



Comverge Corporate Profile

Founded: 1980

Offices: Norcross, GA – Headquarters, Broomfield, CO, East Hanover, NJ, Kennett Square, PA

Employees: 562

Web site: www.comverge.com

Customers: Comverge has more than 500 utility and 2,100 commercial customers. This includes Duke Power, PECO, PG&E and Southern California Edison as well as strategic C&I customers including Barnes & Noble, Footlocker, Kendall Crosslands, and Purina.

Financial Highlights:

- 2010 Revenue – \$119M
- Over 3,732 megawatts under Comverge control
- 5M end users

Partners: Comverge's Partner Program currently includes leading companies in the advanced metering, commercial and industrial facilities operations and temperature controls industries such as Digi International, Elster, Itron, Sensus, and White Rodgers.

Stock Information: Comverge common stock is traded on the NASDAQ National Market under ticker symbol, "COMV."

Key Executives:

- R. Blake Young, President and Chief Executive Officer
- Steve Moffitt, Executive Vice President and Chief Operating Officer
- Dave Mathieson, Chief Financial Officer and Executive Vice President
- Arthur Vos, IV, Chief Technology Officer, Senior Vice President, Utility Sales
- George Hunt, Senior Vice President, Commercial and Industrial Sales
- Matthew H. Smith, Senior Vice President and General Counsel

Industry Accolades:

- Named to the Deloitte 2010 Technology Fast 500
- ISO New England Demand Response Achievement Award
- Atlanta Business Chronicle Recognizes Comverge for Innovative Energy Management Products 2010
- PLMA Annual Program of the Year awarded to Comverge Top Utility, Rocky Mountain Power

“There are tremendous benefits from demand response at very low costs... this is the first fuel.”

– Jon Wellinghoff, FERC Chairman

Who is Comverge?

Comverge is the leading provider of intelligent energy management (IEM) solutions for residential and commercial & industrial customers.

Comverge’s intelligent energy management solutions are in widespread use across the nation, with 3,732 total megawatts of power under management, more than 500 utility customers, solutions in place at more than 2,100 commercial sites, and 5 million devices installed in residences. Comverge currently services 60 percent of the existing residential demand response install base and is poised to continue helping customers solve their challenges today while bridging to the promise of the smart grid.

What is intelligent energy management (IEM)?

Intelligent energy management (IEM) is the market category for a set of products and services that address our nation’s energy challenges by helping utilities and commercial and industrial (C&I) customers optimize energy management and consumption. It includes next-generation software, hardware, and services that are designed to give the providers and consumers of energy the insight and control they need to make informed decisions about usage.

Building on established demand response technologies, intelligent energy management incorporates

the insight and control needed to realize the value from a true two-way dialogue between energy providers and consumers. With increasing energy costs and reliability concerns, intelligent energy management becomes a must for commercial and industrial (C&I) customers to manage energy consumption and boost their bottom line.

Comverge offers IntelliC&I customers a customized solution to meet their energy management needs by integrating our unparalleled industry knowledge, robust hardware, next-generation IntelliSOURCE software platform and superior service and support.

The Comverge portfolio includes:

• Intelligent hardware

- IntelliTEMP™ – Empower consumers to gain control of energy use through dynamic programmable thermostats
- IntelliFOCUS™ – Enable consumers to monitor and manage usage in real time with an easy-to-read energy consumption display unit
- IntelliPEAK™ – Curtail air conditioner usage during events and ensure locations have signal receptions
- IntelliCONNECT™ – Send data over a cellular or broadband network at least twice an hour for a near real-time look at current usage

• Intelligent software

- IntelliSOURCE™ – Establish two-way communication with energy consumers and receive a consistent infrastructure for command and control of demand response programs

• Intelligent services

- IntelliC&ISM – Tailored intelligent energy management solutions for any commercial and industrial (C&I) customer
- IntelliMARKETSM – Depend on Comverge’s seasoned marketing team to create, execute, and manage recruitment strategies targeting customers of all types
- IntelliMEASURESM – Gauge program effectiveness and achieve greater program efficiencies to ensure you get the best return from your load reduction programs
- IntelliSUPPORTSM – Count on Comverge to handle all aspects of installation and customer care for demand response and time-of-use programs
- IntelliTECHSM – Ensure Comverge software solutions are effectively deployed and integrated with your applications
- Comverge Network Operations Center (NOC) – Manage and execute energy consumption strategies with help from a knowledgeable resource available 24x7

Corporate Offices

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