

SentinelWorks Presentation MA DPU Electric Grid Modernization Working Group

Customer-Facing Subcommittee Meeting
January 9, 2013



SentinelWorks

What we do

- * Provider of **cutting edge** water, gas and electric software platform **solutions** for utilities and their customers (commercial/industrial & residential).
- * Helping utilities **improve** operational efficiency, **manage** consumption, **save money** and build a more sustainable future.
- * Located in Charleston, SC “Silicon Harbor”.

The SentinelWorks Team

Who we are

- * **Formed in 2009** to research, design and develop energy management software solutions – which would easily integrate with hardware from the leading manufacturers.
- * **145 years** of combined management experience (**Fortune 100** companies and **Capitol Hill**).
- * **Successful start-up background** in healthcare and building trade industries.

The SentinelWorks Team

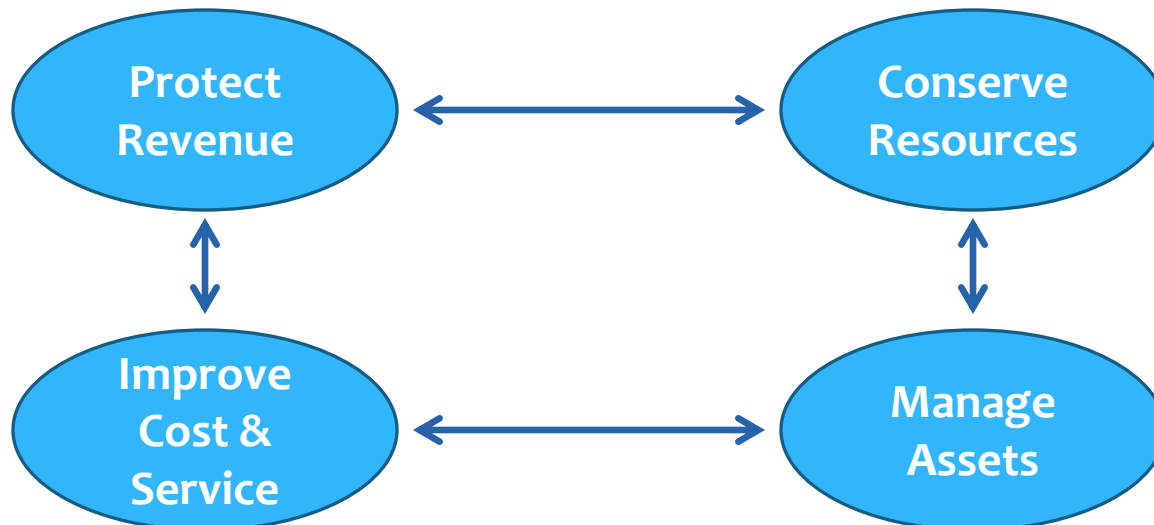
What we have done

- * SentinelWorks team **key accomplishments** in systems management:
 - * Artificial Heart Functionality
 - * Retinal Scanning Security Systems
 - * Secure Credit Card Processing
 - * Healthcare Information Systems
 - * Pharmacy Management Software & Dispensing Systems
 - * Commercial and Residential Building Development Companies
 - * Department of Defense Supply Chain Management Systems

SentinelWorks Solutions

AMR & AMI

- * **MISSION:** Provide critical information to help utilities (**REGARDLESS** of their current system) **improve** operational **efficiency**, manage consumption, **save money** and build a more sustainable **future**.



SentinelWorks Solutions

AMR & AMI

- * Automatic meter reading (AMR) & Advanced metering infrastructure (AMI)
 - * Energy management software provides utilities and their customers with **dynamic** and near real-time **information** to **monitor** and control their water, gas and electricity **consumption** across their entire service area.
 - * Designed from the ground up to be a total **meter-to-screen** solution, including:
 - * Metering and **data management**
 - * Consumer engagement
 - * Historic data repository
 - * **Integration** with existing legacy systems
 - * Application of **Time Based Rate Programs**

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At-A-Glance

Utilize



Custom systems integration with billing, MDM, etc.



Store & Analyze



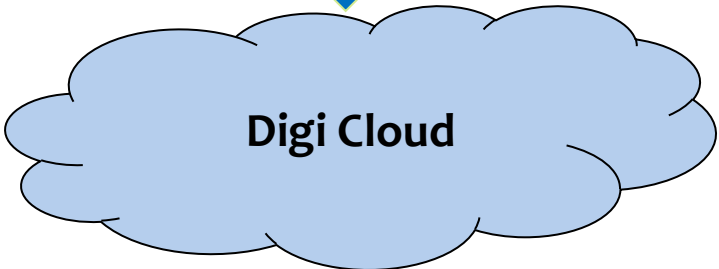
SentinelWorks BrightStar Solution

- Long Term Storage
- Advanced Analysis
- Data Collection
- Network Management
- Access Current Data
- Application of Time Based Rates

Collect & Manage



Collection



Digi hardware communicates with the meters / ERT & transmits the data

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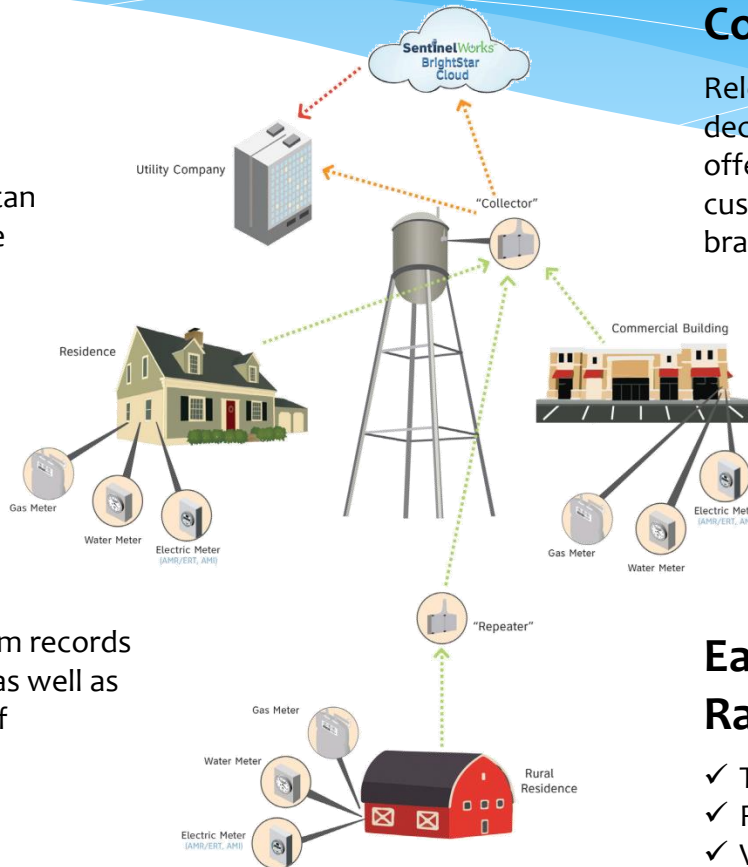
At-A-Glance

Data Management:

The SentinelWorks BrightStar Software Data Management Energy Performance System can rapidly process and aggregate large volumes of granular interval meter data efficiently and expeditiously.

Historical Data Repository:

The BrightStar software system records and tracks historical changes as well as provides the power analysis of changes, trends and patterns.



Consumer Engagement:

Relevant, timely information will empower decisions about energy consumption and offer value-added benefits to increase customer satisfaction and positive utility branding.

Legacy System Integration:

SentinelWorks leverages your existing AMR investment by working hand-in-hand with and supporting data from existing legacy infrastructure.

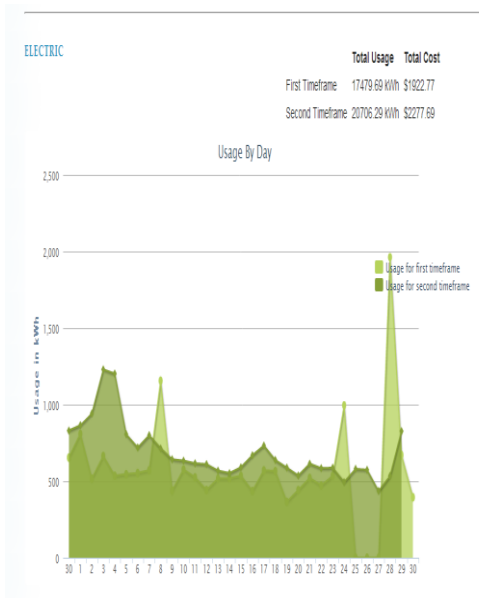
Easily Implement Time Based Rate Programs:

- ✓ Time-of-Use Pricing (TOU)
- ✓ Real-Time Pricing (RTP)
- ✓ Variable Peak Pricing (VPP)
- ✓ Critical Peak Pricing (CPP)

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Software Solutions for Utility

Utility Energy Management Solutions View



DASHBOARD LOCATIONS TRENDS REPORTS MESSAGES

ALL UTILITIES ELECTRIC WATER GAS

NETWORK COST SNAPSHOT

NETWORK STATISTICS	COST TODAY	COST MONTH TO DATE	COST YEAR TO DATE
DEVICES: 102	\$17.60	\$100.85	\$100.85
NETWORK COMMUNICATIONS: 1462700	YESTERDAY: \$17.05	LAST MONTH: \$583.44	LAST YEAR: \$10.12
LOCATIONS: 43	(\$0.55)	\$414.59	(\$158.73)

HIGH COST LOCATIONS

- Joel Christy
- Seacoast Dream Center
- David Mayne
- Bill Bartocchini
- Liz Bulwinkle

LOW COST LOCATIONS

- Mark Slaughter
- Nick Symonak
- Liz Bulwinkle
- Bill Bartocchini
- David Mayne

NETWORK COST GRAPH

Start Date / Time: 1/6/2013 10:56:39 PM | End Date / Time: 1/7/2013 10:56:40 AM | Apply

Last Reading: 01/07/2013 10:55 AM | More Charts >

User Defined Cost Chart

Anchorage Schools

MAP SNAPSHOT DEVICES

SITES GROUPS SEARCHES

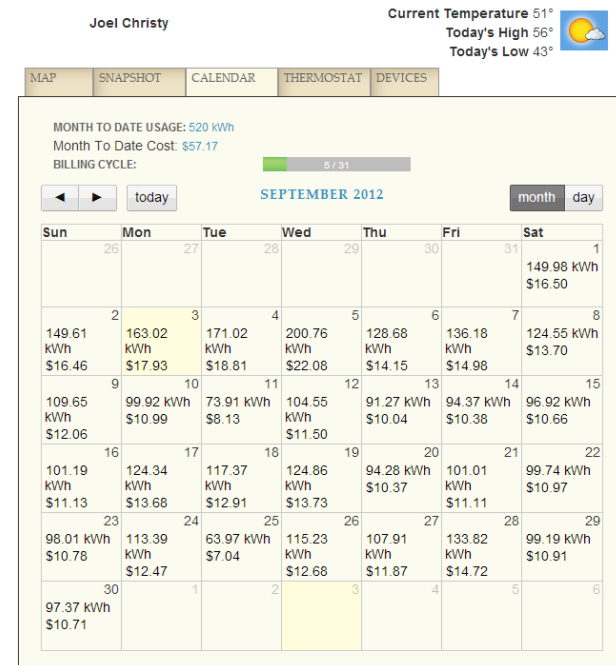
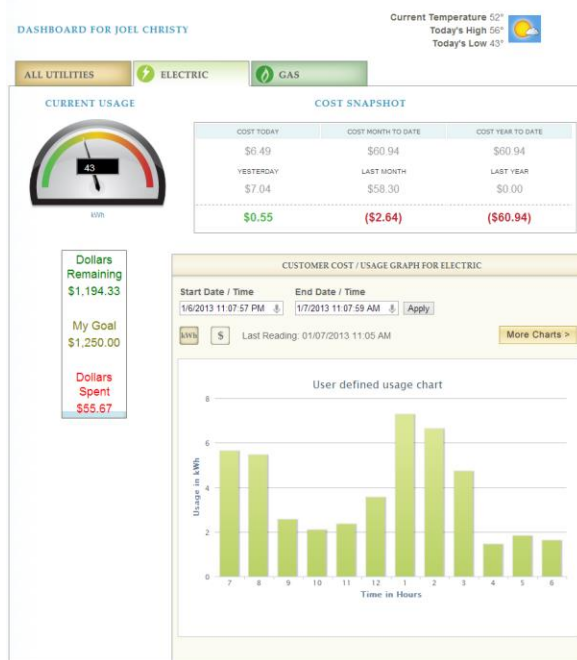
GROUPS

- Anchorage Business Center
- Anchorage Schools
- Andersons
- TEST GROUP

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Software Solutions for Utility Customers

Consumer Energy Management Solutions View



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Partners



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Conclusion

- * Provide critical information to help utilities (**REGARDLESS** of their current system) to **improve** operational **efficiency**, manage consumption, **save money** and build a more sustainable **future**.
- * Designed from the ground up to be a total **meter-to-screen** solution, including:
 - * Metering and **data management**
 - * Consumer engagement
 - * Historic data repository
 - * **Integration** with existing legacy systems
 - * Implementation of **Time Based Rate Programs**
- * Partner Today. . .Partner Tomorrow. . .

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Thank you for your time

Questions?

