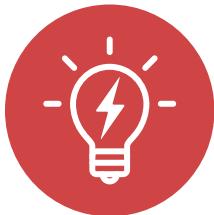




ENTERPRISE CUSTOMER PROCESS

What's it like to be a PlotWatt enterprise customer?



Access Your Electricity Data

Data drives everything at PlotWatt, so the first thing we do of course is look at your data. Authorizing PlotWatt to access your electricity data is quick and easy. We provide a secure portal for you to enter your utility user log-on and password. That's it. Your utility company then begins sending us your smart-meter electricity consumption data. Some utilities start sending data within 2-3 days (this is mostly in CA). Some utilities take several weeks to a month to begin sending data. We have made our end of the process lightning quick, and are working closely with the utilities to help them speed up their process.



Analyze Your Energy Data Using Algorithms

Once data begins flowing from your utility company, PlotWatt analyzes your data using our existing algorithms. Our team of analysts also review your data.

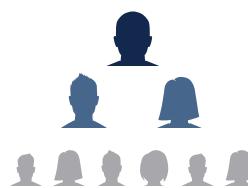


Product Discussion

Once initial data analysis is complete, PlotWatt's Customer Success team will work with your company to share the specific product features relevant to you. In addition, for new industries our team creates models of new product features that might provide additional insight to your team. We are hungry for your team's feedback and use these discussions to build new targeted features to drive value for you.

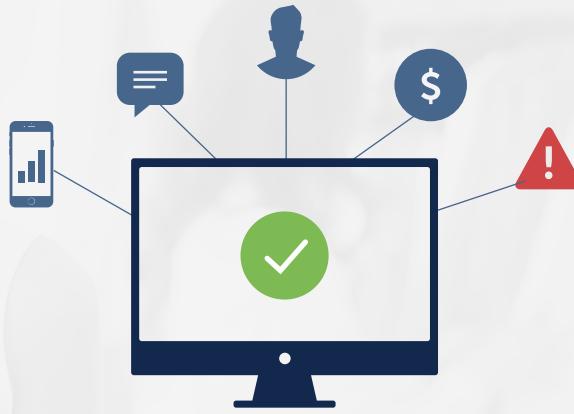
Onboarding

With agreement on the feature set, PlotWatt will conduct a formal onboarding web-conference with key stakeholders and product users. Usually this includes the project sponsor, financial managers, facilities managers, and location managers who will receive many of the targeted messages. Our team will also confirm configuration of your product and specify which team members will receive which messages.



Launch!

Immediately after onboarding access to the product will begin, including access to the dashboard and all of the relevant push notifications.



Get Insight, Empower Managers, and Save Time, Headaches, and Money

Customers frequently tell PlotWatt as soon as product launches that they finally have insight into what's happening with their electricity use! No longer are they beholden to a bill 2 months later or, on the other end of the spectrum, drowning in data from control systems. Facilities immediately begins saving time and headaches because they learn about problems soon after they occur, instead of 45 days later when a high electricity bill surfaces a festering problem at a location. As teams make PlotWatt a part of their process over the first several months, electricity savings increase to 4-6% on average. While most customers purchase PlotWatt for the insights that empower their facilities team, it's nice to have a tool that pays for itself several times over.



PlotWatt is an application that, for the first time ever, small & medium chain businesses can instantly analyze their smart-meter data to find waste and become more profitable. Users are able to enforce standard procedures and lower maintenance costs as well.

Let PlotWatt manage your energy so you have energy to manage your business.

PARTICIPANT REQUIREMENTS PlotWatt is enrolling multi-site businesses that operate a minimum of 25 locations and are willing to enroll at least five in the trial. Before enrolling a business PlotWatt will confirm that the necessary utility data is accessible via the company's online utility account.

PRICING MODEL

1% of your monthly energy bill

for

Unprecedented Insight

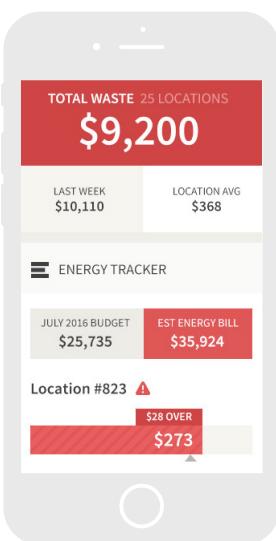
into your bank's energy

&

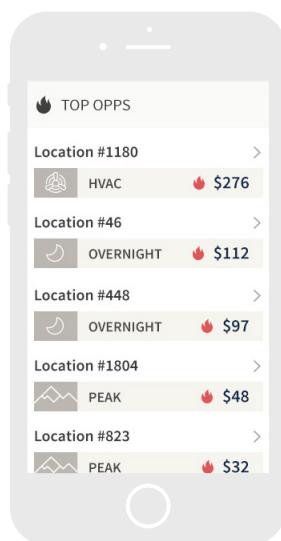
5% Savings

on your energy bill!

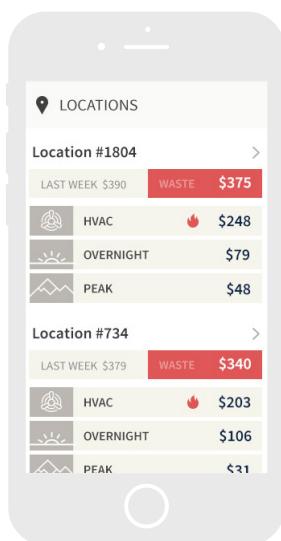
Budget Tracker



Top Opps



Locations



Accounting

TRACK SPEND AND FORECAST BILLS

Managers

STAY ON TOP OF NON-COMPLIANT ENERGY WASTERS AND POTENTIAL SECURITY ISSUES

Operations Team

VISUALIZE STORE-LEVEL OPERATIONS

Getting Started

1

We'll confirm that your business operates in our eligible service regions.

2

You will authorize PlotWatt to receive your utility energy data.

3

We'll ask for your feedback during the trial to help us ensure a great experience.

Your three-month trial begins as soon as we begin receiving energy data from your utility provider, a process that typically takes about two weeks. You can cancel after the trial period ends, but we're confident you'll love what you're seeing and saving with PlotWatt.



PlotWatt is an application that, for the first time ever, uses energy insights to help your business become more profitable by reducing waste. Users are able to enforce standard procedures and lower maintenance costs as well.

Let PlotWatt manage your energy so you have energy to manage your business.

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