EMaaS: Harnessing the Greater Value for Demand Response

Ifty Hasan, CTO
2 Million US Businesses

- 440,000 Retail Stores
- 550,000 Food Service
- 660,000 Service Businesses
- 400,000 Healthcare & Other

Source: EIA
Today’s Paradigm

- Sustainability
- Demand Response
- Profitability
- Operational Efficiency
Use of SaaS - A Popular Trend

- facility maintenance services
- work order management
- bill payment services
- HR and staff management
EMaaS Enables A New Reality

- data
- control
- business policy
- energy policy
- optimization

- electricity
- gas
- carbon
- water
What We Do

EnTouch 360 Services
Deployment, monitoring, 24/7 support, and lifecycle asset management

Building Controls
Wireless M2M control & metering - HVAC, Refrigeration, Lighting, Energy

Analytics
Web dashboards, apps, and customized reporting for our customers

Energy Services
Demand Response, Peak Management, Bill Management
Hardware - Controls And Monitoring

**EnTouch One**
What it does
Full-feature HVAC controller
Communication options
Wi-Fi, Ethernet, or cellular

**EnTouch Pro**
What it does
Motion sensing HVAC control
Communication options
Wi-Fi networking

**Lighting Control**
What it does
Building light control
Features
Schedule, motion control, logic control

**Sensor Module**
What it does
Analog & digital sense
Features
Gas & water metering, temperature & status sense

**Energy Monitor**
What it does
Utility grade energy meter
Features
Universal range, sub metering, power quality

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A SaaS Platform That Delivers

**Deployment Management Suite**
- Cloud based policy configuration, installation, site quality control and documentation tool set for commercial IoT system.

**Asset Health Maintenance Suite**
- Rules engine utilizes telemetry and event processing to monitor system health, provide diagnostic information, and prescribe resolution and/or generate service tickets.

**Automation Suite**
- Automation tool set for remote asset testing, business operations assistance, global configuration management.

**Energy Services Suite**
- Automated demand response, peak management, measurement and verification, billing data management system.

**Analytics and Reporting Suite**
- Asset management and benchmarking, ROI tracking, capital planning, business efficiency and sustainability.
Provided As A Service

- managed deployment
- asset health management
- rules & workflow
- staffed 24/7
- ensured success