solution for energy management. Solutions provided by Enerwise include:

- Demand Response Services
- Energy Consumption Analysis
- Energy Related Notification and Alarms
- Management of Peak Loads
- Tools to Manage Utility Contracts
- Validation of Utility Bills
- Allocation of Utility Costs
- Creation of Tenant Utility Billings
- Optimization, Oversight, and Control of Energy Assets
- Enterprise Performance Improvement Planning
- Electrical Distribution Engineering and Maintenance
- Metering Systems Integration Services
- Generation Asset Maintenance

**Case Studies/Marketing Materials –**

<http://www.enerwise.com/successoverview.php>

**Excel Energy Technologies, Ltd.**  
**8282 S. Memorial Drive, Suite 300**  
**Tulsa, OK 74133**  
(918) 585-5000  
[www.excel-energy.com](http://www.excel-energy.com)

Excel actively manages energy solutions for over 30 million square feet of property with hundreds of clients across the nation. Energy costs, energy use, comfort, HVAC equipment performance, and monitoring of over 20,000 devices are continually reviewed for action by our around the clock 24/7 support center.

Excel has invested approximately \$10 million in the development of patented technology ideally suited for energy management solutions in targeted commercial class buildings. The result is mass deployable energy management systems providing customers with compelling value and industry standard setting reliability.

Excel's fully automated systems can typically generate 10-30% annual energy savings in targeted commercial class buildings, and the real time control capabilities enable participation in curtailment/demand reduction programs without onsite actions by the building operations team.

**Case Studies/Marketing Materials –**

[http://www.excel-energy.com/case\\_study1.htm](http://www.excel-energy.com/case_study1.htm)

**GoodCents Solutions (ID #11)**  
**1899 Parker Court**

**Stone Mountain, GA 30087-**

(770) 982-4962

[www.goodcents.com](http://www.goodcents.com)

Roger Gray (770) 982-4962

[roger.gray@goodcents.com](mailto:roger.gray@goodcents.com)

GoodCents provides residential and small commercial demand response and energy efficiency programs to electric utilities across the U.S. GoodCents develops and manages utility-sponsored turnkey programs, from program design through long-term customer care, in which it installs direct load control, home automation, automated energy management, surge suppression, and other metering devices. In addition to equipment installation, GoodCents provides a full range of professional program services, including marketing, marketing services, pricing and rates, load research, information systems, and economic evaluation. Our staff has been directly involved with the installation and management of over 1 million direct load control devices.

**iES/Specified Air, Inc. (ID #3)**

**1390 Valley Road**

**Stirling, NJ 07980-**

(908) 903-9277

[www.iescorp.us](http://www.iescorp.us)

Brock Nigg (908) 903-9277

[bnigg@iescorp.us](mailto:bnigg@iescorp.us)

Electric Curtailment, Steam Curtailment, Gas and Water Curtailment services and products related to reducing electric, steam, gas/oil and water consumption. iES/Specified Air develops programs with facilities staff to upgrade to higher facility related equipment such as HVAC, chillers, VFDs, Pumps, Steam monitoring and measures the performance on our web-based platform (Axon Energy subsidiary). iES/Specified Air delivers permanent demand load reduction and curtailment upon demand programs for our customers. We are focused in the New York City Metropolitan market place.

**Case Studies/Marketing Materials –**

[www.iescorp.us](http://www.iescorp.us) and go to enerlogic link and attachment

**NES Energy, Inc. (ID #10)**

**2221-7 Fifth Avenue**

**Ronkonkoma, NY 11779-**

(631) 588-6698

[www.nesenergy.com](http://www.nesenergy.com)

Philip Bonsignore (631) 588-6698

[philipbonsignore@nesenergy.com](mailto:philipbonsignore@nesenergy.com)

NES Energy, Inc. is in the business of design, development and implementation of energy conservation projects. Between our associates and staff we have experience in the Lighting, Controls, Electrical, Manufacturing and Finance Industries. NES brings to the industry a wellspring of expertise, with the ability to offer a "Turnkey" source for energy conservation projects (including financing the project). NES has the ability to design and manufacture unique products that can solve difficult problems. NES' proposals are the result of a field engineering survey of the premises, and the use of various products and technologies. All of our recommendations are specifically designed to provide a pleasant

and comfortable environment for the occupants of the building, while simultaneously significantly reducing operating and maintenance expenses.

**Case Studies/Marketing Materials –**

[www.nesenergy.com](http://www.nesenergy.com)

**Nexus Energy Software (ID #18)**

**16 Laurel Avenue, Suite 100**

**Wellesley, MA 02481-**

**(781) 694-3300**

[www.nexusenergy.com](http://www.nexusenergy.com)

Richard Huntley (781) 694-3308

[rhuntley@nexusenergy.com](mailto:rhuntley@nexusenergy.com)

Nexus Energy Software provides the utility industry with Interval Meter Data Management and Analytics, including the ENERGYprism Interactive Web Bill and Meter Analysis system, which helps customers respond to Time-Based Pricing. With Nexus' Web, call center, and mail-based products, 50 utilities now educate and support customers with actionable bill analysis including benchmarks and personalized bill reducing strategies. For utilities with AMI, ENERGYprism amplifies the effectiveness of time-based rates. Industry research indicates that, by adding web-based bill analysis support to a critical peak rate program: 1) substantial impacts occur and can be measured with hard statistical accuracy; 2) customer interest levels are high; and 3) Bill Analysis produces substantial savings by reducing bill inquiries, while raising customer satisfaction.

**Case Studies/Marketing Materials –**

[www.energy.ca.gov/demandresponse/documents/group3\\_final\\_reports/](http://www.energy.ca.gov/demandresponse/documents/group3_final_reports/) or

[www.nexusenergy.com](http://www.nexusenergy.com) or attached

**Optimal Technologies (USA), Inc. (ID #22)**

**283 East H Street**

**P.O. Box 639**

**Benicia, CA 94510-**

**(707) 557-1788**

[www.otii.com](http://www.otii.com)

Lynette McInnes (707) 557-1788

[lynettem@otii.com](mailto:lynettem@otii.com)

Optimal Technologies provides the "SUREFAST" Energy Management and Demand Response system consisting of "no new wires" communications, hardware, software, and Web services. SUREFAST provides an Advanced Metering, Infrastructure (AMI) platform that allows remote, real-time, customer-authorized, device- room-, building-, and system-level monitoring, automation, control, metering, and submetering. SUREFAST allows energy providers the ability to immediately maximize the potential of energy reduction via DR programs while maintaining an engaged customer base through multiple customer benefits and empowerment -- for long term DR program benefits and sustainability. By utilizing existing demand-side resources more intelligently through SUREFAST, on-peak supply-side risk can be significantly mitigated: SUREFAST's intelligent energy management and building automation system has the "smarts" to allow

the demand-side to reduce price and delivery risks when supply-side delivery risks are high.

**RETX Energy Services (ID #37)**

**230 Scientific Drive, Suite 150**

**Norcross, GA 30092-**

(770) 390-8500

[www.retx.com](http://www.retx.com)

Phil Davis, SVP

(770) 972-0611

[pdavis@retx.com](mailto:pdavis@retx.com)

RETX provides professional development, consultation, IT services and support software and systems that allow organizations to design, build, implement, and manage a wide variety of demand side program resources in widely varied environments. The signature product, ePath®, supports demand response programs by offering notifications, response monitoring, aggregation and analysis of responding and non responding DR resources, meter data management and health monitoring, financial settlement, and more.

Professional services include rate design, market survey and potential calculations, DR potential studies and valuation, RFP generation and response analysis, physical site surveys and technical analysis, distributed generation siting, provisioning, installation, and management, Clean Energy resources, market promotion, advertising, call center support, billing, remittance processing, settlement and more. RETX also provides specific expertise on certain types of clean energy initiatives.

**Case Studies/Marketing Materials –**

attachment and [www.retx.com](http://www.retx.com) ; [www.demandresponseresources.com](http://www.demandresponseresources.com) ; [www.alliedutility.com](http://www.alliedutility.com) ; and [www.alliedenergyservices.com](http://www.alliedenergyservices.com)

**Select Energy New York, Inc. (ID #14)**

**507 Plum Street**

**Syracuse, NY 13204-**

(888) 758-6888

[www.selectenergy.com](http://www.selectenergy.com)

Annette Durnack

(315) 460-3361

[durnaam@selectenergy.com](mailto:durnaam@selectenergy.com)

Select participates in all NYISO demand response programs - SCR, EDRP, DADRP

**Siemens Building Technologies, Inc. (ID #13)**

**85 Northpointe Parkway, Suite 8**

**Amherst, NY 14228-**

(716) 568-0983

[www.sbt.siemens.com](http://www.sbt.siemens.com)

Bert Spaeth

(716) 568-0983

[bert.spaeth@siemens.com](mailto:bert.spaeth@siemens.com)

Siemens Building Technologies offers a complete range of products and services including Building Automation, HVAC Controls, Open Systems, Security, Fire Alarm & Life Safety, Systems Integration, Mechanical Systems Service, Performance Contracting, Facility Management Services, Critical Environments, Utility Cost Management, Energy Services & Solutions, and Indoor Air Quality Solutions.

**Case Studies/Marketing Materials –**

[www.sbt.siemens.com/bau/solutions](http://www.sbt.siemens.com/bau/solutions)

**SmartSynch**  
**P.O. Box 12250**  
**Jackson, MS 39236**

(601) 362-1780

<http://www.smartsynch.com>

SmartSynch provides the connectivity needed to thrive in the ever-changing energy market. Utilizing its robust software architecture, SmartMeters and advanced communication network, SmartSynch delivers a smart metering solution that empowers you and your customer with valuable data. In a world where customer satisfaction and profitability are critical to the success of your company, SmartSynch offers you the smart way to harness the power of information.

**Case Studies/Marketing Materials –**

[http://www.smartsynch.com/PDF/casestudy\\_FPL.pdf](http://www.smartsynch.com/PDF/casestudy_FPL.pdf)

[http://www.smartsynch.com/PDF/casestudy\\_PEPCO.pdf](http://www.smartsynch.com/PDF/casestudy_PEPCO.pdf)

**Telemetric**  
**9941 West Emerald Street**  
**Boise, ID 83704**

(208) 658-1292

[www.telemetric.net](http://www.telemetric.net)

Telemetric is a leader in wireless communication and information solutions for the utility industry. Our solutions help customers make the most of their electric distribution assets – enhancing system reliability and reducing costs – by delivering secure, reliable communications over the existing cellular infrastructure. A suite of communications hardware, network services, and software allow Telemetric to deliver end-to-end communication solutions tailored to the customer's needs.

**Case Studies/Marketing Materials –**

[www.telemetric.net/info/techinfo\\_cs.htm](http://www.telemetric.net/info/techinfo_cs.htm)

**UCS, Inc. (ID #33)**  
**8 Woodland Drive**  
**Oak Ridge, NJ 07438-**

(973) 697-6007

John Flood (973) 697-6007

[ucs\\_2@msn.com](mailto:ucs_2@msn.com)

UCS Is an energy-consulting firm that provides a variety of energy related services to primarily large commercial customers. We specialize in the area of automated energy control and are currently involved in two separate efforts relating to fleet control of window unit air conditioners and also with respect to automated control through the use of unique software designed to work in concert with a building management system. In addition, we work with a number of large commercial customers in assisting them in their energy purchase decision-making process for both gas and electric. We are also involved in the installation of several distributed generation efforts.

#### **IV. ADDITIONAL DEMAND RESPONSE TECHNOLOGY FIRMS**

**APOGEE Interactive, Inc.**

2100 East Exchange Place, Suite 100

Tucker, Georgia 30084

[www.apogee.net](http://www.apogee.net)

**Brayden Automation Corp.**

1807 East Mulberry

Fort Collins, CO 80524

[www.brayden.com](http://www.brayden.com)

**Connected Energy Corp.**

Four Commercial St.

Rochester, NY 14614

[www.connectedenergy.com](http://www.connectedenergy.com)

**Conservation Resource Solutions**

[www.crsolutions.us](http://www.crsolutions.us)

**Distribution Control Systems, Inc.**

945 Hornet Drive

Hazelwood, MO 63042

[www.twacs.com](http://www.twacs.com)

**Enflex Corp.**

1040 Whipple St. #225

Prescott, AZ 86305

[www.enflex.net](http://www.enflex.net)

**FMC Technologies, Inc.**

24 Westech Drive

Tyngsboro, Ma 01879

[www.fmc-technologies.com](http://www.fmc-technologies.com)

**Infotility**

7136 Petursdale Ct

Boulder, CO 80301

[www.infotility.com](http://www.infotility.com)

**Intech 21**

50 Glen St.

Glen Cove, NY 11542

[www.intech21.com](http://www.intech21.com)

**Itron**

2818 N. Sullivan Road

Spokane, WA 99216

[www.itron.com](http://www.itron.com)

**Landis+Gyr Inc.**

2800 Duncan Road  
Lafayette, Ind. 47904-5012  
[www.landisgyr.com](http://www.landisgyr.com)

**Lightstat**

22 W West Hill Road  
Barkhamsted, CT 06063  
[www.lightstat.com](http://www.lightstat.com)

**Mach Energy**

1801 N. California Blvd. Suite 103  
Walnut Creek, CA 94596  
[www.machenergy.com](http://www.machenergy.com)

**Power Measurement**

2195 Keating Cross Rd.  
Saanichton, BC Canada V8M 2A5  
[www.pwrn.com](http://www.pwrn.com)

**Powerweb Technologies**

415 East Baltimore Pike  
Media, PA 19065  
[www.2powerweb.com](http://www.2powerweb.com)

**Residential Control Systems Inc.**

11460 Sunrise Gold Circle Suite A  
Rancho Cordova, CA 95742  
[www.resconsys.com](http://www.resconsys.com)

**Square D (Eaton)**

c/o Schneider Electric  
Palatine, IL  
[www.squared.com](http://www.squared.com)

**Silver Spring Networks**

2755 Campus Drive  
Suite 205  
San Mateo, CA 94403  
[www.silverspringnetworks.com](http://www.silverspringnetworks.com)

**Solidyne**

4215 Kirchoff Road  
Rolling Meadows, IL 60008  
[www.solidyne.com](http://www.solidyne.com)

**StatSignal**

2859 Paces Ferry Road, Suite 700  
Atlanta, GA 30339



[www.statsignal.com](http://www.statsignal.com)

**Tantalus Systems Corp.**

2410 Flints Pond Circle

Apex, NC 27523

[www.tantalus.com](http://www.tantalus.com)

**Trilliant Networks**

[www.trilliantnetworks.com](http://www.trilliantnetworks.com)

**USCL Corporation**

2737 Eastern Avenue

Sacramento, California

[www.usclcorp.com](http://www.usclcorp.com)

**WebGen Systems, Inc.**

41 William Linskey Way

Cambridge, MA 02142

[www.webgensystems.com](http://www.webgensystems.com)