Universal Devices ™

Helping Utilities Achieve Their Mandated Goals While Engaging and Benefiting Customers
Customer Participation Is Lacking

• Utilities need customers to shift energy usage when necessary

• But, customers just want comfort, convenience, and savings

• Without customer participation, by 2030
  – Grid reliability at risk
  – Large customer rate hikes
    – e.g. PG&E 40% | SCE 20% | SDG&E 70% ¹
  – Costs the utilities $14B+/year to meet demand ²
1. Energy Expert for Customers
App & Smart Speaker

Engages, educates, and informs customers of their rates, usage, bills, and opportunities for savings.

Provides a uniform messaging platform between the utilities and customers: wildfire, outage, and support.
2. Energy Expert for Utilities

AI tools and services that help the utilities maximize participation, refine rates, and optimize desired usage patterns.

*Requires Home Expert*
3. Home Expert

Product and services that enable the customers to easily optimize all their devices using preferences, rates, occupancy, and weather.

One App integrates all of customers devices!
Integration of Any Device Using Patented Plugin Technology

Utility

OpenADR VTN:
✓ Energy Price
✓ Grid Conditions

Universal Devices

Devices:
- Smartphone
- Laptop
- Speaker
- Thermostat
- Light Bulb
- Refrigerator
- Washing Machine
- Backpack
- Car
- Solar Panel
The Perfect Storm

• Regulatory mandates to cut U.S. carbon emission in half by 2030

• For utilities, customer engagement is now a must
  – $20B from 2017 – 2021 | $5.2B/year by 2026

• Residential energy efficiency grew by 10% in 2020 to $342B

• Adoption of Behind-the-Meter technology is rapidly accelerating
Universal Devices
All the Vital Ingredients In One Company

• Cloud services, analytics, and AI
  – 12K paying cloud services subscribers

• Consumer and Utility relationships
  – 30K+ registered users, community members, and 100% satisfaction
  – Utility contracts: PG&E, SCE, HECO, and NV Energy

• Proven energy management products and services
  – 60K+ units, 6th Gen Hardware, with frequent enhancements
  – Patented technology

• Fostering a cohesive developer community
  – 120+ paying developers subscribers
Thanks

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