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

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Solution

Any Energy Interval Usage Data → Cloud-based DaaS SaaS → Camberline Platform
Solution

OUTAGE MANAGEMENT

ENERGY EFFICIENCY

LOAD FORECASTING

BILLING

CUSTOMER PORTAL
Solution

BRING ANY DEVICE

OPT-IN

SEAMLESS
Value Chain
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

1. Send pricing
2. Calculate end user electricity cost
3. Insert electricity cost to end user bill

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

Sample Bill: $151.00
Portal as a service

1. Receive bill
2. Log into portal
3. Understand bill & data

Bill savings
Choice and transparency
Comparison metrics

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

**VALUE**
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- Sustain legacy systems
- Market-driven solution

**SPEED**
- DIY installation
- Seamless bill ready data delivery
- Accelerated technology demand
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- Scalable per end user demand
- New ways to afford technology
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**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