

# Press Release

**Vedero Software and Cirro Energy Services Develop  
Automated Demand Response Solution for Texas Electricity Market**

***Innovative Platform Enables Commercial Building Operators to Generate Revenue  
and Reduce Costs through Emergency and Economic Demand Response Programs***

RICHARDSON, TX and PLANO, TX – September 1, 2010 – Vedero Software and Cirro Energy Services are teaming up to provide commercial building operators with a convenient way to save energy, reduce costs and increase revenue while assisting in handling electricity market emergencies and other strains on the electric grid.

Vedero Software is a leading provider of software for automated demand response, and Cirro Energy Services is an expert in energy management, demand response, and renewable energy consulting services. They have teamed up to provide ways for commercial building operators in the Electric Reliability Council of Texas (ERCOT) market to trim power usage when needed, yet still provide heating and cooling to keep occupants comfortable.

The companies will enable commercial buildings to participate in two types of demand response programs in Texas: 1) emergency-based, grid reliability demand response programs such as the Emergency Interruptible Load Service (EILS) sponsored by ERCOT and 2) demand response programs seeking to reduce load during summer peak demand periods.

ERCOT has allocated \$50 million in 2010 for its EILS demand response program and will provide payments to large electricity users that temporarily curtail use during an electricity market emergency.

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Key demand response programs, aimed at reducing electricity use during summer peak demand periods, will include Commercial Load Management programs sponsored by local utilities, and Cirro Energy Services proprietary Four Coincidental Peaks (4CP) automated service:

<http://www.cirroenergyservices.com/4CP/>

Commercial buildings - including office complexes, hospitals, schools, universities, and data centers - consume more than 40 percent of the electricity in North America, and the operators that manage these buildings are keenly interested in participating in demand response. However, curtailing electricity must be balanced to accommodate the needs of the building occupants.

Vedero Software meets the emerging critical requirement of providing a robust platform that ensures maximization of demand response events, while maintaining occupant comfort through existing Building Automation Systems.

Cirro Energy Services has built a substantial base of intellectual property advising commercial and industrial clients how to optimally participate in demand response programs in electric markets across the nation.

Additionally, Cirro Energy Services leads the market in predicting and informing clients of the likelihood of emergency and economic events occurring so that they can generate maximum revenue and cost savings without disrupting operations. Initial Vedero Software platform integration has already been completed utilizing sophisticated predictive demand response algorithms developed by Cirro Energy Services.

"Our partnership with Vedero Software is a unique and progressive solution," said Michael Cozzi, Director of Cirro Energy Services. "The automation and critical market knowledge delivered through this integration allows our companies to efficiently deliver unique value to the growing commercial sector of the ERCOT market."

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“We are excited to be pairing with Cirro Energy Services to help customers through automating demand response,” said Joe Pollard, CEO, Vedero Software. “We have already implemented the solution in customer environments and are very pleased with the results of the joint solution.”

#### **About Vedero Software**

Vedero Software provides software and services to instrument and automate commercial buildings for energy responsiveness. This enables our customers to generate cash, reduce energy costs, and generate added services to attract and retain tenants, thereby increasing the value of their buildings. Our automated energy management solutions help grid operators supplement, avoid or defer costly investments in generation, transmission and distribution facilities and enhance the reliability of electric power. Our solutions are used by large commercial organizations to automate demand response events in conjunction with their energy provider, and meet their sustainability goals. Visit us at [www.vederosoft.com](http://www.vederosoft.com).

#### **About Cirro Energy Services**

Cirro Energy Services provides industry-leading energy management, demand response, and renewable energy consulting services to large commercial and industrial clients throughout the United States. Cirro Energy Services was founded in 2005, as an affiliate of Cirro Energy. In 2008, Cirro Energy Services was acquired by Dominion Resources, one of the largest energy utilities in North America. With its financial backing from Dominion, Cirro Energy Services continues its growth trajectory into new products, services, electric markets, and partnerships. Since its inception, Cirro Energy Services has assisted its clients with millions of dollars in combined energy cost savings and demand response earnings. Visit us at [www.cirroenergyservices.com](http://www.cirroenergyservices.com).

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