



Corporate Fact Sheet

Headquarters: ENXSUITE
999 Bayhill Drive
Suite 130
San Bruno, CA 94066

Company: ENXSUITE is evolving a new market segment and product category called *Energy Performance Management* that constitutes a new business process and discipline. Energy Performance Management:

- Tracks organizational performance against sustainability initiatives and energy reduction goals
- Identifies new opportunities to reduce costs, mitigate risks and grow revenue
- Leverages energy reduction best practices to meet reduction objectives
- Transforms energy, carbon, and sustainability initiatives into measureable financial assets

The company provides an on-demand energy performance management system whose actionable intelligence helps companies analyze, model, mine and manage the performance of their enterprise-wide energy assets. Its software includes a unique energy data model, data integration and consolidation platform that provides a unified view of energy, GHG, carbon, water, waste and other resources. A rich set of business intelligence and data mining capabilities enable companies to run their energy and sustainability initiatives like a business. This SaaS platform helps customers evaluate current inventories, set reduction targets, and optimize reduction initiatives by connecting to the world's largest sustainability and energy management network.

The ENXSuite founders, management team and board of directors are key figures in some of the most important energy efficiency and carbon management companies and related technologies. This includes development of the first carbon management software, the first technology to treat energy and carbon as an asset or liability and the first cloud-based platform to implement sustainability business intelligence.

**Market
Opportunity:**

Energy costs now represent one of the fastest growing operational expenses, second only to healthcare. This places significant burdens on facility managers and sustainability officers tasked with determining, reducing and optimizing energy and carbon footprints for cost reduction, risk assessment and compliance purposes. It also puts increasing pressure on CFOs and CEOs to drive down operating expenses while expanding revenue.

Given the prominent influence energy plays in the financial health of enterprises, there is an intensifying need to shift the way all forms of energy are tracked, understood and managed. This shift calls for treating energy sources, GHG, carbon, water and waste as vital assets or liabilities.

Until now, this has been sorely lacking, due in large part to the fact that “energy” is managed in a highly fragmented manner within most organizations and there is no “owner” of energy as an asset in the “C” suite. Now, with the ENXSUITE solution, enterprises spanning a wide range of vertical markets can transform their energy, carbon, water and waste into measureable and manageable financial assets, enabling new opportunities to reduce costs, mitigate risks, grow revenue and ensure compliance.

**ENXSuite
Solution:**

At a macro level, ENXSUITE’s Energy Performance Management platform can be broken down into three functional areas:

- **Energy Portfolio Management:**
 - Organizational energy performance
 - Forecasting & planning
 - Green supply chain visualization
 - Business intelligence dashboards
 - Strategic sustainability finance
- **Energy Sustainability Planning:**

- Energy target management
- Green SLA management
- Energy reduction planning & forecasting
- Energy project evaluation tools
- Policy modeling & management
- **Data Management & Reporting:**
 - Data upload tools & APIs
 - Data quality & verification
 - Baseline recalculation
 - Sustainability & business reporting
 - Energy reporting
 - Energy performance scorecards

For the first time, enterprises can capture accurate energy performance management data across the entire organization and quantify energy and sustainability metrics as an asset or liability. Facility managers now have a coherent data management and reporting solution. Sustainability executives can be equipped with energy and sustainability planning modules. And the executive suite can leverage energy portfolio management tools with business intelligence dashboards to quickly and easily determine their organization's energy performance and its impact on the company bottom line – all at a glance.

Customers: With over 12,000+ facilities under management spanning five vertical markets, ENXSUITE is being deployed by blue chip Fortune 500 organizations that include Northrop Grumman, K-Mart, Sears, Morgan Stanley and more.

Management:

- Beatriz Infante – CEO
- Michael Meehan – Founder, CTO
- David Puglia – CMO
- Patrick Cassady – VP Global Sales & Services
- Mark Moore – VP Engineering
- Leith Painter – Senior Director of R&D
- David W. Port – VP Business Development
- LiaMinelli – Director Client Services
- Ines Sousa – Director Sustainability Services

Investors: **NGEN Partners**

- Founded in 2001, NGEN Partners is a pioneering investor in the cleantech sector. We invest in early to late stage businesses that offer economically valuable products and services that positively affect the environment. With a

history in materials science, NGEN has deep expertise in alternative energy, energy efficiency, pollution abatement and green resources.

**Board of
Directors:**

- Charles Picasso – Chairman, MOVEA
- Rosemary L. Ripley – Managing Director of NGEN
- John H. Robison – Principal with NGEN
- Bob Tennant – CEO at Recommind
- Beatriz Infante – CEO at ENXSuite
- Michael Meehan – Founder & CTO at ENXSuite

Advisory Board:

- Kenneth Starkey – Former EVP, Fidelity Investments
- John Swainson – Former CEO of CA Technologies
- Dr. Gayle Jackson – President/CEO of Energy Global, Inc.
- HewsonBaltzell – Head of Product Development, ESG Research

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