



Opportunities in Renewables



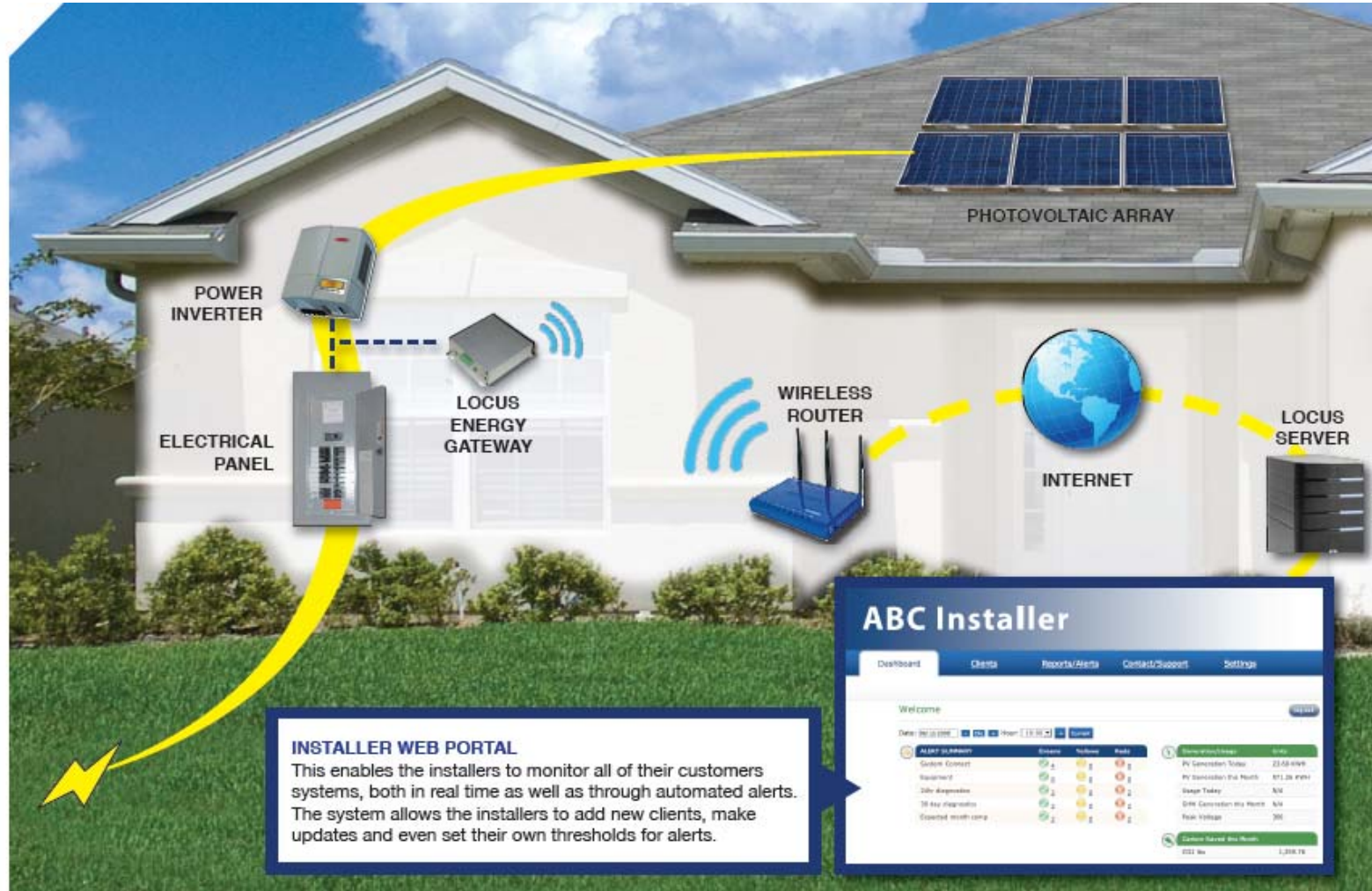
Agenda

- I. Opportunities in Renewables
- II. Overview of Locus
- III. Renewable Sectors
- IV. Choosing an Idea
- V. Getting Started

I. Opportunities in Renewables

- While the market is much more mature than even a few years ago, there are still many opportunities in:
 - High growth areas (solar, energy efficiency, etc.)
 - Support services
 - 'Soft-grid'

II. Locus Overview



II. Key Activities

Hardware certified for ANSI C12.20, Safety and FCC, as of April 2009



Installation with 20+ installers, also a major utility pilot has been completed and is moving forward



New Software launched in Q3 with improved interface and diagnostics



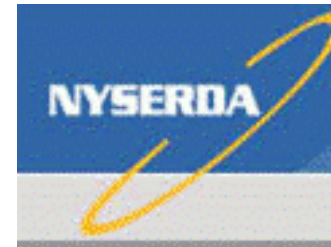
Designated as the sole monitoring provider for 1,000 homes in the CT Solar Lease program



Working with inverter manufacturers to integrate Locus remote monitoring (LGate)

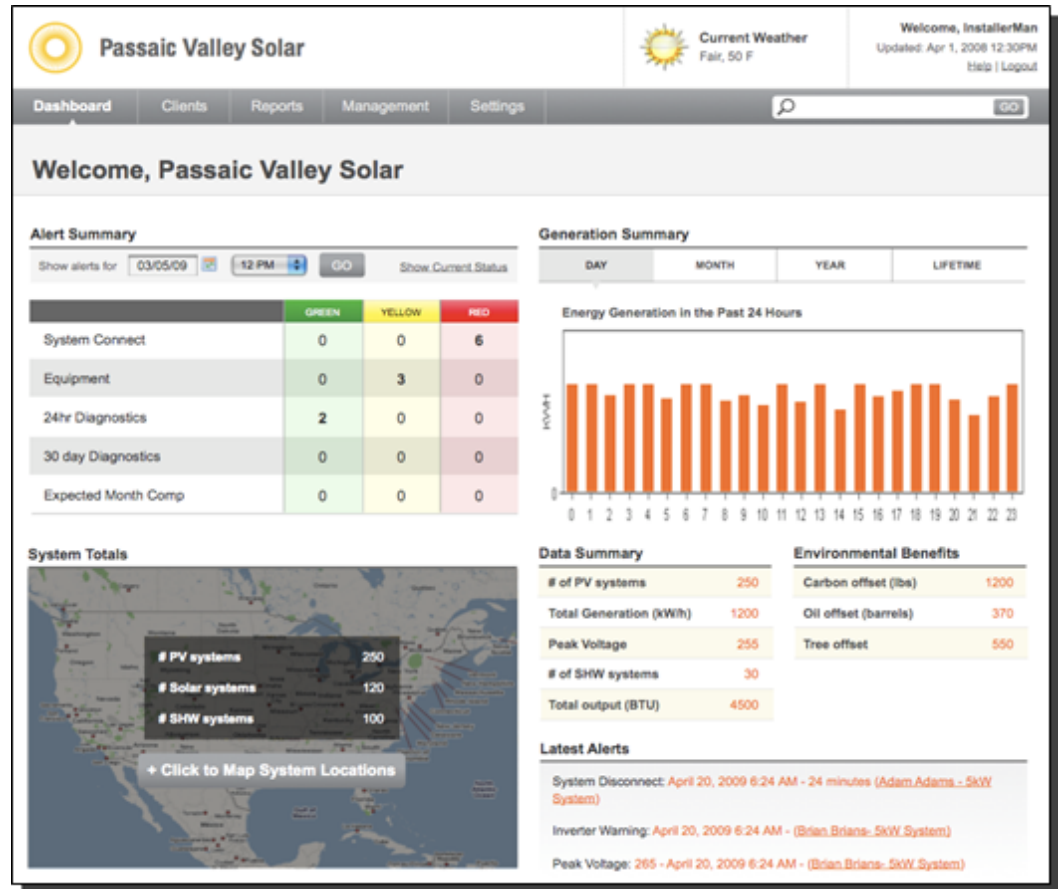


Received a NY State Energy R&D Authority (NYSERDA) grant to deploy 200 systems in NY State



II. Installer Portal

The Dashboard features diagnostic alerts, system performance and mapping capabilities



II. Client Portal

The Client Home screen features a net-meter, system performance and installer selected environmental benefits

The screenshot shows the Passaic Valley Solar Client Portal. At the top, there is a navigation bar with 'Home', 'System', 'Display View', 'Reports', and 'Help'. The main content area is titled 'Welcome, Adam' and includes a 'Select Group' dropdown set to 'group x', a 'View Panel Details' link, and a 'Refresh Data' button. The central feature is the 'Net Meter Status' dashboard, which displays three gauges: 'PV GENERATION' at 10.0 kW, 'ELECTRICITY USAGE' at -13.5 kW, and 'GRID' at 3.5 kW. To the right, there is a 'Generation Over Time' bar chart showing daily kWh production over 23 days. Below the chart is a 'System Summary' table with the following data:

Category	Value
Total PV Generation (kWh)	30
Total Usage (kWh)	10
System size (kW)	10
Type of panels / #	Sunpower 190/20
Inverter type	Sunny boy
Total SHW Output (BTU)	300

Below the summary is an 'Environmental Benefits' section with three icons: '10 LBS CO₂ OFFSET', '12 TREES SAVED', and '33 GALLONS OIL OFFSET'. A 'Messages' section contains a text message about increasing efficiencies. At the bottom left, there is an 'About Passaic Valley Solar' section with an image of a house with solar panels and a text block about the company's focus on efficiency and cost reduction.

II. Custom Hardware: LGate 100

➤ Locus' revenue grade, wireless enabled LGate 100) has these certifications:

- ANSI C12.20 (0.5% Accuracy)
- IEC 61010 (Safety)
- FCC 15 Part B
- IEC 60068-2-27 (Mechanical Shock)
- IEC 60068-2-6 (Mechanical Vibration)
- CFR 47 ANSI C63.4 (Radiated Emissions)

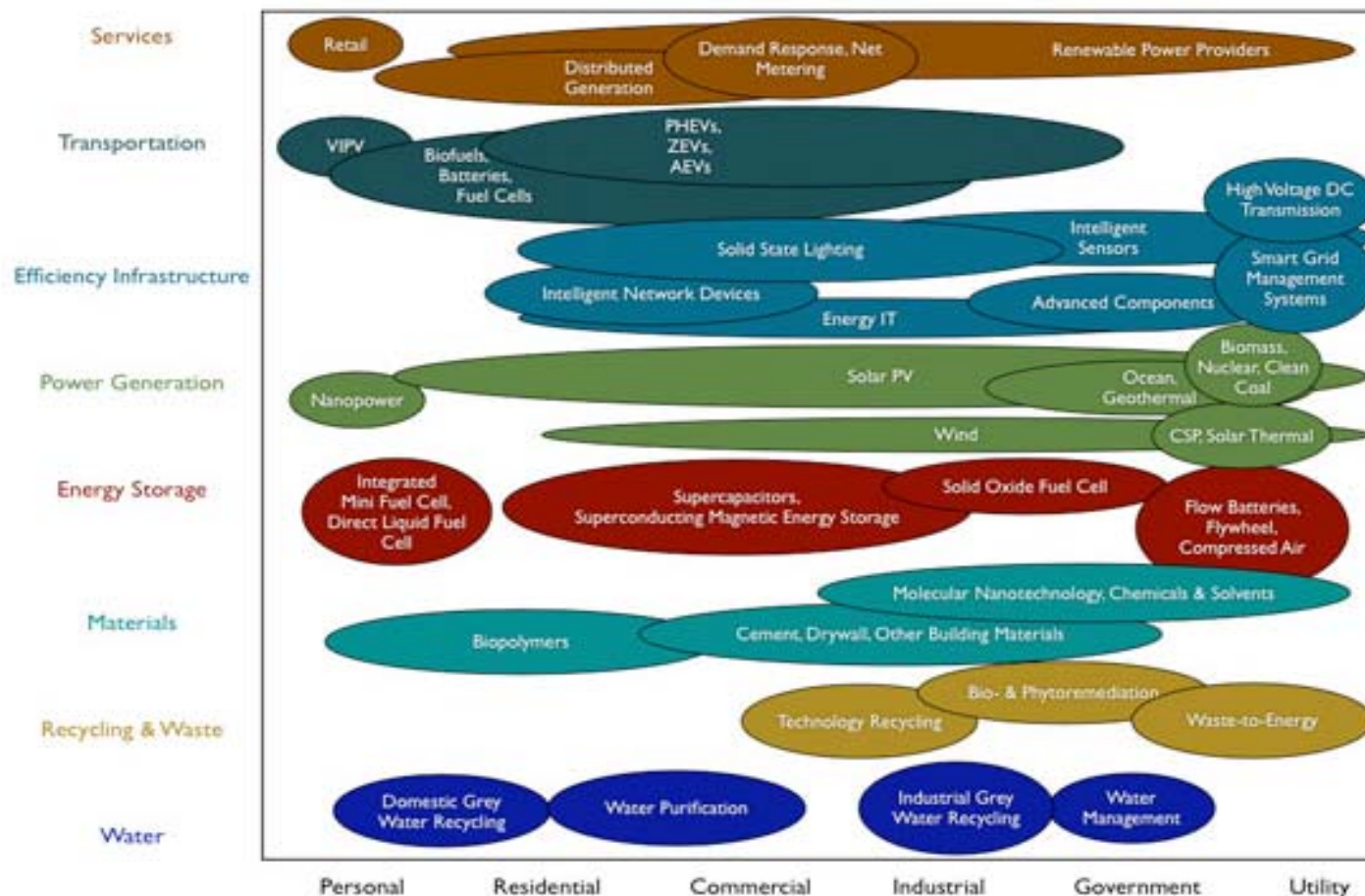
➤ The LGate 100 can simultaneously measure:

- Distributed electrical generation
- Building demand
- Temperature
- Liquid flow
- Third party inputs (e.g. 3-phase power meters or other RS485/232)



III. Renewable Sectors

Below are the general sectors in Renewables. Some are better than others for starting a business now...



IV. Choosing an Idea

- Make sure you like the sector
- Dangers of doing too little research as well as too much
- Benefits/opportunities with government funding (stimulus funds, DOE, state programs, etc.)
- Doing your 'own things' vs. joining a growing start-up
- Risks and rewards

V. Getting Started

- Write an initial business plan
- Understand the market (some areas have much higher barriers to entry than others, e.g. certifications)
- Validate the business
- Prototyping
- Funding (including government)
- Building a team

GOOD LUCK!