

DOCKETED

| | |
|-------------------------|--|
| Docket Number: | 17-IEPR-12 |
| Project Title: | Distributed Energy Resources |
| TN #: | 220579 |
| Document Title: | Engie Global Energy & Environment Group |
| Description: | 8.8.17 Presentation by Aaron Panzer of Ecova |
| Filer: | Raquel Kravitz |
| Organization: | California Energy Commission |
| Submitter Role: | Commission Staff |
| Submission Date: | 8/7/2017 10:19:43 AM |
| Docketed Date: | 8/7/2017 |



ENGIE GLOBAL ENERGY & ENVIRONMENT GROUP

Global leader in energy services | Strong in the gas and power sector

KEY FIGURES

153,090

Employees Worldwide

70

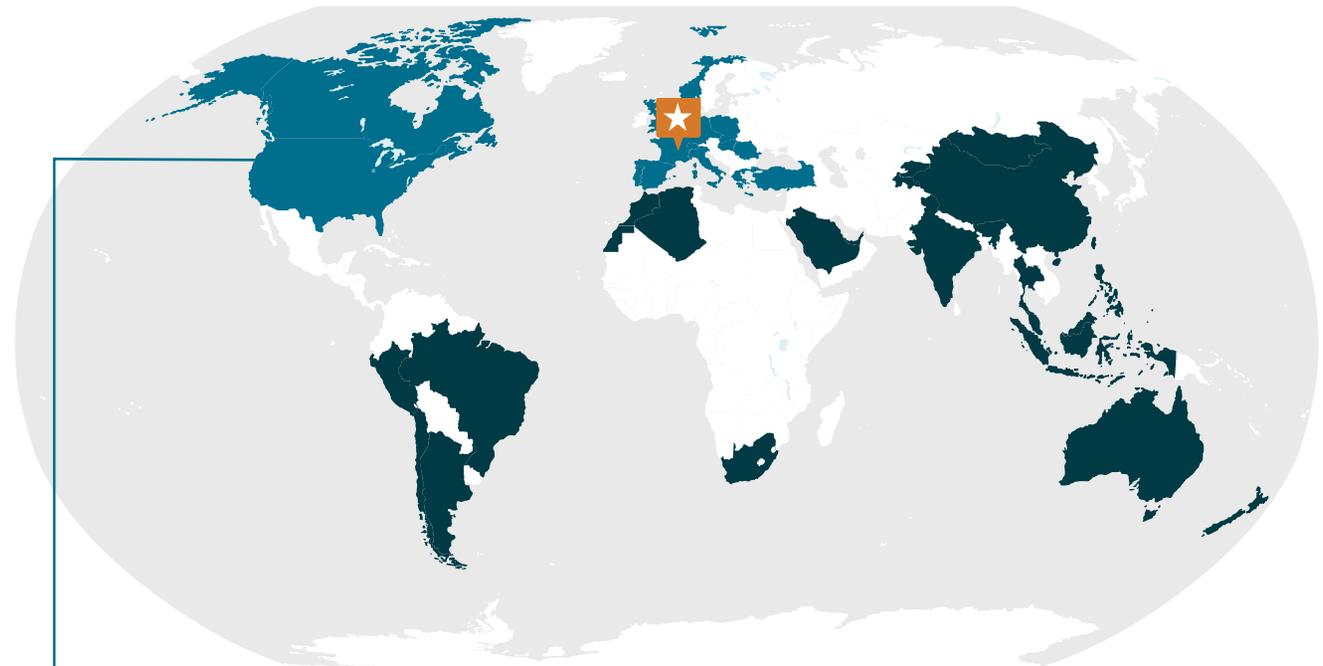
Countries around the world

€66.6B

EUR revenues in 2016

7

R&D centers



ENGIE North America

The block contains five logos: ecova, OPTERRA ENERGY SERVICES, EVBOX, ENGIE Energy Services, and greencharge networks. A line connects the text 'ENGIE North America' to a dot on the map above.

ENERGY AS A SERVICE IS AN EMERGING MODEL TO DELIVER DSM TO C&I CUSTOMERS THAT REDUCES RISK AND GUARANTEES OUTCOMES



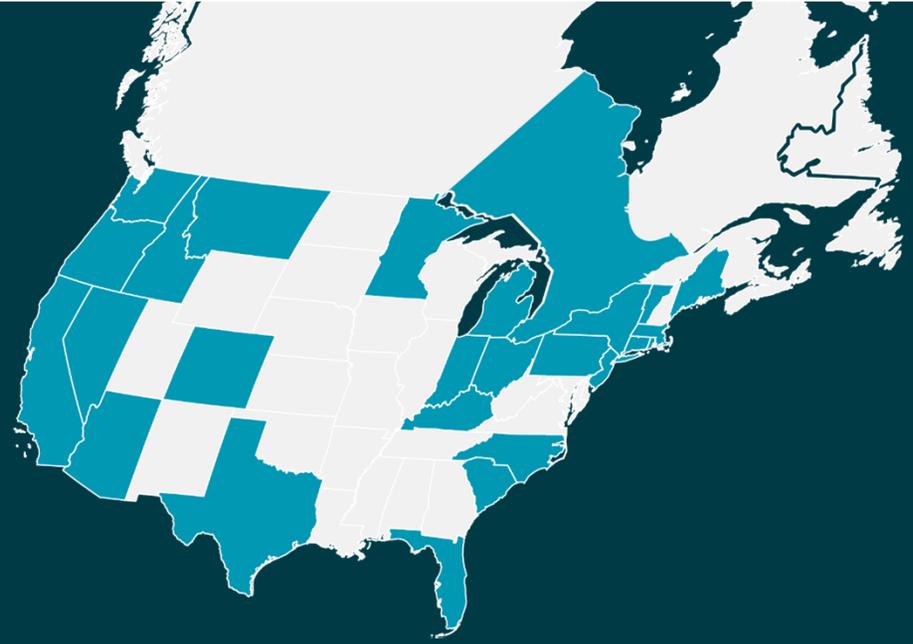
Definition

Energy as a Service is a set of technology enabled managed services that integrate energy, business and operational systems across the energy lifecycle, guarantee key outcomes and are available at a lower & committed cost.

Core Attributes

- Vendor delivered managed services across energy lifecycle
- Technology infrastructure to integrate enterprise data with energy data
- Guaranteed efficiency, predictability and reliability in energy operations
- Lower cost of ownership due to scale in process, technology and skill
- Defined cost through performance objectives

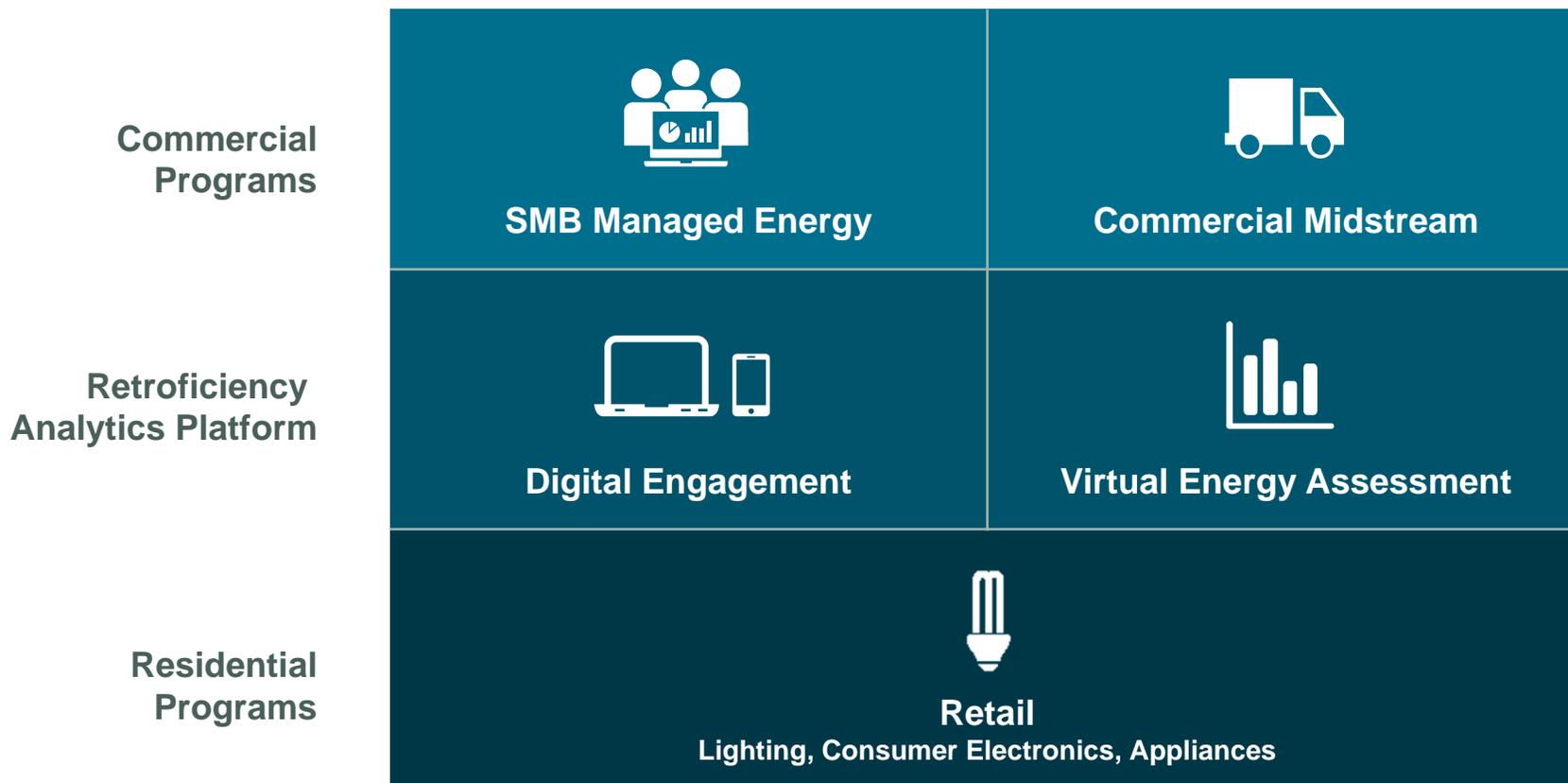
ECOVA UTILITY SOLUTIONS



| | |
|--------------------------|--------------|
| Utility Clients | 50+ |
| Lifetime Energy Saved | 150 TWh |
| Customer Engagement Rate | 4x+ increase |
| Client Retention Rate | 96% |



KEY SOLUTIONS OVERVIEW



HOW DO WE DO THIS?

DATA.

INSIGHT.

ACTION.