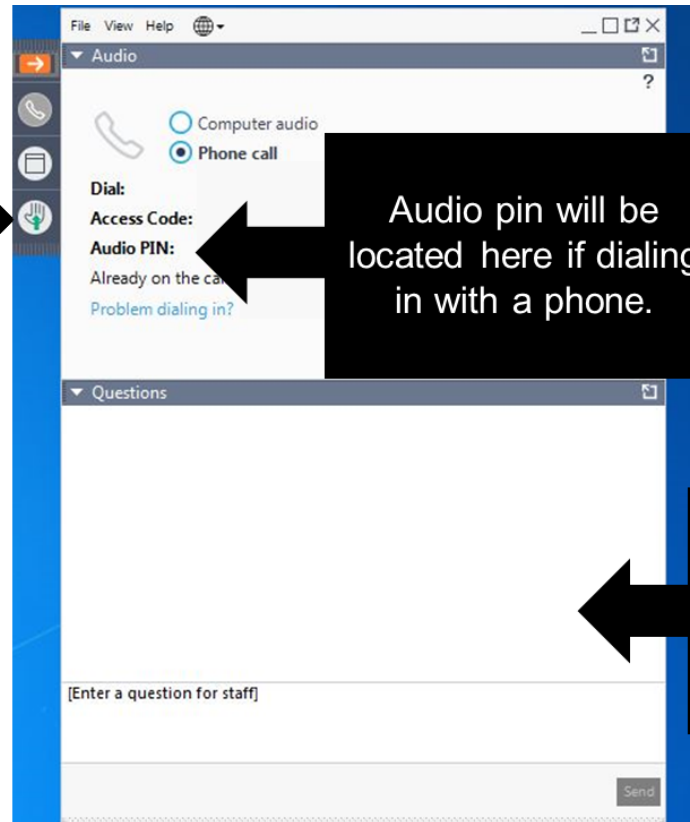


Smart Alliances for Smarter Energy Savings

July 27, 2017 (2:00 PM – 3:00 PM EDT)

The webinar will begin at 2:00 PM

Click here to raise your hand during the webinar. Doing so indicates that you want to be unmuted and speak to the audience.



Audio pin will be located here if dialing in with a phone.

Type any questions or comments here during the webinar.



Moderators

Abigail Daken

U.S. Environmental Protection Agency

Meghan Heneghan

ICF



Introductions



Nkechi Ogbue

Manager, Regulatory Affairs

ecobee



Gene Wang

CEO and Co-Founder

People Power



U.S. Environmental Protection Agency
(EPA)

Intelligent Efficiency Series:
A Perspective from ecobee
on Developing Smart Alliances for
Smarter Energy Savings
July 27, 2017



... a bit about ecobee

We're on a mission...

We are focused on creating smarter Wi-Fi thermostats that are beautifully designed, easy to use, and provide comfort and savings for families, and are good for our planet.



What our Customers tell us...

Comfort

Convenience

Savings



The Connected Home is Part of Our Vision

Our aim: Sense what you need, where you need it, and respond.

Comfort

Condition the rooms
that matter most.

Convenience

Use your voice, phone
or PC to control
everything.

Savings

Don't use resources
when you don't need
them.



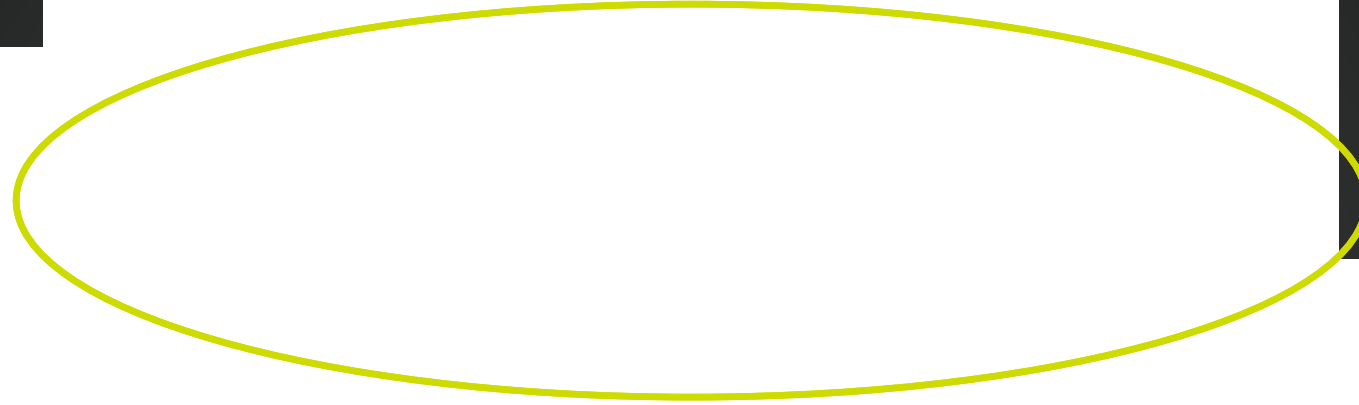
ecobee Today



ecobee Tomorrow: Connected Homes that Sense and Respond



Partnerships and Alliances Help Us Get There



Google Home



... ecobee 2017 and 2018



ecobee4 smart thermostat

Automates your comfort with a room sensor, and lets you do more with your day with built-in Alexa Voice Service.



ecobee smart light switch

Automates your lighting by sensing occupancy and daylight, and comes with the Alexa Voice Service built-in.



ecobee4

With a room sensor and built-in Amazon Alexa Voice Service, ecobee4 is more than a smart thermostat.



Do more with the day, Alexa will listen to and respond to voice commands



For homes with more than one room



Good for our planet, easy on the wallet



Control from anywhere



Fast, easy installation



ecobee smart light switch (coming in 2018)

We want customers to experience the voice feature in every room, and that's what inspired the ecobee4 smart thermostat and ecobee smart light switch. They both come with far-field voice technology and Amazon Alexa Voice Service built-in, so you can enable hands-free convenience in each room.



Voice is not a fringe technology ...

 amazon alexa



- Amazon is estimated to have sold 11 million Echo devices since 2014
- Current estimates have voice technology under the Alexa platform delivering \$11-12 billion in revenue (ecommerce + device sales) by 2020
- Google made a splash at the end of 2016 with the introduction of Google Home, leading many hailing the start to the “voice arms race”
- All major tech companies including Apple, Microsoft, and Facebook are investing in voice



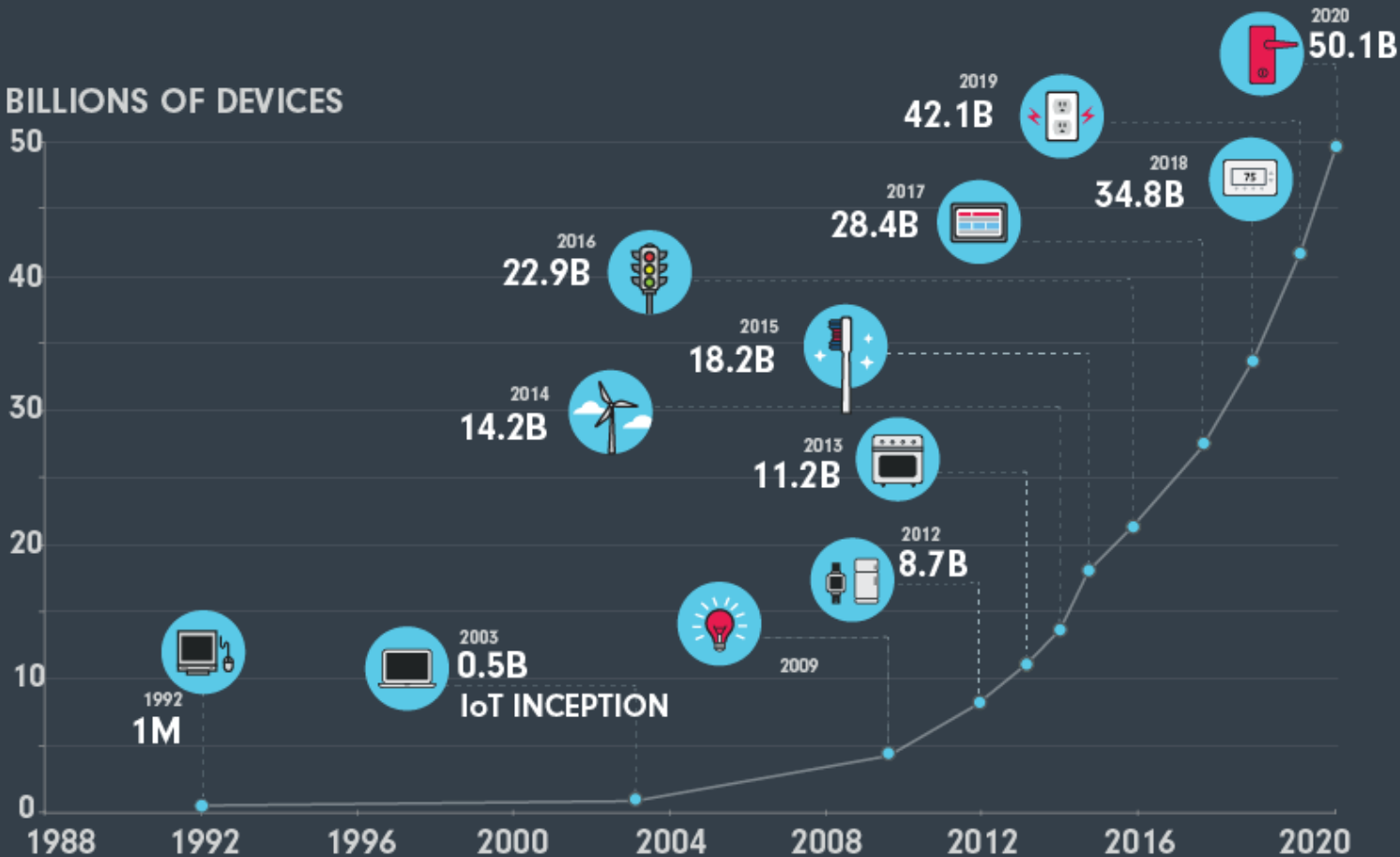


So why form alliances?
Customer choices make them inevitable...

IoT Adoption: The Groundwork for the Connected Home...

GROWTH IN THE INTERNET OF THINGS

THE NUMBER OF CONNECTED DEVICES WILL EXCEED 50 BILLION BY 2020

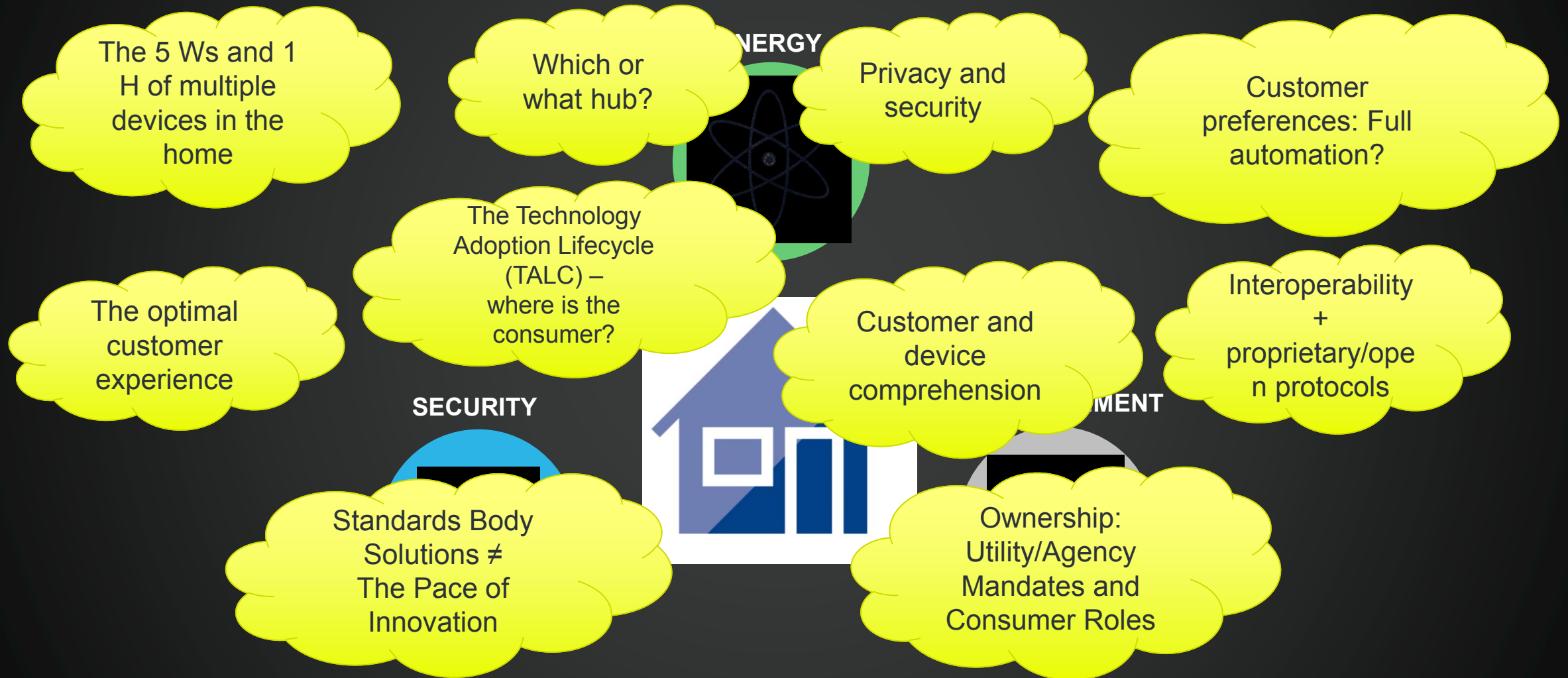


- Current estimates have IoT adoption between 30-50 billion units by 2020
- This represents approx. \$6 Trillion in spending over the next 5 years
- Every category of products is likely to be affected
- Space is still young and consumers need help to navigate ... great curated, customer experiences ...

Source: Cisco



With Accelerated Adoption Come Important Discussions and Questions



Overall: How do we construct and conduct the symphony to drive savings?



The Answer that Helps the Others – Focus on the Customer Experience



Thoughts on Best Practices and Approaches



- *We can do both:* A superior customer experience can be achieved without compromising performance, reliability, privacy and security
- *The customer is the best judge:* Pursue early, extensive customer engagement – across demographics, income brackets
- *Market forces are working:* Embrace open source approaches and solutions in most cases
- *Recognized ecobee tenet on data:* Customers own their data and should dictate who has access to it
- *Voice is a strong foundation:* Far field technology is an excellent starting point for home device connectivity, integration





Thank you!

Nkechi Ogbue

nkechio@ecobee.com

Partnerships and technology working together for even more energy savings:



Gene Wang
CEO, People Power Co.

July 27, 2017
Gene@PeoplePowerCo.com



Gene Wang
CEO
People Power Co.

Question:

Gene, what did you learn from deploying and managing consumer energy conservation programs with US-based companies from coast to coast?



Gene Wang
CEO
People Power Co.

Answer:

Featuring our free app Presence, consumers found more attractive than saving energy was a service that provided valuable smart home functionality.

The success of these programs have exceeded industry-standard rates of end-user participation and energy savings.

9-10% savings:

Nearly 3x the savings of other consumer engagement programs.

Partnered solution:

We worked with our partners to build and deliver a first-class solution.

Partnering Considerations



- ◆ We've partnered with consumer brands to drive trust, helping adoption.
- ◆ We partner with highly-innovative technologists and product development experts to stay ahead of the curve.
- ◆ A new, post-app developer economy is about to burst open with bot-enabled AI. We're on the forefront of this.



Partnerships help deliver better solutions,
for faster consumer adoption and
increased energy savings.

That's good for the planet.

Typical Home: 500+ Connected Devices



By 2025: 500+ Connected Homes! "The big business opportunity in the Internet of Things is for big brands to generate new recurring monthly fees. People Power is at the forefront of enabling new business opportunities with their white label approach to offering lifestyle improvements that many people will find attractive." -Gartner

Gartner
Cool
Vendor
2017

Our bot-enabled AI solutions
are enabling demand response
events this summer.

It may be in operation
at this *very* moment.

The Homes of the Future



- ◆ Big brands will compete for recurring service revenues
- ◆ Management of services will be at an unheard of scale
- ◆ We are partnering with innovative energy leaders around the world



“We are pleased to name People Power to the China Mobile Digital Home Alliance.”

China Mobile
Worldwide Partner Conference
Guangzhou, Dec. 20, 2017



“The intelligence provided by People Power’s technology opens new market and revenue possibilities.”

Florian Kolb
Managing Director
Innogy New Ventures, Palo Alto



“Utilizing their solutions will help us deliver key IoT services, helping us go beyond the basic utility model.”

Cameron Briggs
Head of
Future Energy, Origin

Smart Home Tipping Point



- ◆ Smart home AI is here today
- ◆ Intelligent solutions priced for everyone's home
- ◆ Provided by leading, trusted service provider brands

The Super Smart Home

- ◆ It will depend on great AI experiences to advance consumer lifestyles
- ◆ In-home services with massive deployments will be managed intelligently for satisfied customers
- ◆ Our solutions and **partnerships** conspire perfectly for results



Let's work together for ^{even more} energy efficiency.

We love to partner for great results.

Gene@PeoplePowerCo.com



