

# Smart Buildings Made Easy, Secure, and Resilient.

## BOSS Control's Solution

A comprehensive technology solution company and leader in building-to-grid automation. BOSS' solution, Energy Software as a Service, revolves around our Atmospheres® software platform for energy data collection, aggregation, predictive automation, and smart controls:

- Immediate Energy Reduction
- Low cost (or no-cost) non-invasive implementation for building owners
- Creating multiple opportunities for recurring cost savings and revenue

## How It Works

Cloud-based software management and analytics platform (Atmospheres®) with embedded cyber secure chip technology that enables:

- Behind the meter control for all electrical junction points
- Building electrical data collection and correlation
- Total optimization of building load and grid balance
- Analysis of power usage

## Energy Software as a Service (ESaaS) Model

BOSS finances and installs the solution and generates revenue on the savings realized by the customer.

### BOSS and Customer split savings



## Innovation

BOSS' comprehensive solution levels the playing field for building owners and utilities and provides an advanced future roadmap strategy, including differentiators:

- Behind-the-meter controls, connecting all electrical junction points to the grid
- Built-in measurement & verification (M&V)
- Advanced data analytics and predictive capabilities
- No up-front cost approach, with financing and short ROI
- Cybersecure and resilient chip-set and IT architecture
- US made components, built-for-purpose & no back-door
- Virtual Power Exchange



## Building Owner and Customer Value Proposition

We provide customers with no capital the ability to meet the same energy consumption reduction and cost savings goals.

### ENERGY EFFICIENCY

- Customers save up to 50% of managed load
- Carbon reduction
- Compliance for increased efficiency and reductions

### FINANCIAL BENEFIT

- Reduced cost – load shifting/shedding and demand management
- Revenue from DR & Virtual Power Exchange
- Operational Savings

### LOW FINANCIAL RISK TO CUSTOMER

- Customer bears no upfront costs
- ESaaS model helps mitigate financial risk
- Guaranteed savings

### CONTROL DOWN TO THE DEVICE LEVEL

- Providing automated and manual controls for usage management
- Addresses previously untapped efficiency

# There are no competitors offering a comprehensive, financed, cybersecure, turnkey building-to-grid solution.

## BOSS Atmospheres® Deployments

Proven Technology deployed in 43 US States, 4 Canadian Provinces, and 7 Countries. Customers benefit from deeper understanding of their building energy usage, automated efficiency triggers, and real time energy market data.

### MARQUEE CUSTOMERS

- Westmoreland County
- Harvard Medical School
- Chatham University
- Massachusetts Institute of Technology
- Allegheny County

### CHANNEL PARTNERS

- Amazon
- Sprint
- Trane
- ESG

### UTILITIES

- Duquesne Light Company
- PG & E
- Eversource



## Opportunity and Market

- Increasingly, regulators and customers are **DEMANDING EFFICIENCY OFFERINGS** from the utilities to reduce both GHG and operating costs
- Traditional **UTILITY BUSINESS MODEL IS BEING DISRUPTED**, as IoT technology continues to be adopted by utilities and building owners in deregulated energy markets
- **LOW IMPACT, NON-INVASIVE**, solutions will be critical for meeting customer demands to reduce energy related operating costs

## Competitor Analysis

### HARDWARE MANUFACTURERS

- High upfront cost relative to savings
- Invasive installation
- Forces proprietary systems, lacks flexibility

### SOFTWARE MANUFACTURERS

- Expensive and unfinanced
- Expensive integration and complex retrofit
- Incomplete solution

## Customer Engagement Process

### DAY 15

- Assess Customer building and energy usage
- Establish Customer energy goals and strategy

### DAY 30

- Install hardware and configure the Atmospheres® software

### DAY 60

- Establish an energy baseline
- Initiate savings

### DAY 60+

- On-going support, analysis and reporting
- Additional savings recommendations

## BOSS Controls and The Virtual Power Exchange

BOSS Atmospheres® combined with our Virtual Power Exchange (VPE) includes compliance tools and unmatched interoperability among legacy blockchain systems, to provide:



Immediate energy reduction



Low-cost (or no-cost) non-invasive implementation for building owners



Creating multiple opportunities for recurring cost savings and revenue



Globally Compliant distributed ledger technology



Facilitates a transactive marketplace for power at the retail levels



Provide B2B energy transfer and a secure, resilient energy grid