



May 22, 2020

ACME
1234 Coyote Lane
Rancho Cucamonga, CA 91730

RE: MicroNOC Preliminary Savings Report

Dear Wile E. ,

Thank you for your recent inquiry of Preliminary Saving Report (PSR) MicroNOC's CVP™ Services.

Based on your monthly utility bill statement, we have analyzed the feasibility of our services, and we are pleased to inform you that your facility is **qualified** for our services.

The Preliminary Savings Report is attached with this letter. The major parameters of the Preliminary Savings Report are as follows:

Site Location: 1234 Coyote Lane

Utility Rate Plan: SCE TOU-8-D

MicroNOC CVP™ Savings Operation Parameters in general:

- Demand Highest Peak Charge (\$/kW) of Utility will be removed up to the Resource Capacity of the CVP™ at the most expensive hours in compliance with Utility Tariffs (Presumably 4-9 pm, daily).
- Energy Highest Peak Charge(\$/kWh) of Utility will be removed up to the Resource Capacity of the CVP™ at the most expensive hours in compliance with Utility Tariffs (Presumably 4-9 pm, daily).
- Upon registration of MicroNOC CVP™ Service, Final Optimized Resource Capacity* will be determined and a Final Savings Report will be issued.

*Resource Capacity means kW capacity of CVP™ mainly consisting of Energy Management System and Energy Storage System.

Savings projection is made under MicroNOC Standard Service Program including the following:

- No purchase or leasing of the equipment is required.
- MicroNOC will install, owns, operates and maintain the equipment system onsite at our own costs.
- MicroNOC provides 25% fixed discount against the Utility Rate (both Demand and Energy Rates) at the most expensive hours. Your business will always save first before paying for MicroNOC service ("Always cash positive!").

Thank you again and we look forward to partnering with you for MicroNOC CVP™ Service.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'Mark Durmisevich'.

Mark Durmisevich
Sales Director
MicroNOC Inc.

PRELIMINARY SAVINGS REPORT

GENERATED 05/22/2020

CUSTOMER ID	RR1234
SALES ID	SAMPLE
LOCATION	Rancho Cucamonga CA 91730
UTILITY RATE PLAN	SCE TOU-8-D
ESTIMATED PEAK DEMAND CONSUMPTION	200 kW
DEMAND CHARGE RATE AT PEAK HOURS	\$ 33 / kW
ESTIMATED PEAK ENERGY CONSUMPTION	31000 kWh
ENERGY CHARGE RATE AT PEAK HOURS	\$ 0.113 / kWh

SCE TOU-8-D Utility Rates and Savings							Project Year	Total
Month	Utility Demand Rate (kW)	Estimated Consumption for Demand(kW)	Total Demand Savings	Utility Energy Rate (kWh)	Consumption Energy(kWh)	Estimated Total Energy Savings		
							1	\$ 75,257.93
							2	\$ 77,515.67
Jan	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	31000	\$ 2,867.81	3	\$ 79,841.14
Feb	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	28000	\$ 2,590.28	4	\$ 82,236.37
Mar	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	31000	\$ 2,867.81	5	\$ 84,703.46
April	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	30000	\$ 2,775.30	6	\$ 87,244.57
May	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	31000	\$ 2,867.81	7	\$ 89,861.90
June	\$ 33.00	200	\$ 6,600.00	\$ 0.11300	30000	\$ 3,390.00	8	\$ 92,557.76
July	\$ 33.00	200	\$ 6,600.00	\$ 0.11300	31000	\$ 3,503.00	9	\$ 95,334.49
Aug	\$ 33.00	200	\$ 6,600.00	\$ 0.11300	31000	\$ 3,503.00	10	\$ 98,194.53
Sept	\$ 33.00	200	\$ 6,600.00	\$ 0.11300	30000	\$ 3,390.00	11	\$ 101,140.36
Oct	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	31000	\$ 2,867.81	12	\$ 104,174.58
Nov	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	30000	\$ 2,775.30	13	\$ 107,299.81
Dec	\$ 7.87	200	\$ 1,574.00	\$ 0.09251	31000	\$ 2,867.81	14	\$ 110,518.81
Subtotal:			\$ 38,992.00			\$ 36,265.93	15	\$ 113,834.37
First Year Total Savings:						\$ 75,257.93	16	\$ 117,249.40
CVP™ Cost of Goods Table							17	\$ 120,766.88
							18	\$ 124,389.89
							19	\$ 128,121.59
							20	\$ 131,965.24
							Total 20 Year Savings	\$ 2,022,208.76
Resource Description		Resource Capacity		Estimated Resource Cost				
BTM-EMS/BTM-ESS		200 kW		\$ 530,000.00				
Solar Photovoltaic		N/A		N/A				
Total Costs of goods for MicroNOC				\$ 530,000.00				

*This Preliminary Savings Projection may be subject to change upon receipt of actual consumption data from Utility (i.e. Green Button Data)