CAMBERLINE
TECHNOLOGIES, INC.
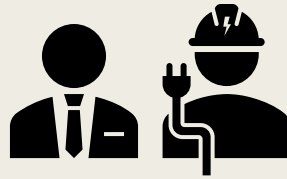
SMART METERING AS A SERVICE

NECPUC Shark Tank

June 4, 2019

Smart Metering Today
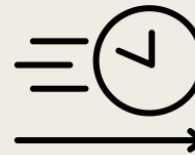
PRICY

EXPENSIVE LABOR

YEARS

LOCKED-IN

Our Solution

PAY AS YOU GO

PLUG & PLAY

FAST

RAMP UP OR RAMP DOWN

Problem

REGULATORY MECHANISM	STATUS QUO	OUR SOLUTION
COST RECOVERY	AVOID STRANDED COSTS	AVOID STRANDED COSTS

Problem
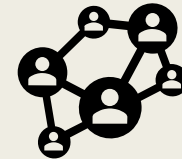
REGULATORY MECHANISM	STATUS QUO	OUR SOLUTION
COST RECOVERY	AVOID STRANDED COSTS	AVOID STRANDED COSTS
BENEFIT STREAM	CROSS-CUT	CROSS-CUT

Problem

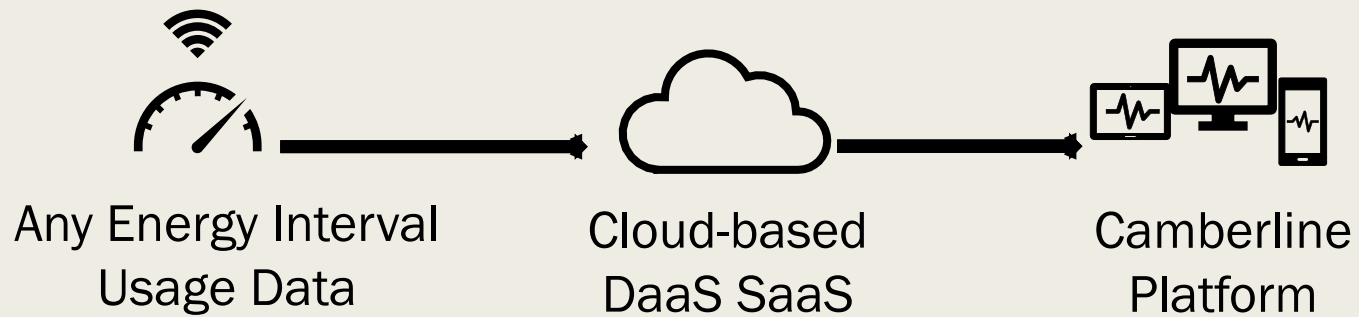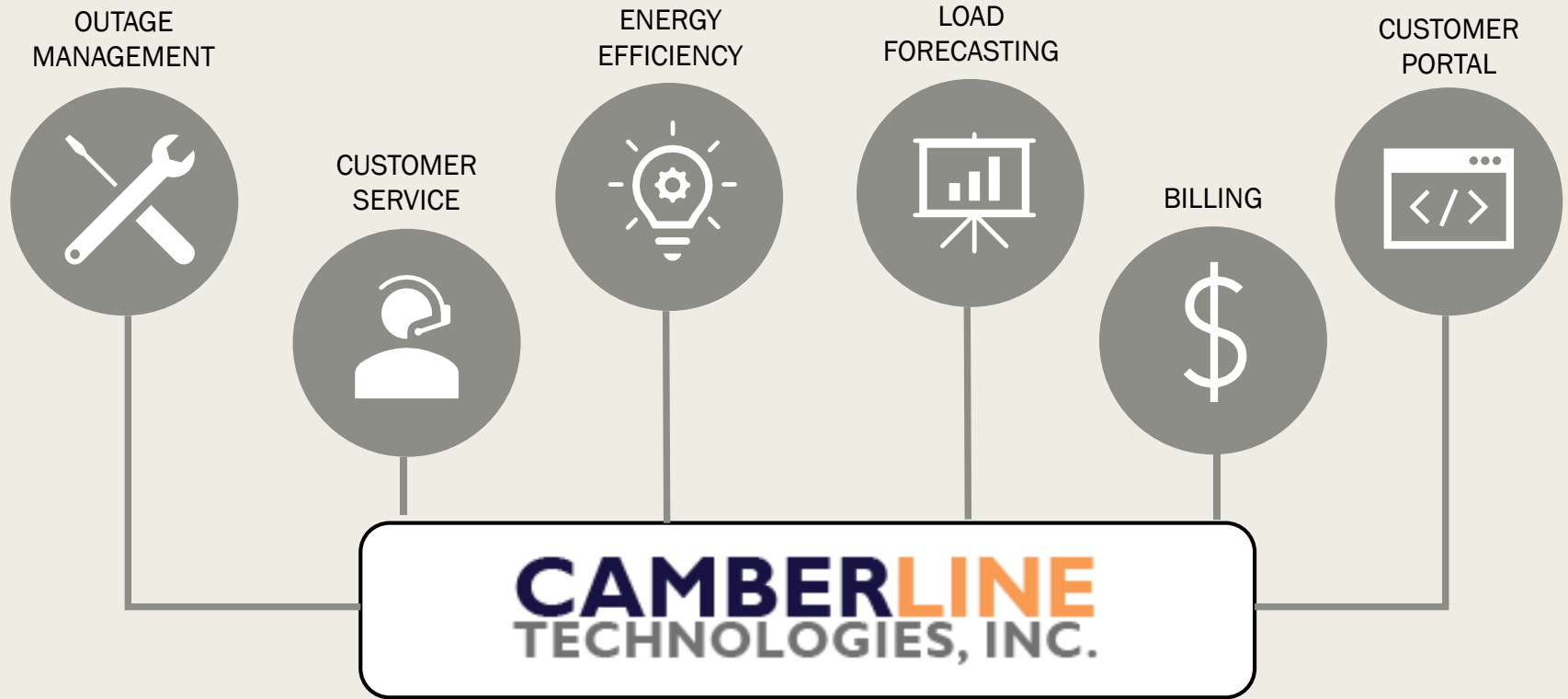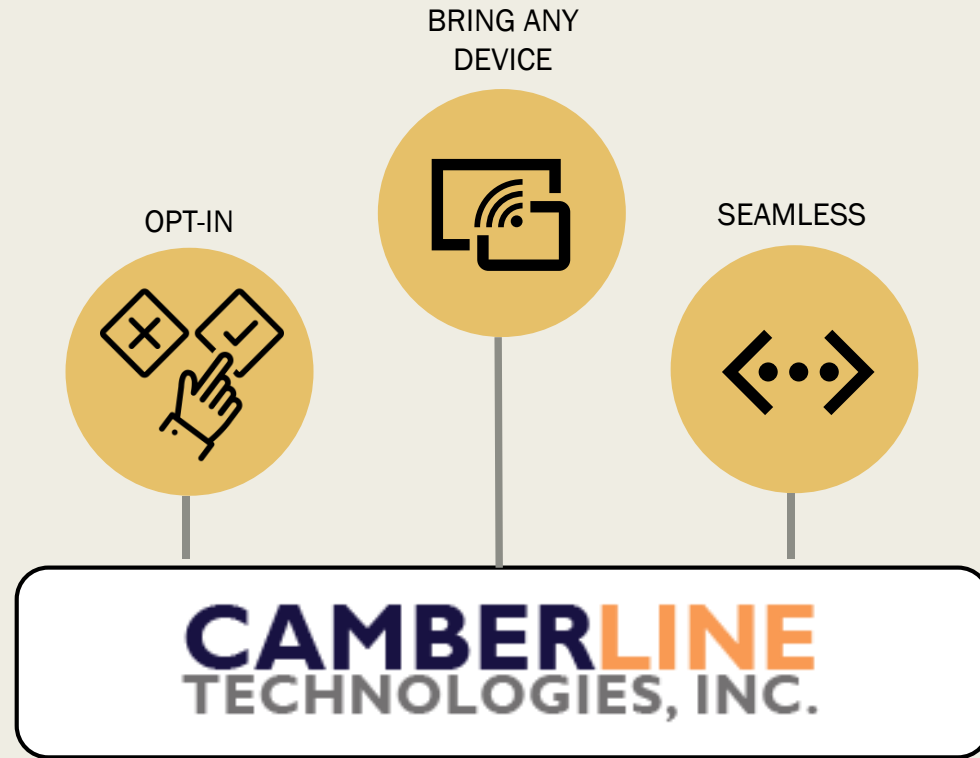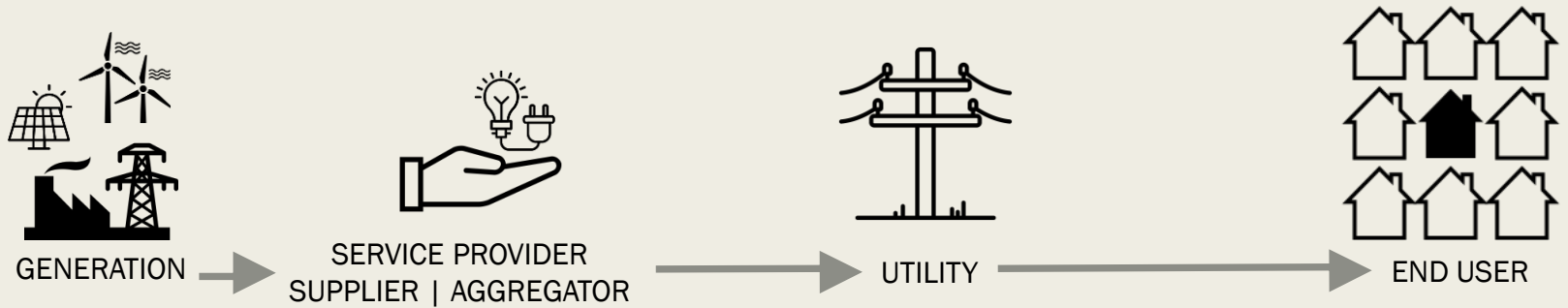| REGULATORY MECHANISM	STATUS QUO	OUR SOLUTION
COST RECOVERY	AVOID STRANDED COSTS	AVOID STRANDED COSTS
BENEFIT STREAM	CROSS-CUT	CROSS-CUT
MARKET DESIGN	CAPITALIZE ON INTERNET OF THINGS	CAPITALIZE ON INTERNET OF THINGS

Solution

Any Energy Interval
Usage Data

Cloud-based
DaaS SaaS

Camberline
Platform

Solution

OUTAGE MANAGEMENT

CUSTOMER SERVICE

ENERGY EFFICIENCY

LOAD FORECASTING

BILLING

CUSTOMER PORTAL

CAMBERLINE TECHNOLOGIES, INC.

Solution

OPT-IN

BRING ANY DEVICE

SEAMLESS

CAMBERLINE TECHNOLOGIES, INC.

Value Chain

GENERATION → SERVICE PROVIDER SUPPLIER | AGGREGATOR → UTILITY → END USER

Business Model

Site
(Building Manager)

- 1 User account
- Monthly summary report per Unit
- Data download
- Optional premium services, add-on User accounts
- Support

Smart
(Facilities)

- 5-10 User accounts
- 1 Manager account
- Customizable summary reports
- Real-time data
- API data feed to on-line modeling tools
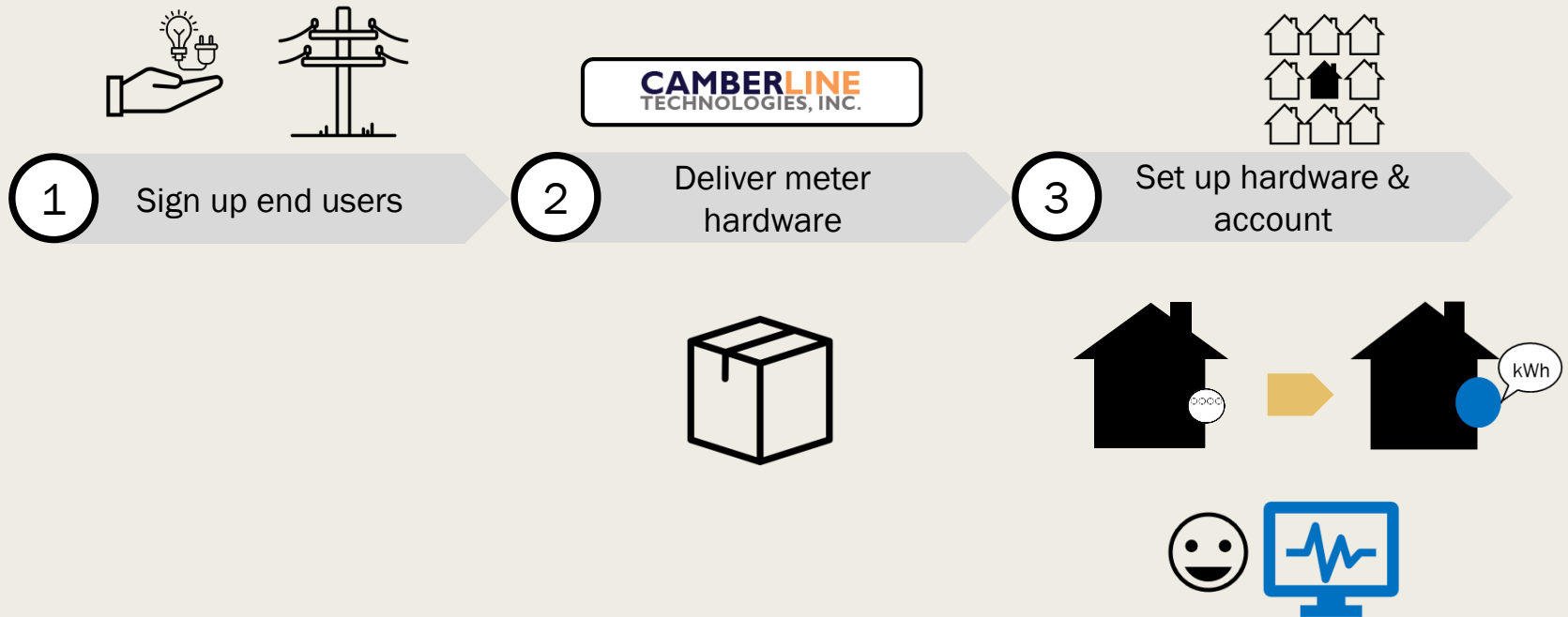- Support
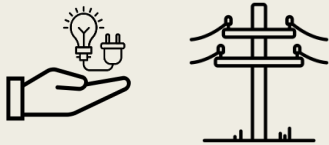- Customer success manager

Smart+
(Enterprise)

- Unlimited User accounts
- 5 Manager accounts
- All **Smart** features plus:
  - 24/7 Priority support
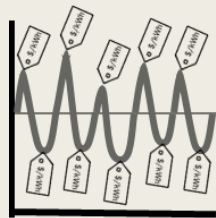 - Optional Marketing support
  - Optional Load planning support

Hardware + Monthly Fee

Annual Fee

Annual Fee

Smart metering as a service

1 Sign up end users

2 Deliver meter hardware

3 Set up hardware & account

Billing as a service

Time-based pricing
($/kWh)

Time-based pricing   Interval data
($/kWh)   (kWh)

1 Send pricing

2 Calculate end user electricity cost
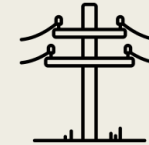
3 Insert electricity cost to end user bill
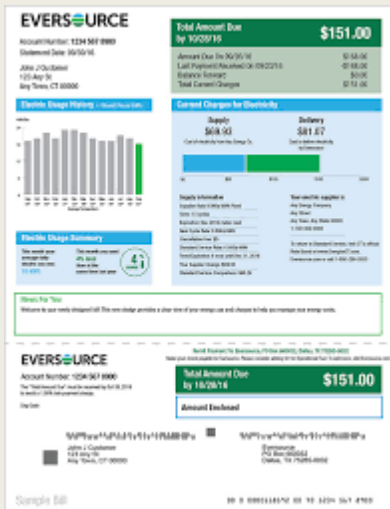
Portal as a service

1 Receive bill

2 Log into portal

3 Understand bill & data

Bill savings

Choice and transparency
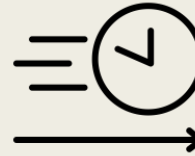
Comparison metrics

$

VALUE

- Right-sized solution
- Sustain legacy systems
- Market-driven solution

Comparison metrics

VALUE

- Right-sized solution
- Sustain legacy systems
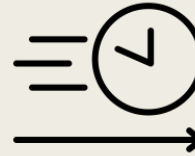- Market-driven solution

SPEED

- DIY installation
- Seamless bill ready data delivery
- Accelerated technology demand

Comparison metrics

VALUE
- Right-sized solution
- Sustain legacy systems
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SPEED
- DIY installation
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FLEXIBILITY
- Ad hoc, any meter
- Scalable per end user demand
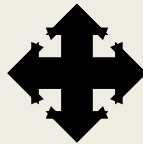- New ways to afford technology

Comparison metrics

$

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SPEED

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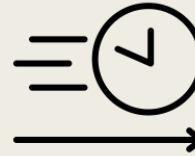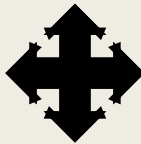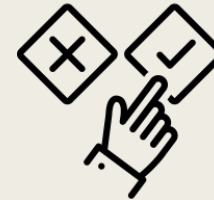- Accelerated technology demand

FLEXIBILITY

- Ad hoc, any meter
- Scalable per end user demand
- New ways to afford technology

CHOICE

- On demand for end user
- End user choice and data access

Team

Melissa Chan
Co-founder and CEO

- 18 years energy industry experience
- Former smart grid consultant, Navigant
- Expertise: smart grid business case, integration, and program evaluation
- Ph.D., Carnegie Mellon

Adam Studdard
Co-founder and COO

- 10 years energy industry experience
- Former Sr. software manager, CLEAResult
- Past projects: Energy Trust of Oregon, Mass Saves, NYSERDA
- B.S., University of Oregon