The Evolving Role of Energy Companies in SHEMS

Michael Wajsgras
Executive Director of Digital, Innovation & Growth
Constellation
Exelon: A Fortune 100 Company Creating Value Across All Aspects of Energy

$23B
Being invested in utilities through 2022.

$51M
In 2018, Exelon gave approx. $51 million to charitable and community causes.

10M
Six utilities serving 10M electric and gas customers, the most in the U.S.

240,000
Employee volunteer hours.

$35.9B
Operating revenue in 2018.

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Constellation: Competitive Energy Solutions

Energy Supply
- America’s largest energy supplier
- Serve all major energy choice markets
- Over 1.8M customers
- 200K+ business customers

Home Services
- Full-service HVAC business
- Our team is in 1000+ homes per day
- Growing footprint that compliments our energy supply business

Connected Home
- Comprehensive smart home platform
- Provides security, home automation and energy management w/optional professional monitoring
- Integrated, emerging technologies to optimize, comfort, convenience and energy efficiency

Constellation
- Competitive Energy Solutions

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The Energy Landscape is Changing Rapidly

Powered by $25 million, Arcadia Power looks to expand its distributed renewable energy services.

Google, Amazon Seek Foothold in Electricity as Home Automation Grows

Whole Sale Power Prices Relatively Stable in 2017

Meet Inspire: A Shell-Backed Company With a Unique Smart Energy Subscription

Inspire aims to create the world’s first comprehensive “smart energy” experience for the home.
Customer Expectations are Evolving

TODAY

Energy Supply  Analytics  Services  Energy Mgmt & Automation

TOMORROW
SHEMS = Energy Orchestration
What is the SHEMS Customer Value Proposition?

**Improve the comfort, convenience and efficiency of the home, and provide peace of mind knowing that all the home’s major systems are working and being proactively monitored for potential issues.**

Customer Problems SHEMS Can Solve:

- “How much energy am I using and where did it go?”
- “Does my HVAC system have an issue, run inefficiently, or is it due for maintenance?”
- “What changes can I make to lower my energy bill to ____?”
The Smart Home of Tomorrow….Here Today?

- Smart thermostat for electric baseboard
- Central A/C efficiency and fault monitoring
- Multi-sensors report climate and occupancy
- Retrofit for HW heater
- Ductless mini-split AC/Heater controls
- Smart shades and blinds
- Smart vents reduce waste in over heated/cooled rooms
- Smart sprinkler controls
- TOU/Tariff/DR optimization for battery storage, EV charging, etc.
- Smart thermostat optimizes HVAC, monitors for faults and recommends filter replacement
- Water flow monitoring, leak detection and automatic shutoff
- Integrated solar management/microgrid capabilities (battery storage, net-metering, etc.)
- Smart sprinkler controls

Constellation
ENERGY STAR Capable Platform vs. Individual Point Solutions
Our Approach for SHEMS Pilots to Meet Defined Objectives

• The ENERGY STAR SHEMS specification provides an objective framework for customers to evaluate the benefits for Smart Home solutions while creating opportunities for Energy companies to lead adoption of Home Energy Management technology.

• Pilot Objective: Deliver relevant and impactful solutions that deliver on the SHEMS goals and maintain high levels of customer engagement

• Establish the “right” group of stakeholders
  • Customers
  • Policy Makers
  • Utilities
  • Technology Solutions Providers

• Define the Objectives to align with SHEMS framework to obtain insights that shape the future of smart home energy solutions

• Focus on Customer Education to ensure proper level of engagement

• Include solutions that matter to customers
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