



GridBeyond®



**Better Together:
Partnering with GridBeyond**

About GridBeyond

GridBeyond is an award-winning provider of intelligent energy technology.

We work with over 400 industrial and commercial sites to deliver sustainability and profitability. We do this by connecting site assets, such as equipment, machinery, generation and storage, to our *Point* platform.

Point uses energy consumption data and flexibility parameters to ensure optimum efficiency, to identify patterns and anomalies in energy consumption for predictive maintenance, automate participation in demand response programs, and create savings through the trading of electricity in the energy markets.

Enabling the electricity grid of the future

Our energy system is undergoing great changes. With the influx of renewable energy and the decommissioning of old, fossil-fuel based power plants, the system needs more flexibility.

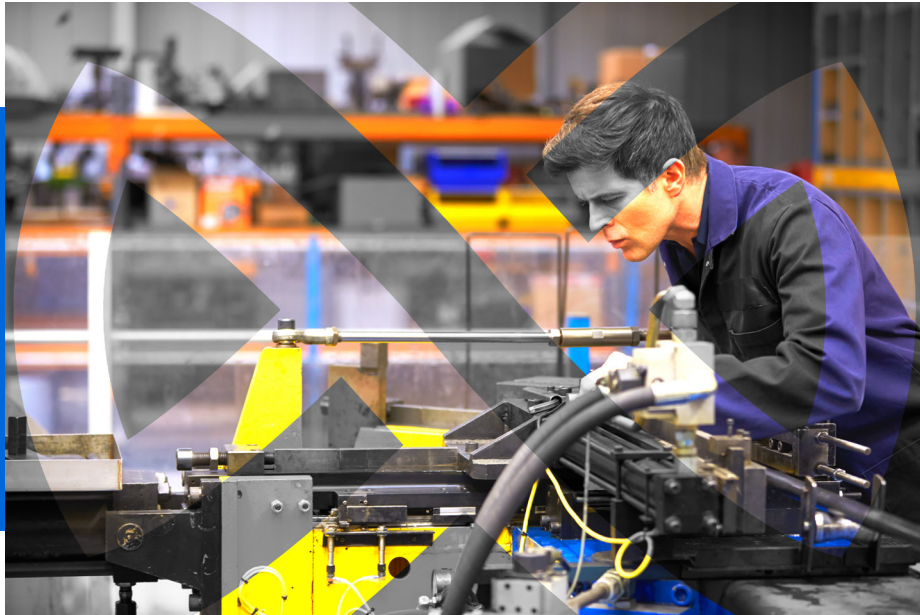
In order to keep the grid balanced, supply and demand need to be managed effectively. As renewable supply may be more intermittent than other generation types, the grid needs to be able to manage the balance on the demand-side. This means incentivising large energy consumers, such as those in the industrial, commercial and public sectors, to collectively reduce demand at times of system frequency imbalance.

The technology GridBeyond places on an organization's equipment to manage energy consumption and flexibility has also been developed to enable participation in numerous site-wide and market-wide energy programs.



Collaboration Delivers Opportunities for Your Business & Your Clients'

- Are your clients asking for equipment to be optimized for energy management programs and flexibility?
- Would your clients benefit from enhanced predictive and preventative maintenance?
- Would you like to understand asset OEE in more detail?
- Are you looking to reduce weekend/out of hours call-outs?
- Would you like to partner with the leading energy intelligence technology company to enhance your offering and gain a competitive edge?



Collaboration is part of our corporate DNA. We are specialists in energy technology and energy markets, which is why we work with other leading specialists to deliver best-in-class collaborative solutions.

By working with GridBeyond, you'll...

- Deliver new revenues and savings to your clients, uncovering new budgets for additional projects
- Enable access to enhanced energy management projects for your clients
- Gain a competitive advantage by offering premium energy technology and cutting-edge energy services
- Work with the experts in industrial and commercial energy profiles for modernized predictive and preventative maintenance services
- Reduce call-outs with first-level diagnostics
- Access energy efficiency benchmarks and see usage against industry norms
- Access 24/7 energy management support for both your team and your clients via the GridBeyond NOC team.

Unrivalled Asset Optimization Expertise

We have significant experience and expertise in working with complex assets for participation across numerous energy services. This places GridBeyond as the ideal partner for equipment manufacturers, maintenance teams, and other third parties involved in the installation and fine-tuning of commercial and industrial sites.



Some of the most common assets we work with partners to optimize:

- CHP/boilers/steam/heat recovery
- Embedded generation: solar/wind
- Commercial battery storage
- Compressed air
- Water/wastewater
- Lighting
- Refrigeration chillers/freezers
- Furnaces
- Mills
- Heat pumps
- Electric vehicles

Our Network Operations Centre (NOC) are available to you and your customers 24/7 to ensure constant flexibility management and an immediate predictive maintenance service.

Gain an edge when negotiating maintenance contracts as this round-the-clock assistance means that early signs of equipment failure can be identified quickly. This means maintenance can be planned in advance to reduce faults further down the line, ensuring operational integrity and minimizing ad-hoc call-out costs to the client and out-of-hours intervention from your team.



The Gateway to Unlocking New Budgets



By working with GridBeyond, you can offer your clients access to the following financial benefits:

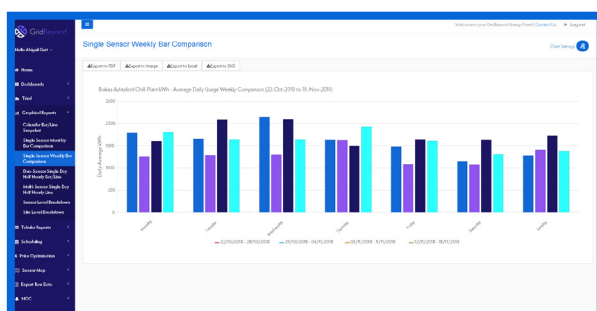
- Added revenues by using energy flexibility to participate in demand side response programs
- Energy cost savings through efficiency and OEE
- Energy cost savings through participation in electricity trading markets
- Financed options for installation of battery storage.

By combining our asset knowledge with our expertise in short-term flexibility markets, GridBeyond are uniquely placed to offer participation in energy services without impact on operations.

All of these create new budget-lines which are often ring-fenced for new assets, control systems, upgrades and next level maintenance contracts.

Monitoring & Reporting

Every energy strategy starts with metering and monitoring. Using advanced energy monitoring and controls, sites have the ability to participate in energy programs whilst maximizing performance visibility via the online portal. Partners can also log in to see the patterns and anomalies in order to ascertain the area and level of maintenance required.

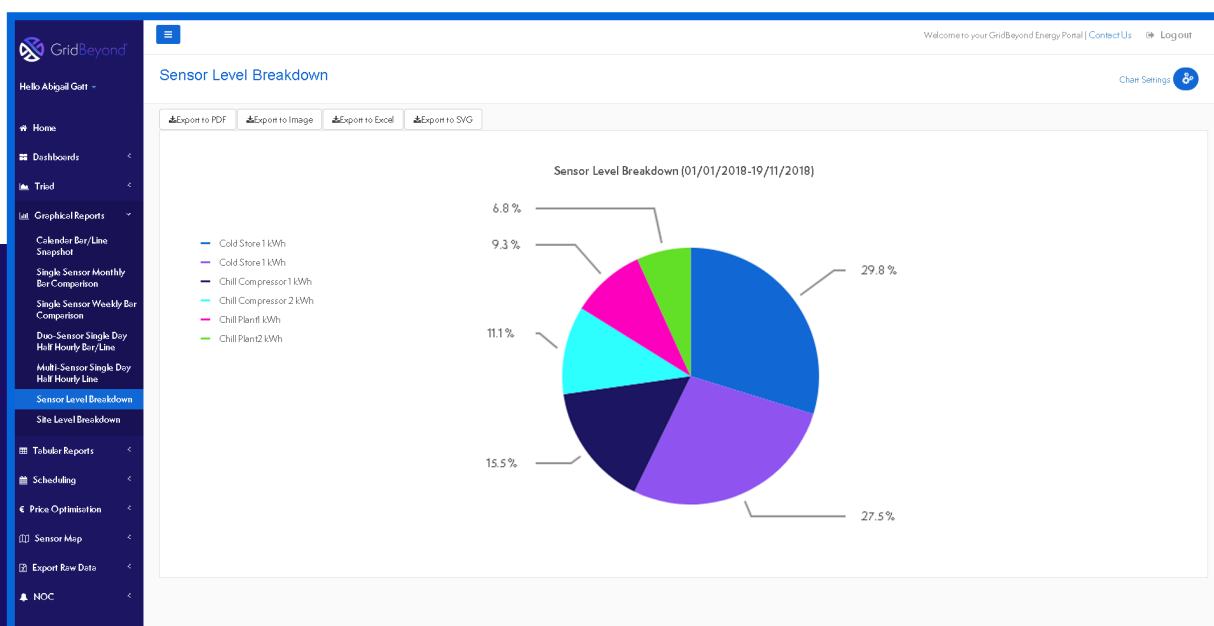


Single sensor weekly bar comparison.



Multi sensor half-hourly line comparison.

Below: The GridBeyond online portal shows a sensor level breakdown on each asset.



The GridBeyond energy dashboard helps your client to collate data in a meaningful way and report on metrics to ensure environmental best-practice is followed and legislation is met. The dashboard can be configured to any specification to show the data needed for the programme your client is following.

Benchmarking, Fault-finding & Predictive Maintenance

Fault-Finding

By measuring the energy consumption of an asset, we can build a complex energy profile. By collating this data, and combining aggregated data from similar assets, our machine learning technology identifies patterns and decides whether there is a risk that the asset will fail, and provide alerts accordingly.

Preventative Maintenance

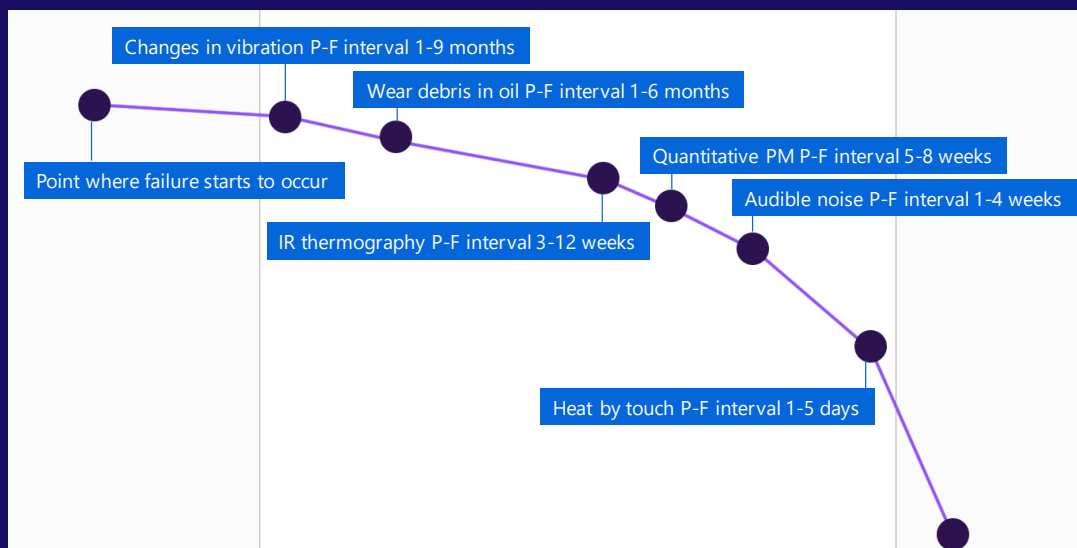
By ascertaining the likelihood of a fault occurring, businesses can save significantly by planning maintenance rather than waiting for an ad-hoc fault. From our extensive research, we've found that a fault detected early results in up to 500% reduction in costs.



Benchmarking

Benchmarking starts with metering and forms the foundation of any energy performance improvement strategy. GridBeyond benchmarks by comparing the measured performance of an asset, process, facility, or organization to historical data, peers, and established norms, with the goal to improve performance and environmental standards. GridBeyond's online portal provides the visibility required, while our team of experts can render a complete report or a proposal and consultation on optimization strategies.

Failure pattern in a refrigeration plant, example:





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