

## ConEdison *Solutions*, a national Energy Services leader

Making the right energy decisions is more critical today than ever.

Markets, supply conditions and technology are changing every day. ConEdison *Solutions* works with customers to develop strategies and solutions that maximize the value of energy – and minimize cost.

Customers – both regionally and nationally – have saved millions of dollars by tapping our energy expertise.

Let us help *you* make the right energy decisions.

### Energy Supply Pricing Plans that put you in control of energy costs

We offer electricity-buying options to help you control budgets, manage risk, and use your resources cost-effectively. How do we do it? We match our energy market expertise with purchasing strategies that allow us to offer our customers competitive prices and unique pricing plans.

Pricing plans include fixed or variable pricing, custom-blended pricing, plus environmentally-friendly renewable energy options. We also offer electricity buying options for residential customers.

### Sustainable Energy & Services that are good for you *and* the environment

ConEdison *Solutions* will develop a sustainability plan that can reduce your carbon footprint, reduce your energy consumption, and enhance the performance of your energy-consuming equipment. Options include:

- Installation of energy-efficient equipment that reduces your energy consumption and costs while also reducing greenhouse gas emissions;
- Evaluation and implementation of on-site green energy generation such as photovoltaics, windmills, and biomass applications;
- Assessment of your facilities for the nationally recognized Leadership in Energy and Environmental Design (LEED) certification;
- Purchase of renewable energy such as wind, hydro, or solar power, and/or Renewable Energy Credits (RECs) for all, or a portion, of your energy needs.

### Providing integrated energy solutions that include

- Energy Supply Pricing Plans
- Sustainable Energy & Services
- Energy Performance Contracting

**for commercial, industrial,  
government, and education markets**

### States of Operation

- **C&I Electric Commodity:**  
CT, DC, DE, IL, MA, MD,  
NY, NH, NJ, PA, TX, ME
- **Residential Electric Commodity:**  
NY, MA, CT, PA
- In regions where energy is not directly supplied by CES, CES will assist in developing and evaluating RFPs to purchase energy
- **Energy Services:**  
Nationwide

### Key Indicators

- **Non-Residential Peak Load:**  
Over 3,000 MW
- **Non-Residential Volume:**  
Over 12.3 TWh
- **Revenue (bil.):**  
Over \$1.3
- **Green/Wind Power Customers:**  
Over 15,000



### Energy Performance Contracting

upgrade facilities, reduce consumption, and lower energy bills – *with no impact to capital or energy budgets.*

In an Energy Performance Contracting (EPC) project, you'll be replacing old, inefficient, high-maintenance equipment with new state-of-the-art energy-efficient equipment – with no capital outlay or budgetary risk.

ConEdison *Solutions* first performs an assessment to determine the potential energy savings that can be achieved. We evaluate the application of new energy-efficient equipment such as heating, cooling, ventilation, controls, lighting, and motors. We will also look at the building envelope, including windows and roofs, and, where possible, water savings opportunities.

Our assessment can include recommendations for the use of renewable energy sources such as photovoltaics and geothermal. We can also assess the environmental impact of each measure and develop a strategy for your facility to be Leadership in Energy and Environmental Design (LEED) certified.

Finally, with an EPC project, your savings are guaranteed or we pay you the difference.

### Our Heritage and Experience

ConEdison *Solutions* is a leading energy services company that provides competitive power supply, renewable energy, sustainability services, and cost-effective energy solutions for commercial, industrial, residential, government, public school districts and higher education customers.

The firm's dedicated team of energy professionals delivers a broad range of commodity, consulting, demand-side management, and performance contracting services. ConEdison *Solutions* offers programs and services designed to help customers achieve their individual energy objectives, including budgeting, national policy, energy efficiency, and security objectives. ConEdison *Solutions* is accredited as an Energy Services Provider (ESP) by the National Association of Energy Service Companies (NAESCO).

ConEdison *Solutions* is a subsidiary of Consolidated Edison, Inc. (ED), and part of a family of companies that is one of America's largest and longest-operating investor-owned energy companies. Con Edison, Inc.'s assets are valued at over \$28 billion.

### Company Highlights

**1997** Company founded

**2003** Entered first LDC outside New York

Purchased XENERGY's energy efficiency/performance contracting unit

**2007** Celebrated 10<sup>th</sup> Anniversary

Acquired BGA, Inc., an energy service and engineering company based in Tampa, FL

**2008** Acquired Custom Energy Services, LLC, an energy services company based in Overland Park, Kansas

### Locations

- White Plains, New York (Headquarters)
- Burlington, Massachusetts
- Cherry Hill, New Jersey
- Arlington, Virginia
- Houston, Texas
- Tampa, Florida
- Durham, North Carolina
- Overland Park, Kansas

### President and CEO

Jorge J. Lopez

### Corporate Headquarters

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