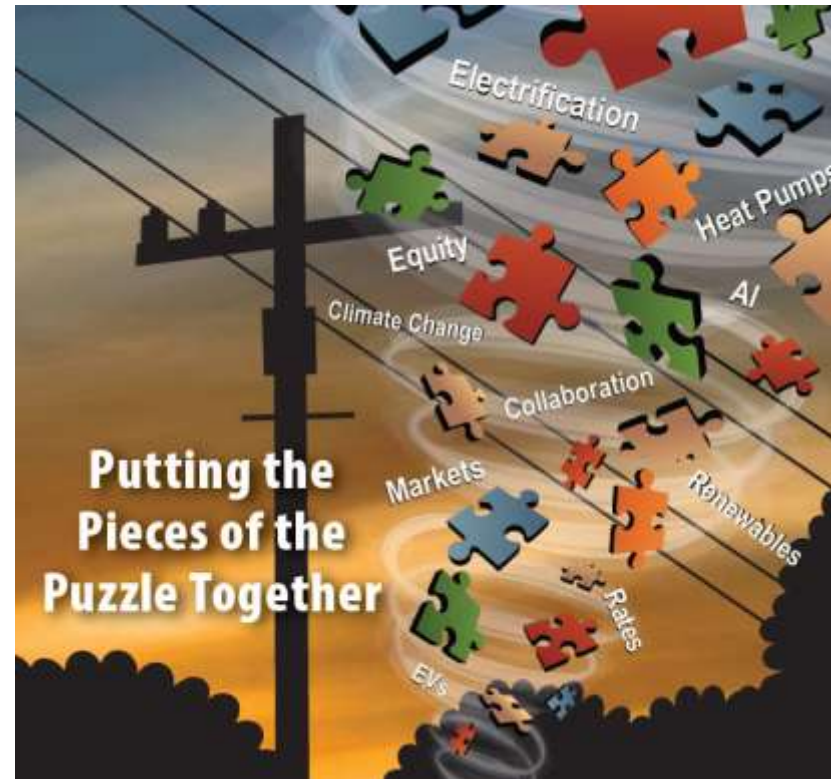


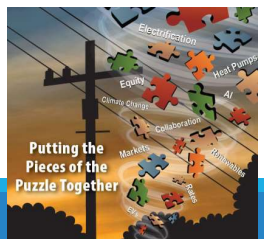
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Schleidt Works / Electrification Corp.

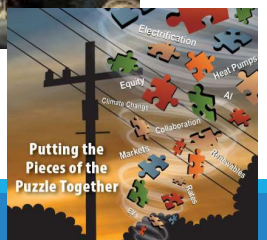
Specialized in Efficiency and Electrification

1. **Strategic Program Management:** Tailoring utility energy efficiency programs for commercial and industrial sectors.
2. **Market Intelligence:** Comprehensive market research and analysis to guide engagement and strategy.
3. **Innovative Load Building:** Championing modern energy solutions, including heat pumps and electric vehicles.
4. **Expert Technical Guidance:** Collaborating with utility boards and key account representatives to extend customized efficiency, demand reduction, and decarbonization solutions to clients.
5. **Performance Underwriting:** Delivering thorough savings underwriting for solid financial forecasting.
6. **Verification Excellence:** Performing precise measure and verification to confirm utility savings.



Municipally-Owned Utility Technical Assistance & Underwriting

- Engaged with a municipally-owned utility to enhance energy efficiency among C&I customers.
- Offered unbiased, third-party recommendations on a range of measures, such as lighting, HVAC, VFDs, and custom manufacturing options.
- Underwrote hundreds of projects, ensuring accurate savings calculations for ESCOs' proposals to C&I customers, and shared findings with utilities via Letters of Authorization (LOAs).
- When a knowledge gap was identified among customers, provided comprehensive guidance, including advice on managing projects as a general contractor (GC).
- Assisted the municipal utility with its internal and local municipal energy efficiency projects. Total C&I projects, including internal projects, have contributing to over 30 GWh in savings to date.

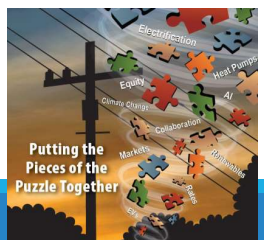
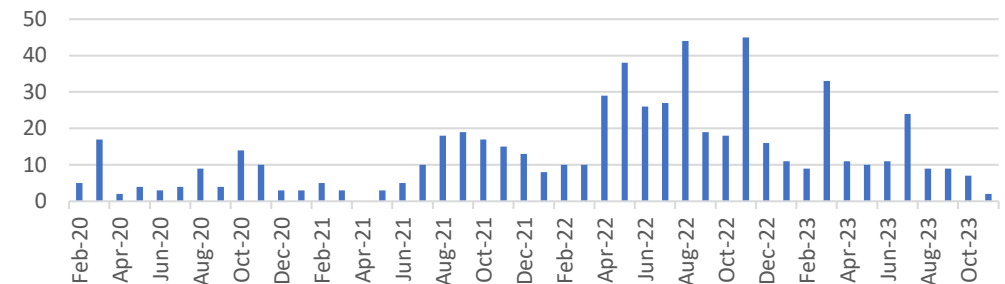


C.H.I.P.P. – Decarb and Load Building

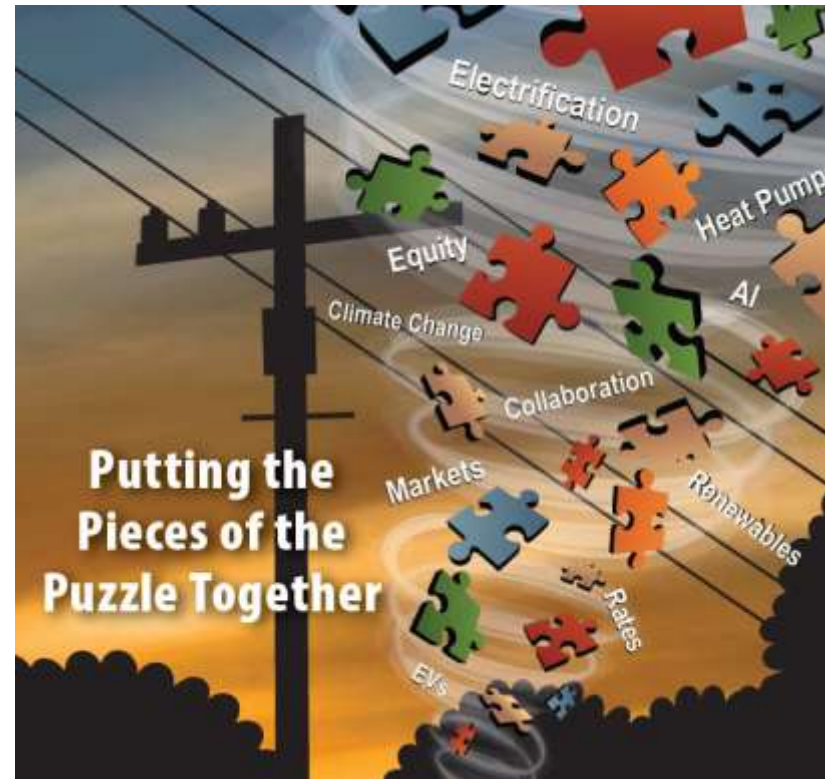
- Developed a turn-key solution to increase utility load and assist with decarbonization using heat pumps.
- Analyzed paybacks for both utility and ratepayers to ensure reasonable returns with financing options.
- Identified potential participants using utility load profile and assessor data.
- Launched a marketing campaign with mailers and in-person events. Created a contractor network along with partnerships with distributors.
- Established online portals and provided on-call technical assistance for interested parties.
- Achieved over 400 heat pump installations in a two-year period, with the program still ongoing.



of Inquiries about Program



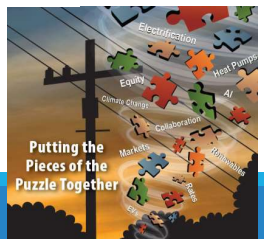
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We manufacture affordable, simple and easy-to-use products, which help everyday people reduce energy consumption in their homes and workplaces.

We design and manufacture of products that conserve energy, improve people's lives and minimize environmental impact. We are recognized for our product quality, safety features and outstanding customer service.



Advanced PowerStrips



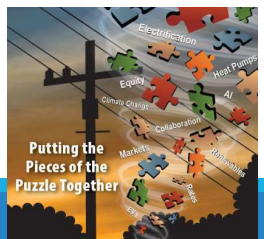
TS1104



TS1810



PL07



New Measures



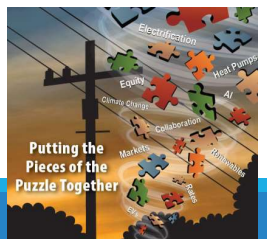
Portable Power Station



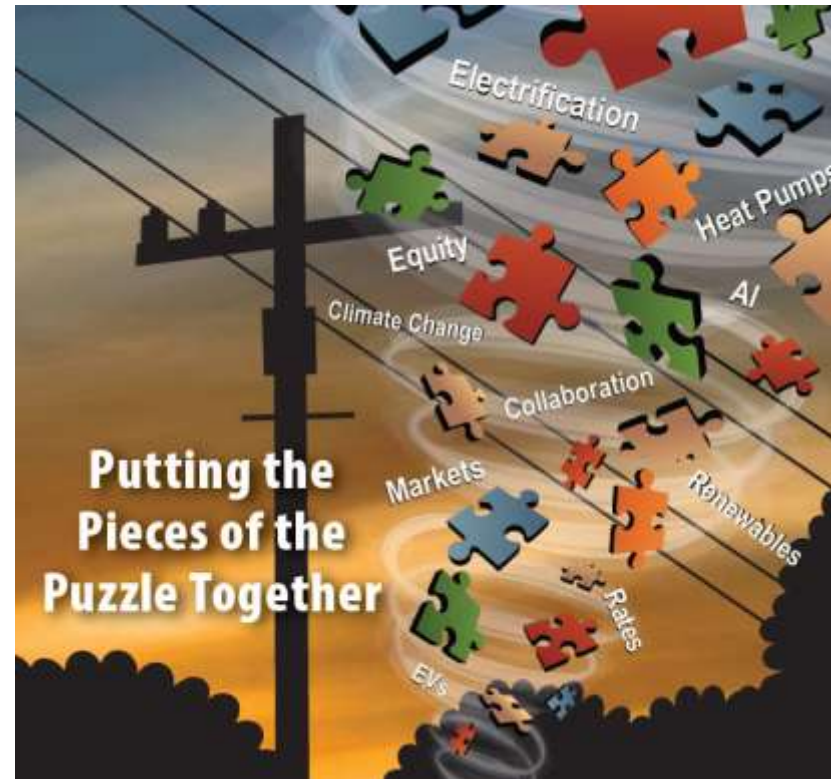
Wi-Fi Electric
Water Heater Controller

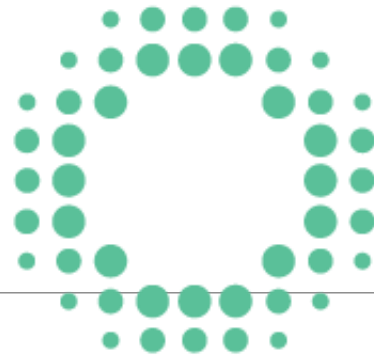


Advanced Keyboard



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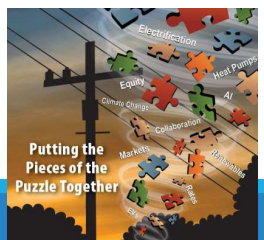


National Energy Foundation®



Cultivating Energy Literacy

- 501(c)(3) Education Nonprofit
- 45+ years experience with utility & government partnerships
- K-12 education focus:
 - Efficiency
 - Electric Transportation
 - Workforce Development
 - Safety

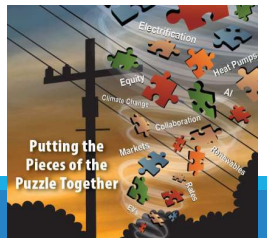




West Coast Spotlight



- High School & Elementary School Programs
- rEV Program – Electric Vehicle Education – Washington, Oregon, California
 - 3 year partnership
 - 5,000 students each year
 - Live presentations & teacher directed
- “Be Wattsmart” – Energy Efficiency Education – Washington
 - 10+ year partnership
 - 47 schools, 154 teachers
 - 3,665 students, live presentations



TEAM KENTUCKY

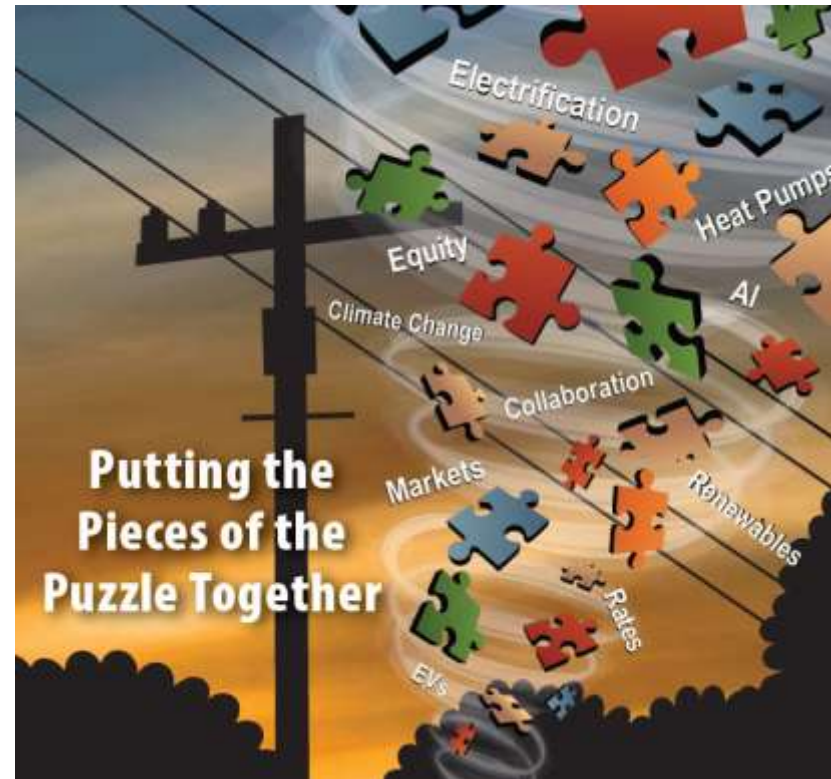
ENERGY AND ENVIRONMENT CABINET



- High School & Junior High Program
- rEV Program extending throughout entire state
 - 5,000 students
 - Live presentations & teacher directed
 - LG&E and KU Utility participation
 - EV career focus

Statewide EV Education Effort

2024 Utility Energy Forum



AM Conservation est. 1989

Discover how we can serve



Energy Efficient Products

- Lighting
- Water
- Weatherization
- Much more



Fast & Reliable Delivery

Reno, NV and Charleston, SC warehouses follow extensive best practices to fulfill orders in a seamless and timely manner.



Top-Level Support

- Concierge-level customer service
- After-sales support
- Marketing and design services

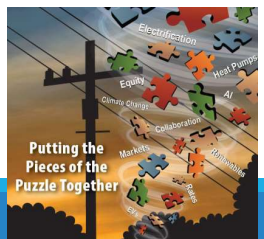


Customized Program Offerings

- Marketplace development and implementation
- K-12 education programs
- Conservation kits
- Solar support
- Smart home offerings



Featuring products by:   



AM Conservation

GetWise Education Programs

SoCalGas LivingWise Program History:

- 20+ year relationship
- Offered to all 6th grade students in service territory
- Reached 550,000+ educators and students
- Partnerships with Cal. American Water, Mission Springs Water, City of Sta. Barbara

2023 SoCalGas LivingWise Program:

50,198

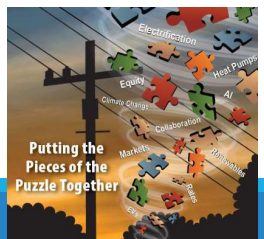
Program Participants

515,031.48

Net Therms Saved




Program partnerships:







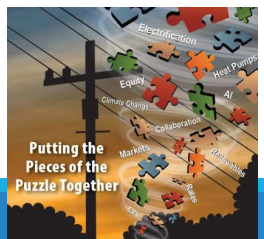
AM Conservation

Project with Large Utility

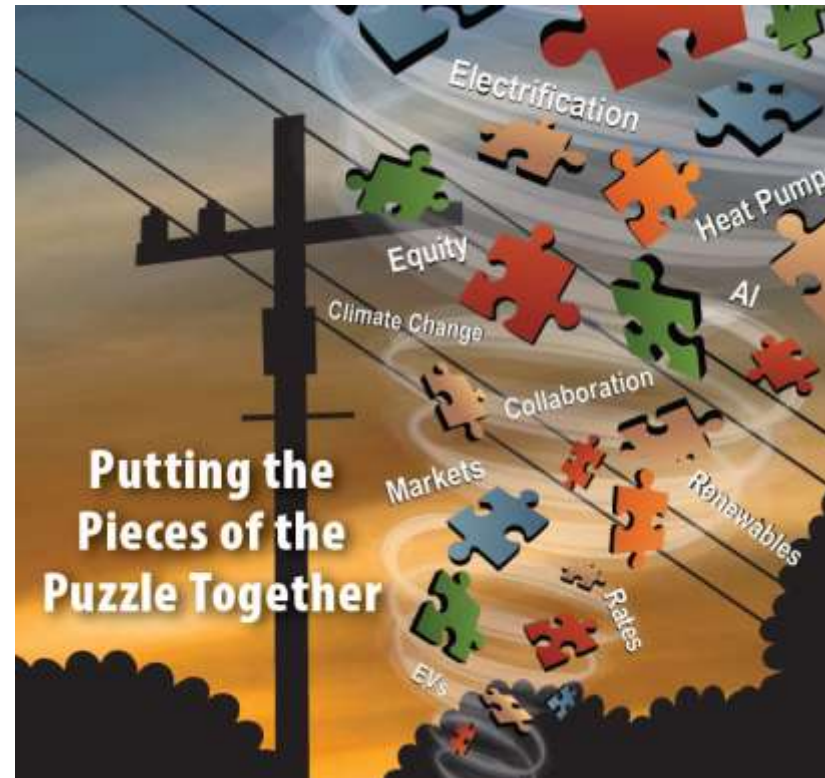
Large East Coast utility with air purifiers shipped to two jurisdictions composed of four states



Target	Low/moderate income with \$65 rebate	Resulting in zero cost to participants	
Participation	Opt-in with email marketing component		
20,000	Total air purifiers shipped over two-month period		
Identification	Insert included in packaging as part of program		



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Alternative Energy Systems Consulting (AESC)

For thirty years, AESC's energy experts have been leading the market on climate solutions for utilities and facilities



- AESC delivers advanced and integrated energy solutions in energy efficiency, electrification, load flexibility, and distributed energy resources, as well as custom software implementation.

Engineering

- Energy Efficiency
- Energy and Water Audits
- Retrocommissioning (RCx) Services
- Measurement & Verification (M&V)
- Water/Wastewater Optimization
- DER Grid Integration

Programs

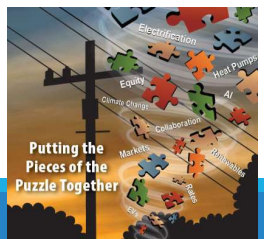
- PG&E Market Access Program (MAP)
- PG&E State of CA Energy Strategy and Support
- PG&E Wastewater Optimization Program
- Strategic Energy Management (SEM)
- SW CalNEXT Emerging Tech Program
- Self-Generation Incentive Program (SGIP)

Technologies

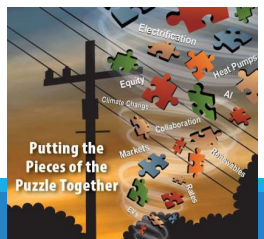
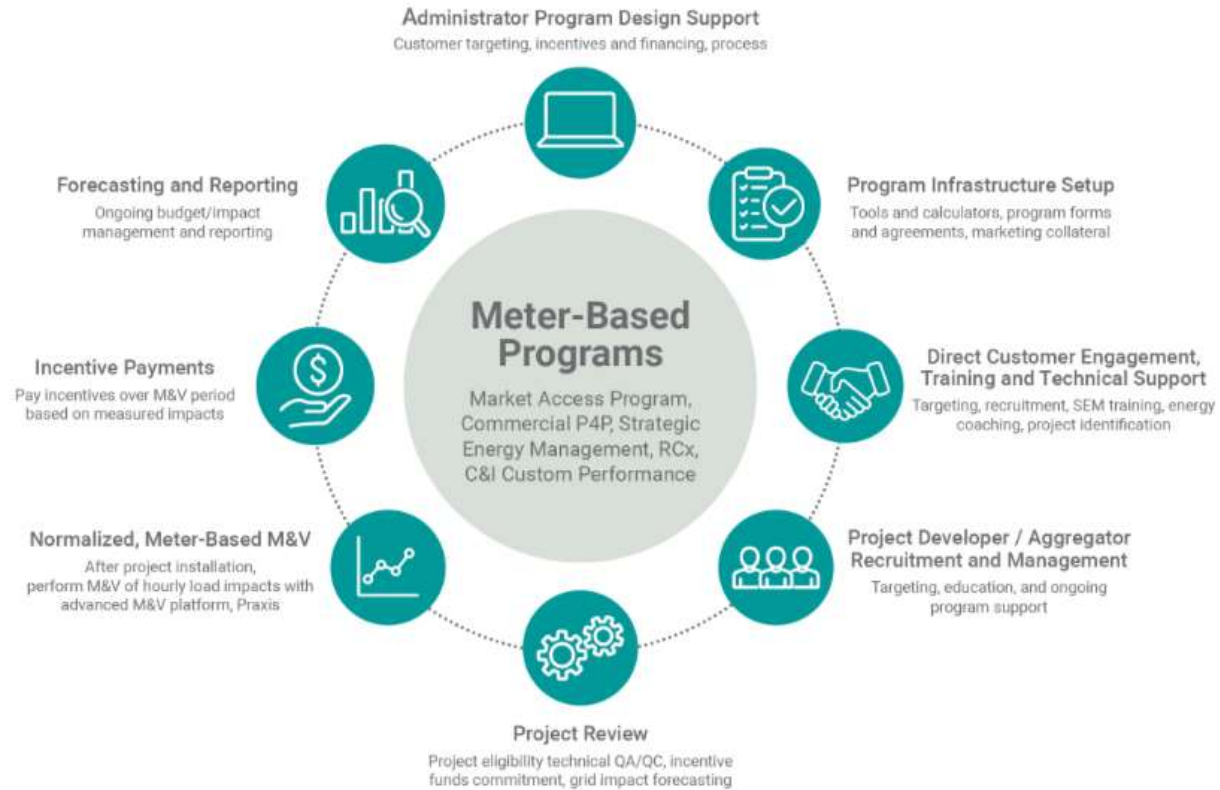
- Emerging Technologies
- Electrification / Decarbonization
- Renewable Technologies
- Energy Resiliency
- Grid Intelligence
- Virtual Power Plants
- Electric Vehicle Infrastructure

Software

- Energy Project Management Platform (Praxis)
- Custom Software Development
- Utility Application Processing Platforms
- Online Audits and Customer Engagement



Market Access Program (MAP)



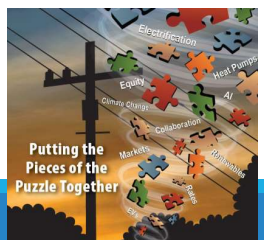
Industrial Assessment Centers (IAC) Implementation Grants

Unlock up to \$300,000 of Industrial Assessment Centers (IAC) Implementation Grants for eligible small and medium manufacturers who receive our IAC-equivalent assessments.

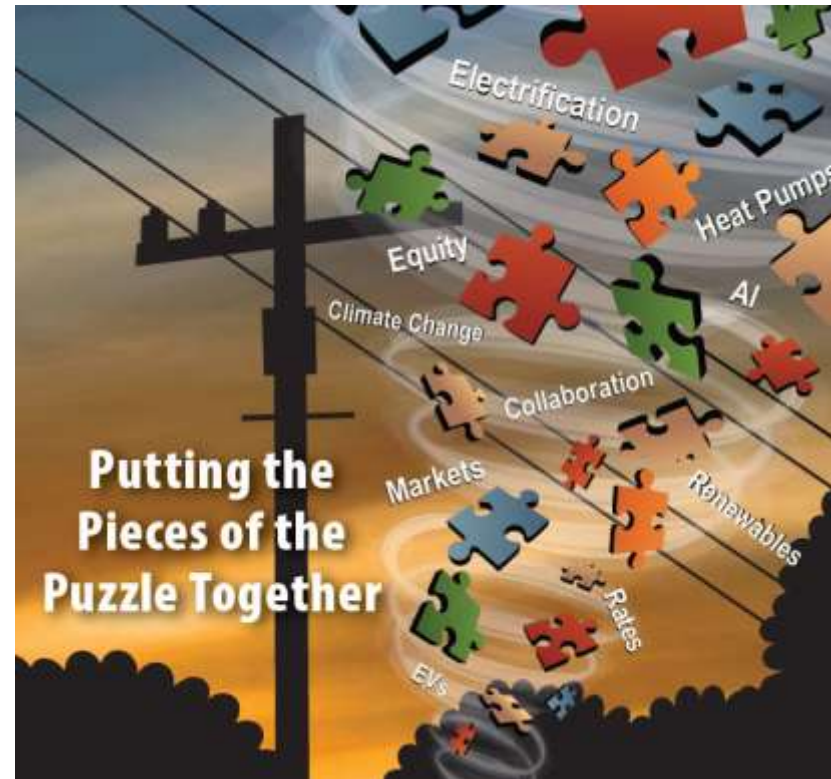
Funded by the 2021 Bipartisan Infrastructure Deal, implementation grants can cover 50% of project implementation costs up to \$300,000 per site for recommendations identified as part of an IAC or IAC equivalent assessment that improve energy efficiency, productivity, material efficiency or cybersecurity.

To be eligible to apply for IAC Grants following IAC assessments, sites must be manufacturing facilities (or wastewater treatment plants) in the U.S. who have:

- annual corporate gross sales less than \$100 million
- fewer than 500 employees at the assessed plant
- annual site energy bills between \$100,000 and \$3.5 million at the assessed plant.
- Recent audits have been leveraged by LADWP and SoCalGas incentive programs



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Synergy Companies

Helping California Put the Pieces of the Puzzle Together

Turn-key Program Implementer and Installer

- Energy Efficiency (HVAC, Water Heating, Building Envelope, Lighting, and Plug Load)
- Electrification (Building and Transportation)
- Summer Reliability (4 – 9 PM Peak Demand Reduction)
- Water Conservation (Indoor and Outdoor)

Market Sectors Served

- Residential (Manufactured Housing, Multifamily, and Single-family)
- Commercial (Schools, Public Facilities, and Small Businesses)



Electrification

Synergy Implementer/Installer Programs

- SMUD HVAC Plus Building and Transportation Electrification
- City of Palo Alto Utilities Heat Pump Water Heater Electrification
- San Joaquin Valley Disadvantaged Community Electrification



AI + HI with SCE

Artificial Intelligence + Human Intelligence

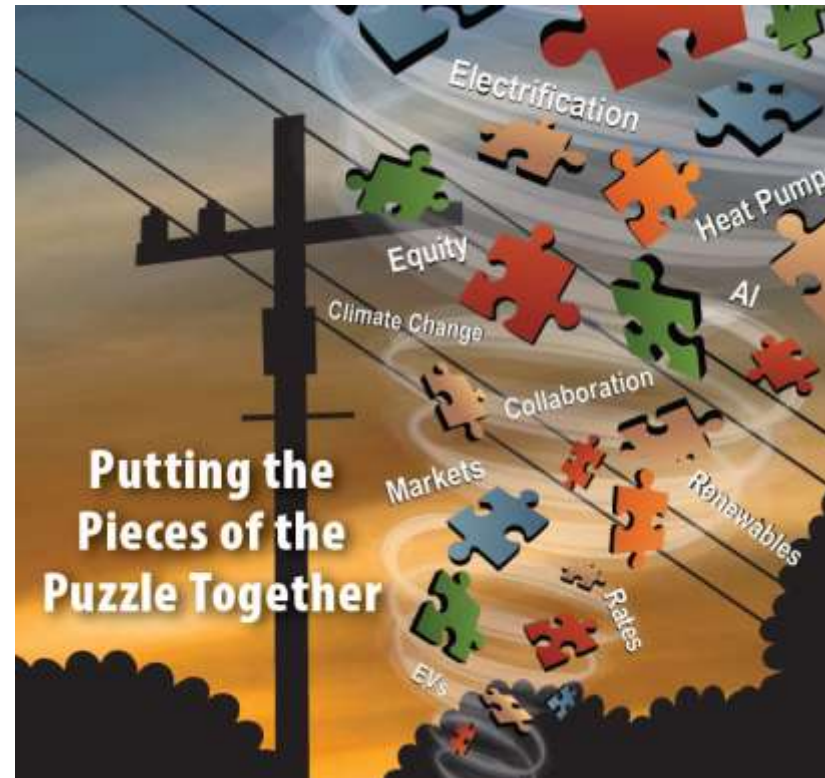
- Internal Data Analysts, Data Scientists, and IT Department
- Synergy Tech System
- Geotagged Timestamped Photos Embedded in Customer Work Orders
- Automated Program Bulk Upload File Generation (EECP, iEnergy, Encrypted Servers)

Rollout

- Synergy is Rolling Out these Enhancements to all Synergy implemented programs and projects.

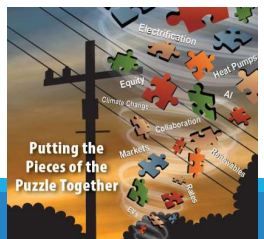


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Tinker LLC

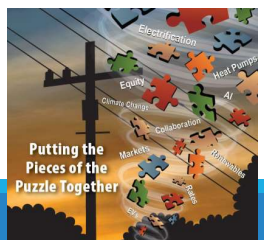
- Founded in 2014 in the San Francisco Bay Area
- Partnering with 9 municipal utilities in California
- Providing end to end K-12 and adult education programs
 - Custom curriculum development – sustainability, energy, water
 - Take-home kits
 - End to end program design and implementation services
- Customer kit programs
 - New customer kits
 - Marketing kits
- Our Vision
 - Evolutionary program design
 - Provide a noteworthy experience for clients
 - Share our wealth of knowledge



Education Programs

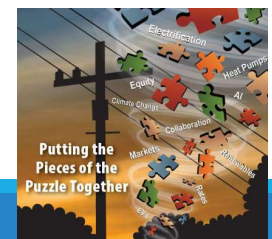
Features

- Crowd-sourced custom curriculum
- Digital resources
 - Google slides
 - Video content
 - Tutorials
- Proprietary learning management system
 - Branded
- Gamification
- Teacher & student contests
- Take-home kits
- Real-time educational impact reporting
- Integration with other utility delivered programs

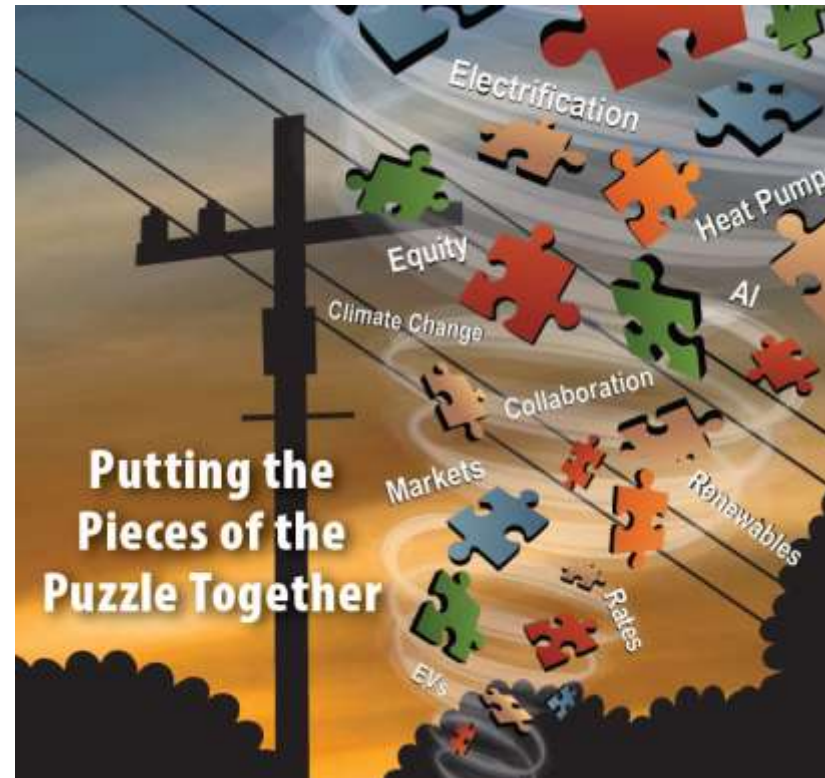


Customer Kit Programs

- New customer welcome kit program
- Marketing kit program
- Program reach 1,000 to 36,000 new customers annually
- Includes Education / Custom pieces
- Technology Enabled
 - Address Check
 - Duplicate Check
 - Customer Data
 - Program Data
- Customer Data Security Protocols



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Embertec Overview

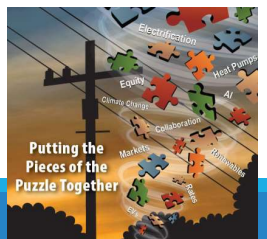
Your Electrification Partner bringing **Split System Heat Pump Water Heaters** to USA.

Inventor of the Tier 2 Advanced Power Strip US/CA/AU/NZ

emberstrip®



ember H₂O



ember H₂O

AUST Embertec Direct to Consumer HPWH programs

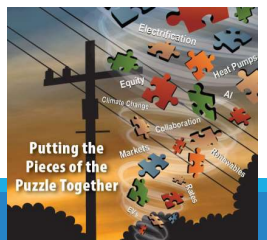
Direct marketing to customers

Qualifying homes

Installing HPWH in about 650 homes per week

Direct government funding paid using before and after geosynced photos.

We have thousands in Australian homes with near zero equipment failures



Available Now emberH2O Heat 120v

Embertec emberH2O Heat 120v 42g and 75g(no boost)

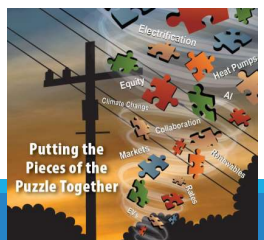
Looking for install partners

Not using typical distribution channels of Home Depot, Lowes

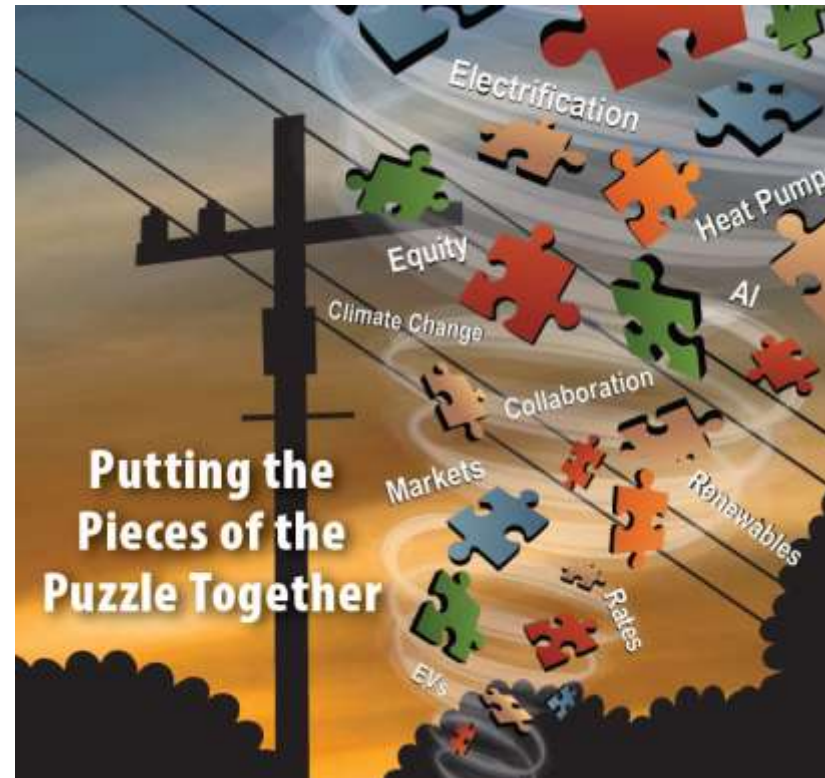
Priced to support low income and disadvantaged communities.

Looking for pilot programs for both 120v and 240v models.

Ideal for multi-family, manufactured homes and ADUs.

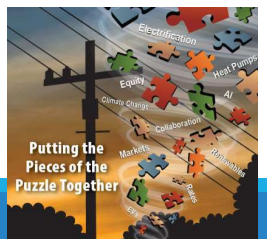


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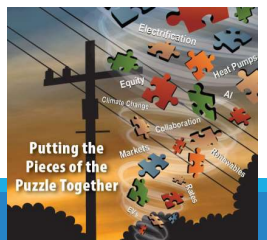
Automated Energy

- We have been providing web-based Customer Engagement Tools since 1999
- www.automatedenergy.com





In 2023 AEI was awarded the
Electric Meter Data Aggregation
Services RFP by SCPPA





Energy Intelligence Powered for Life

Login

[Forgot Username / Password](#)

Get started now!

To schedule an appointment with our support professionals or for more information, contact us at:

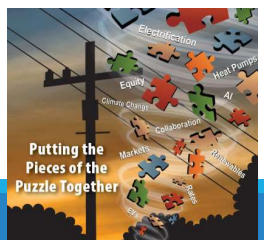
 (866) 421-1234

 support@automatedenergy.com

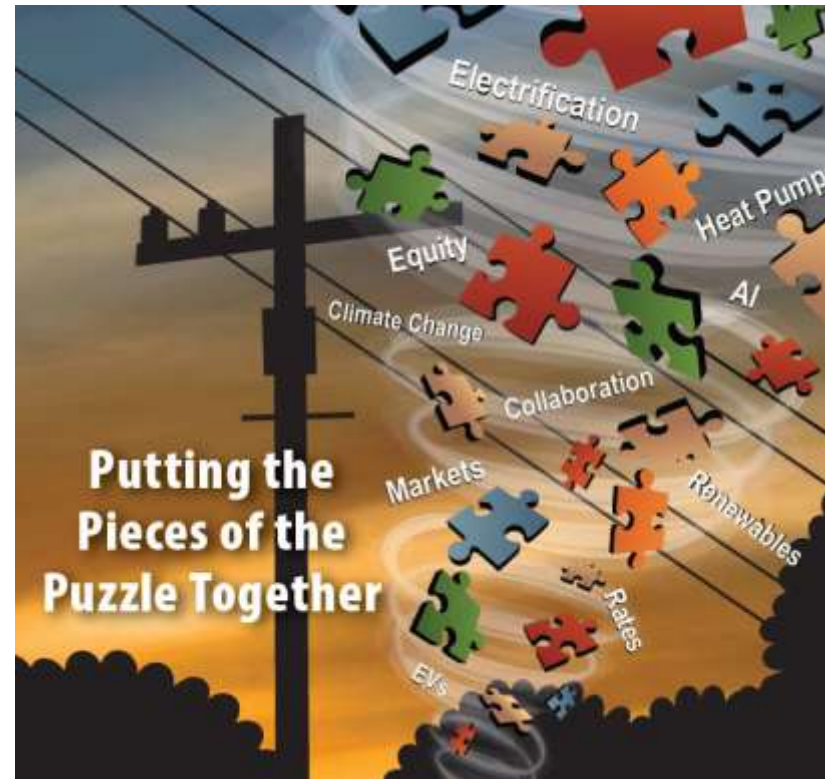
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Powered by Automated Energy Inc.

Lakeland Electric – FL

- 139,000 Customers
- Pilot Key Account Program



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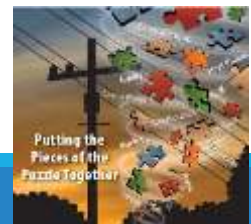
- Program Design and Implementation
- Rebate Program Administration
- SB1037 and BPA Reporting
- Direct Install Services
- Utility Staff Development

We serve so that others may shine.



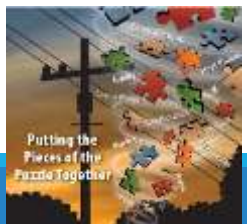
Commercial Refrigeration Program

- Delivers great savings and customer experience
- Supports your local small businesses
- Easy for customers and utilities to participate

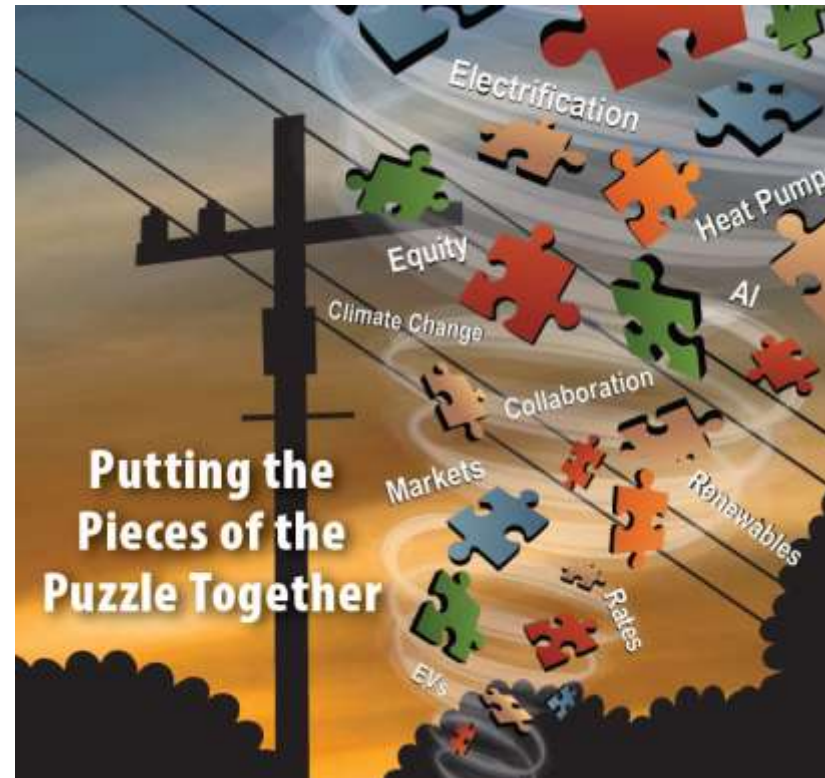


Commercial Lighting Program

- Energy-efficient lighting fixtures supplied at no cost to customer
- Customers responsible for installation
- Removes the barriers to fixture selection and fixture cost

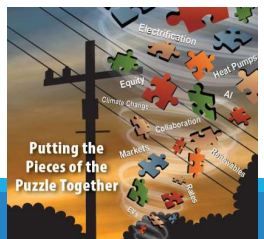


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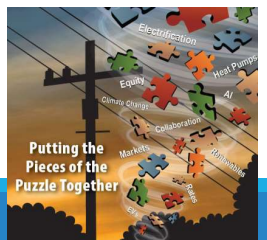
Staples Energy

- Founded in 1976
- Presence in California, Arizona, Illinois, and Wisconsin
- Energy efficiency program design and implementation
- Specializing in:
 - Weatherization and commercial & public sector direct install
 - Lighting, HVAC, refrigeration, EV charging, and energy management systems
 - Trade ally recruitment and energy advisor services
 - Inspection services
 - Energy Snapshot™ energy efficiency program management software
 - Sales support and outreach tool development



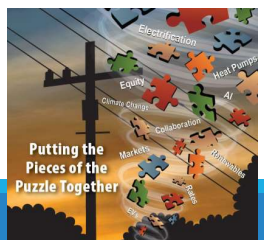
SDG&E Business Energy Solutions

- Helping utilities meet decarbonization goals
- Focus of the BES program was on serving hard to reach business customers and those located within disadvantage communities with a monthly demand of 20kW or less
- Measures included Type-B TLED lighting, pipe wrap, water heater tank wrap, analog to digital controls, anti-sweat heater controls, and heat pump water heaters (HPWH)
- The HPWH was a no-cost fuel substitution measure aimed at getting customers to adopt fuel conversion measures that help meet CA decarbonization goals
- 13 heat pump water heaters were installed in December 2023

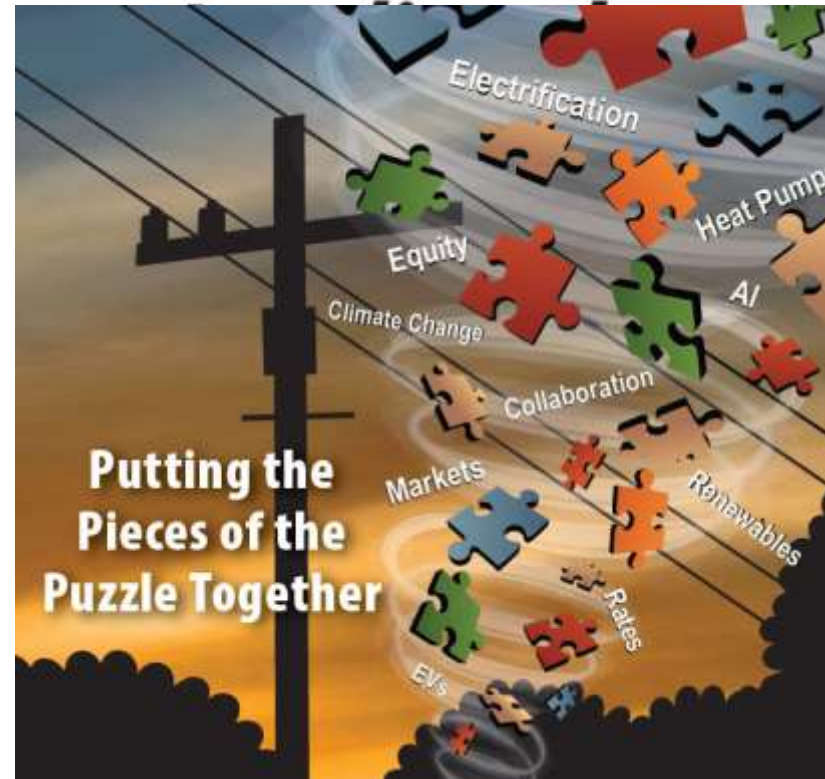


ESA Program - Multi-Family South

- Concerted effort of SDG&E, SoCalGas, and SCE
- Goal is to service 10,000+ multi-family units
- Territory extends from San Ysidro north to Orange County
- Measures include heat pump water heaters, heat pump furnaces, heat pump clothes dryers, induction ranges, gas-to-gas WH or furnaces, electric-to-heat pump water heater replacement, and weatherization measures as well



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BITS Limited invented the Advanced Power Strip in 2003.
We named it *The Smart Strip*®.



ECG-7MVR



SCG-3MVR



LCG-3MVR



Bits Limited

We build energy saving kits with Bits Branded items like The Smart Strip, Bits LED Bulbs, Showerheads, Aerators and Night Lights.

The CMC Energy Kit Project

During the rough supply chain issues of 2023 Bits Limited was able to supply CMC Energy Services Inc. with our adjustable Smart Strip, plumbing items and LED bulbs to complete a huge energy kit project.



Heat Pump Water Heaters By Bits Limited

This is a new product for Bits Limited.

We are looking for Utility partners to develop HPWH programs.



Please come see us about getting HPWH's to your customers



2024 Utility Energy Forum

