



VALENCE ENERGY®

Smart Microgrid Solutions

Valence Energy

The Smart Microgrid Solutions Company



KEY BENEFITS

- Services and software to design, deploy and manage your smart microgrid
- Lower energy and management costs
- Enable clean energy generation
- Reduce carbon footprint
- Improve reliability and security

Our mission

Valence Energy is pioneering technology and services to deploy campus-based "smart microgrids". Our mission is to deliver innovative energy management software and services and to help organizations with multi-building complexes and communities deploy smart microgrids.

With a smart microgrid, you can monitor, control and optimize energy supply and demand based on factors of price, comfort, emissions, etc. Our approach will help you lower your energy and facilities management costs. Our solutions integrate on-site distributed energy generation with the building consumption and give you real-time web-based information and control of energy resources at the individual and central level. Furthermore, we help you implement clean energy technologies such as renewable energy and storage to further reduce your carbon footprint. This strategy also helps improve your energy reliability and security.

The defining characteristics of the Valence solution are its focus on campus

topologies and management of both energy production and consumption, with advanced modeling and optimization algorithms. Valence solutions include strong partnerships with providers of distributed generation, smart devices, networking, utilities and building automation systems.

Who we are

Valence Energy evolved out of a multi-disciplinary prize-winning team of engineers from the U.S. Department of Energy's International Solar Decathlon, leading the category for balancing energy generation and consumption. The team has expanded their initial solution to optimize energy across a facility, campus or community development and help our customers adopt a more comprehensive energy management strategy. Today we work closely with our customers and partners to design, deploy and manage smart microgrid solutions. Our customers include educational institutions, enterprises, building developers, and local and federal governments.

"At Valence, our goal is to help organizations gain control over their energy. We deliver innovative energy management software and services that help facility departments deploy smart microgrids to improve energy efficiency, lower costs, reduce carbon footprints, and increase reliability."

Kailash C. Joshi,
CEO, Valence Energy

What is a Smart Microgrid ?

Microgrid is not a new concept. Local generation (combined heat and power, CHP), distribution and consumption of energy across a campus or commercial facility is a basic microgrid. Rudimentary microgrids have been part of a facility energy strategy for decades. A smart microgrid includes the intelligent management and optimization of multiple energy generation sources and end-use consumption devices. A smart microgrid will maximize your return on investment from your energy assets while achieving sustainability goals.

Our Solutions

Valence solutions consist of a software platform with services that meets your

need and is flexible enough grow as you implement new projects.

MGEM Software

MGEM is the brains of your smart microgrid that gives you the visibility and control required to manage your energy network. MyGEM software is a module of MGEM that provides a consumer-level-portal for billing (or internal chargeback) as well as tracking of individual or group environmental performance.

Consulting Services

Our consulting services identify opportunities for energy efficiency and renewable energy using Valence's state-of-the-art tools, as well as smart devices for real-time monitoring via smart energy audits.

Valence design services help you deploy distributed generation assets, such as solar and combined heat and power, micro-turbines, and energy storage including electric vehicles.

Integration with Smart Devices

Valence has integrated with leading building automation systems such as Cisco Network Building Mediator™ and Echelon i.Lon® and NES meters to extend and simplify our solutions.

To Learn More

To learn more about Valence Energy, MGEM software and Smart Microgrids, please visit us at the Valence Energy website, www.valenceenergy.com.

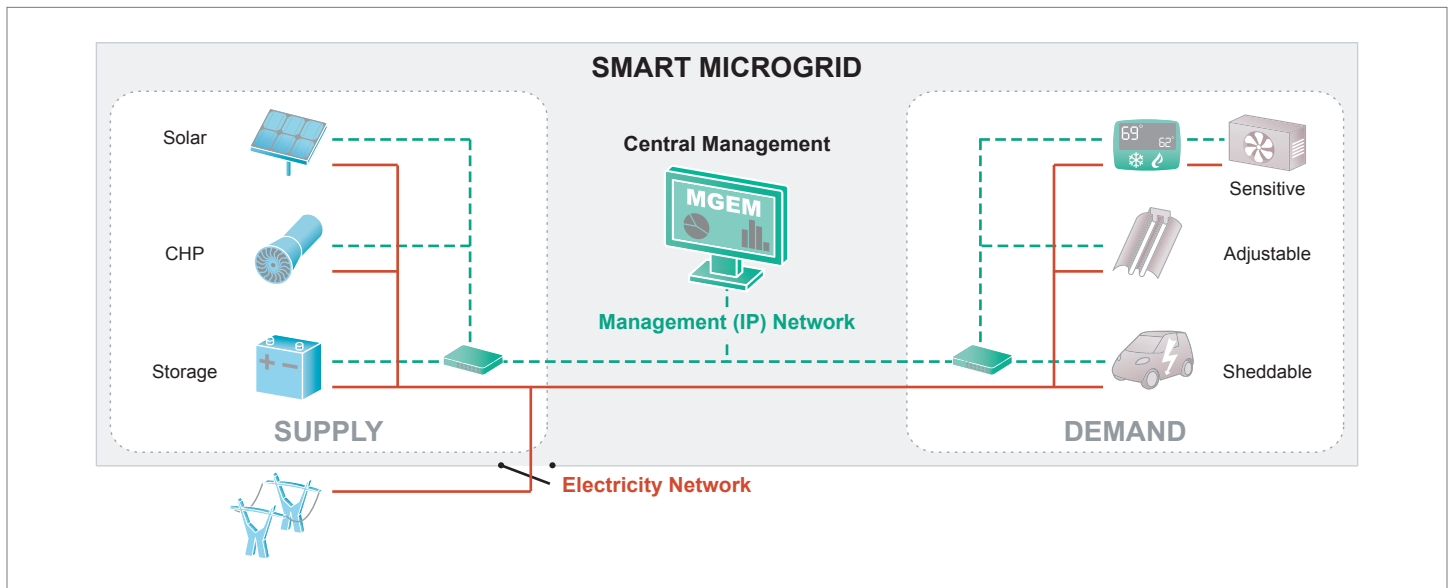


Diagram 1: A basic smart microgrid architecture – Central management of supply and demand

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