



Leverage Smart Grid Technology into Tangible Results

About Powerit Solutions

The Company

- Manufacturer of Intelligent Energy Management Systems
- Company HQ in Seattle, WA with offices in TX and CA; Mfg in US & Sweden
- European HQ in Malmo, Sweden with offices in Stockholm
- Installations in US, Mexico, Canada, Europe & New Zealand
- Technology introduced in the US in 2002

“Smart Grid Systems for controlling facility power usage and allowing users to manage costs without negatively impacting operations. “

Recognized Innovation Leader

The Company

- Top Private 100 Cleantech Companies In The World by Guardian and the Cleantech Group
- Recognized by Lawrence Berkeley Labs for Auto DR innovation
- Deloitte's Fast 50 for WA and Fast 100 for US
- Frost & Sullivan DR Innovation Award
- Recognized leader in Intelligent Industrial Energy Management



Powerit was recognized as one of the fastest growing technology companies in Washington State and in the US

Powerit was sponsored for this award by world-recognized Lawrence Berkeley Labs

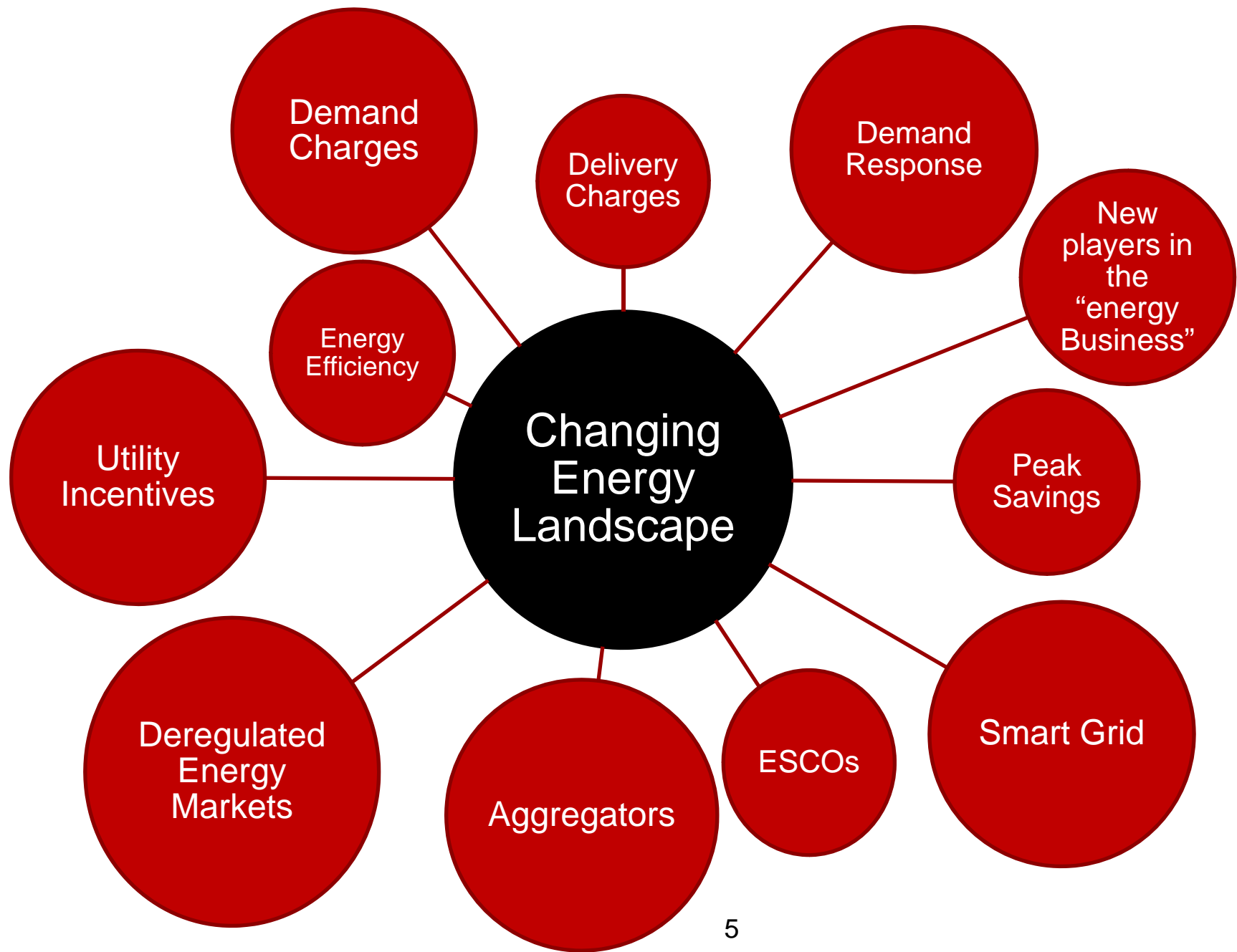
“By 2030, world energy consumption will increase by as much as 50% from 2000 levels.”

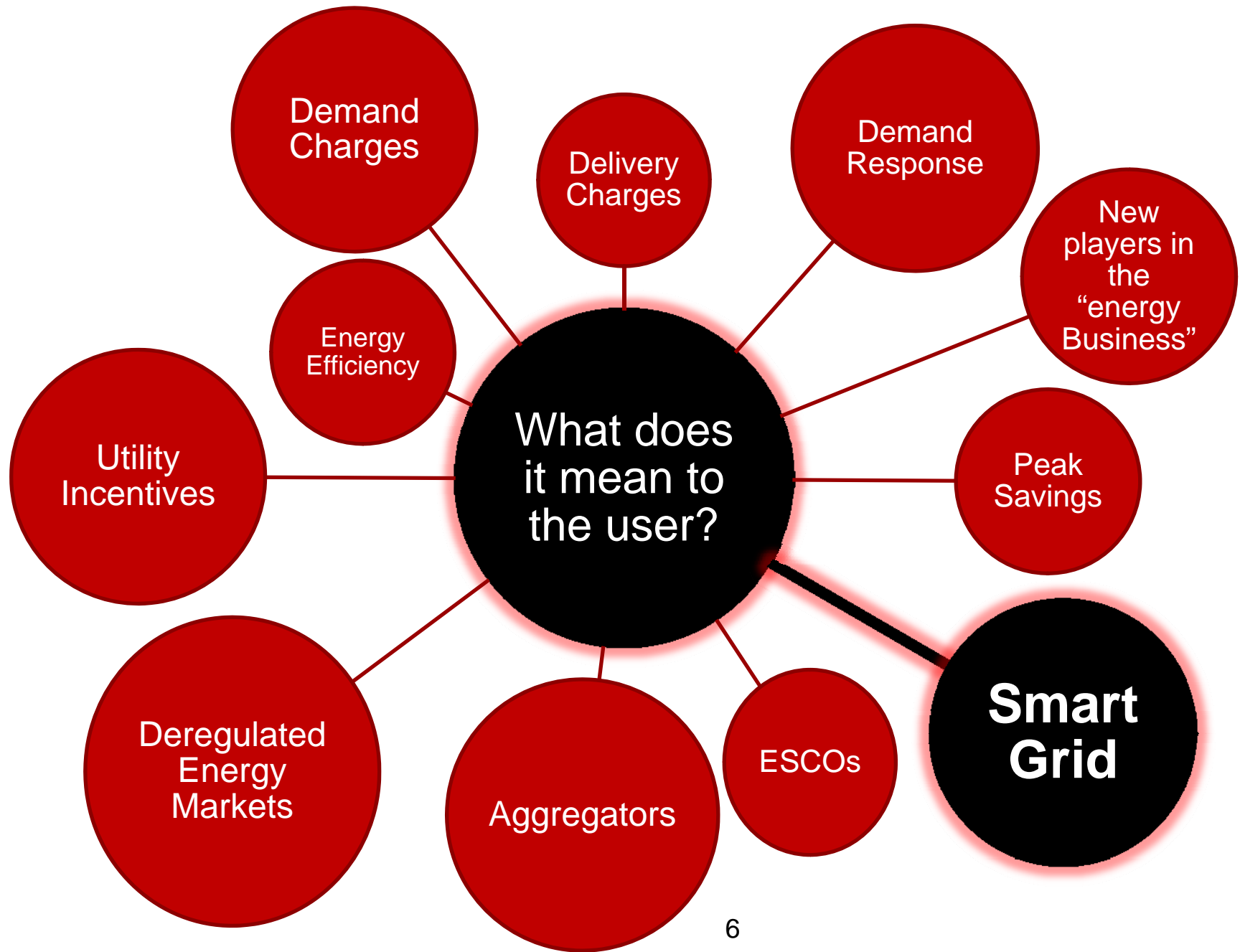
Sandra Shumaker, “Facing Hard Truths about Energy”

“We expect the cost of fuel and power Rates are uncertain, to increase in 2010”
least, to say the
NRG Energy

least, Pennsylvania electric customers in PPL territory are facing rate hikes of up to 36% starting January 1, 2010...”

December 21, 2009 – saveonenergy.com





Making Smart Grid Benefits Personal

Save Money

- Reduce electricity spend
- Get more work from money spent on energy

Earn Money

- Take advantage of lucrative programs & rates
- Latch on to established incentives

Manage Risk

- Control usage of major cost item
- Knowledge is power
- Ability to respond to changes

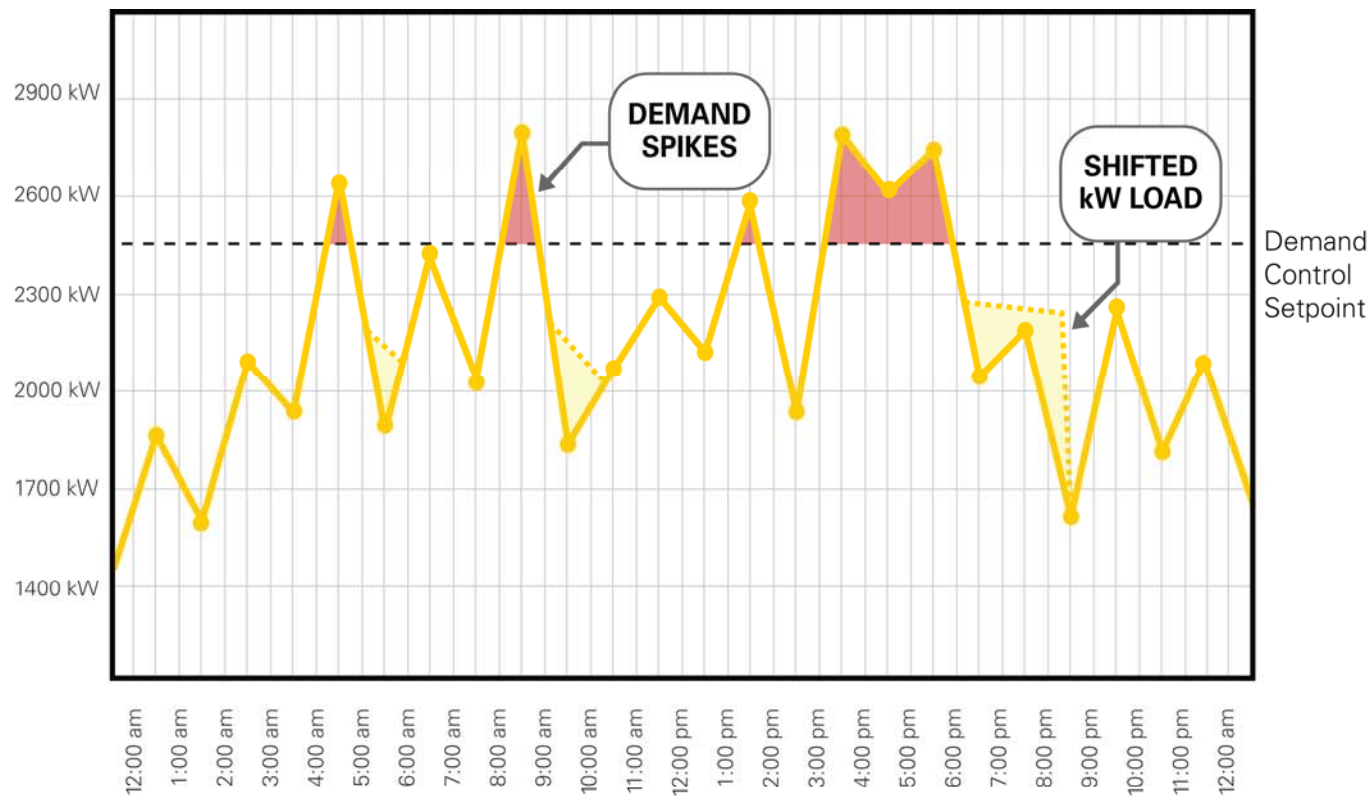
Leverage Technology & Programs

Utilize Proven Techniques & Tools for Improving Your Position



Manage Peak kW Load

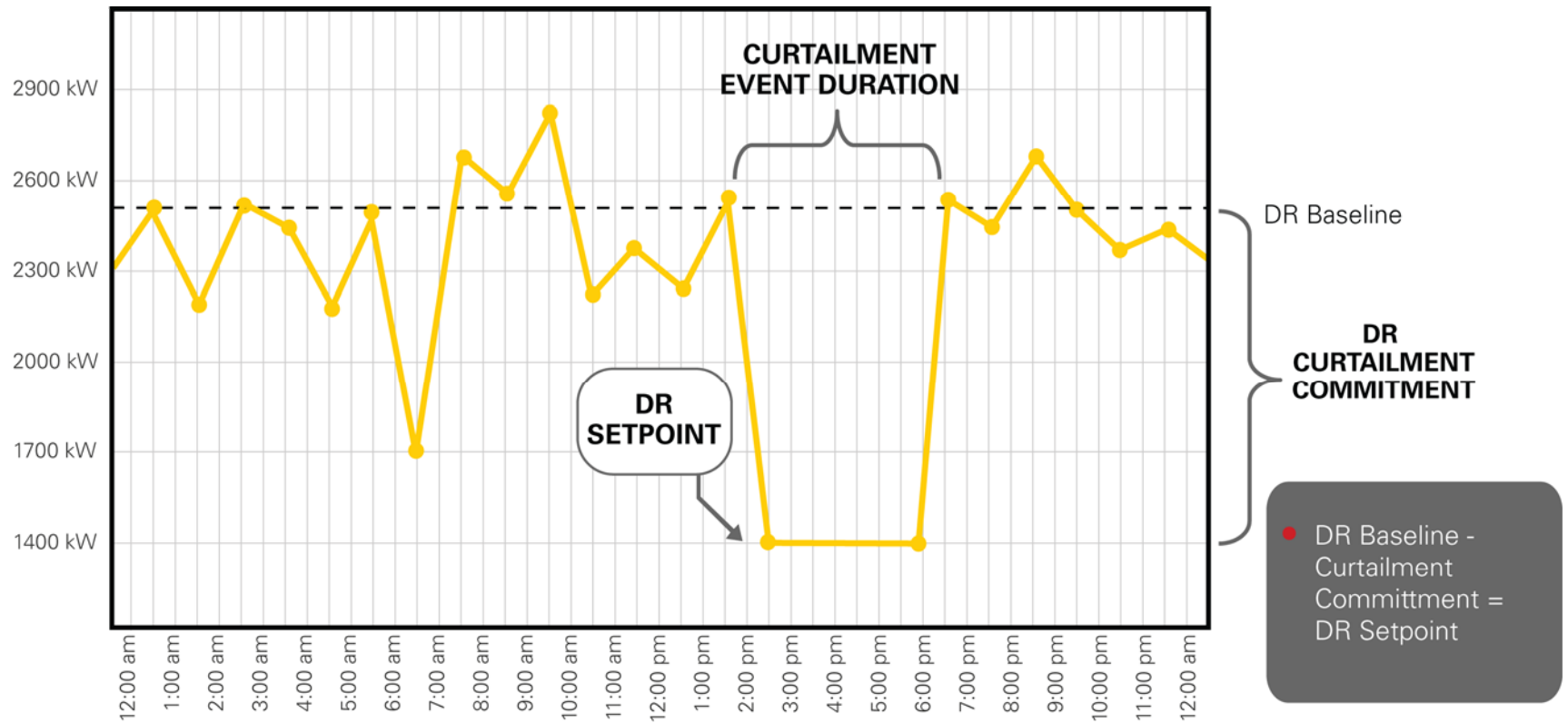
Automated Action Controls Monthly Peaks



- Random coincidental spikes in kW result in high peak-demand based charges from utility
- Many times the kW use is simply shifted or slightly delayed, lowering peak kW while not affecting site productivity based on total kWh

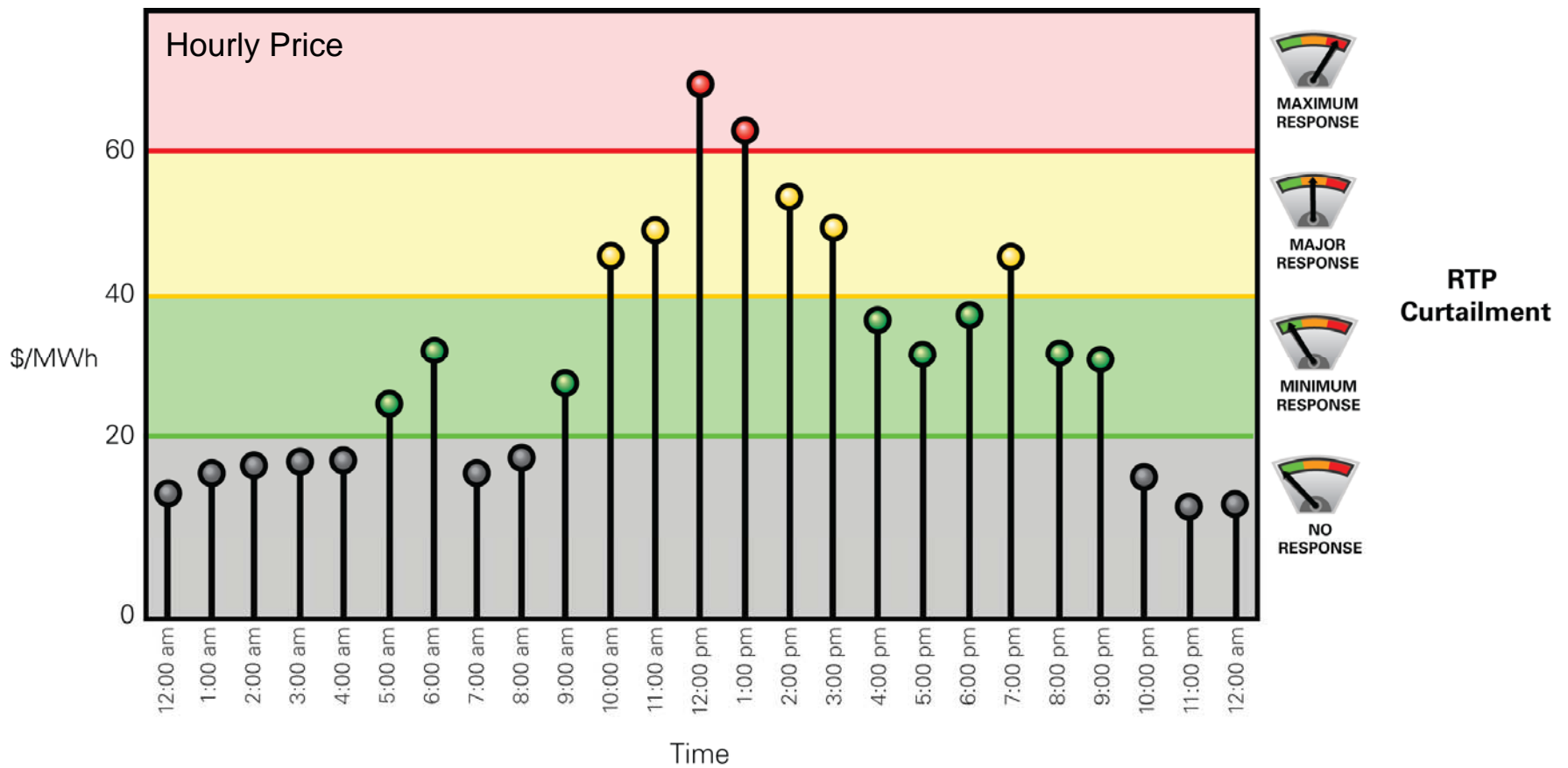
Savings via Demand Response

Accurate & Reliable Demand Response



Savings via Real-time Price Response

Automated Response to Active Price Changes



Embrace Today's Automation

- At one time, automated controls were viewed as risky and a “nice to have”.
- We now know how important automation & data is to productivity, quality, building comfort and risk management.
- **Why should automation of energy management be any different?**
- Smart Grid benefits can be realized today, with today's technology.



Smart Grid Project Best Practices

- ✓ Solution partners knowledgeable in both utility/energy issues as well as specific site applications/processes
- ✓ Latest technology to reduce system integration and implementation costs as well as increase performance
- ✓ Strong, committed investment by plant personnel to consider all options for savings (DC, DR, RTP, EE)
- ✓ Project plans & designs that place priority on productivity, quality and safety
- ✓ Solutions that address ongoing savings; post-project resources for managing change in environment

It All Boils Down to ROI

Anchor Warehouse

- 35% Decrease in Peak Demand
- 17% Savings on Energy Bill
- 13% Reduction in daily kWh usage, while production increased 15%
- ROI Immediately upon installation



Amy's Kitchen

- 150kW average billed kW reduction (approx 10%)
- 580kW available for auto demand response reduction (approx 44%)
- ROI: 6 months

Mission Produce

- 279kW average billed kW reduction
- 500kW available for DR
- 141,112kWh first year savings
- ROI: 20 months
- Significant operational improvement

Some of Our Clients

E.&J. Gallo

4 sites



4 sites



2 sites



2 sites



8 sites



2 sites



Thank You



Industrial & Commercial Energy Management Systems



www.poweritsolutions.com