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## **CONSOL Energy Expands EnerNOC Relationship to Include Energy Intelligence Software**

BOSTON, Dec. 05, 2016 (GLOBE NEWSWIRE) -- [EnerNOC, Inc.](#) (Nasdaq:ENOC), a leading provider of energy intelligence software (EIS) and demand response solutions, announced today that CONSOL Energy, which has been a demand response customer since 2014, has expanded its relationship with EnerNOC. CONSOL has purchased EnerNOC's energy intelligence software for 19 of its sites to help better manage energy costs, which account for a substantial portion of the company's operating expenses.

"Energy-intensive organizations look at every opportunity to drive cost out of their businesses. Even though energy can be a significant operating expense, decision-makers and those that are best positioned to impact overall usage and costs have traditionally had very little visibility, particularly with regard to how much demand charges impact overall spend," said Jay Zoellner, Managing Director, Industrial Solutions at EnerNOC. "With EnerNOC's software, our customers are able to apply the same management rigor and cost-control discipline that they do to other major line items."

"For companies like CONSOL, any opportunity to improve energy management can have a direct impact on overall profitability," said Tim Healy, Chairman and CEO of EnerNOC. "Demand response and conservation help businesses decrease electricity use and reduce emissions, which makes good economic and environmental sense for companies like CONSOL. By embracing EIS, CONSOL is demonstrating its commitment to running its operations with an eye towards maximum efficiency and productivity."

Prior to purchasing EIS, CONSOL enlisted EnerNOC's support in conducting an Industrial Energy Intelligence Assessment, a three-step process designed to identify areas of strengths and opportunities for improvement, as well as quantify the potential value that may be available through improved energy intelligence. Details on EnerNOC's Industrial Energy Intelligence Assessment are available at <https://www.enernoc.com/industrial-energy-initiatives>.

### **About EnerNOC**

EnerNOC is a leading provider of energy intelligence software (EIS) and demand response solutions. With capabilities to better address budgets and procurement, utility bill management, facility analysis and optimization, sustainability and reporting, project tracking, and demand management, EnerNOC's SaaS platform helps enterprises control energy costs, mitigate risk, and streamline compliance and sustainability reporting. EnerNOC also offers access to more demand response programs worldwide than any other provider, offering enterprises a valuable payment stream to further enhance bottom line results and utilities and grid operators a reliable, cost-effective demand-side resource. For more information, visit [www.enernoc.com](http://www.enernoc.com).

### **Safe Harbor Statement**

Statements in this press release regarding management's future expectations, beliefs, intentions, goals, strategies, plans or prospects, including, without limitation, statements relating to the Company's future financial performance on both a GAAP and non-GAAP basis, and the future growth and success of the Company's energy intelligence software and demand response solutions, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. Forward-looking statements can be identified by terminology such as "anticipate," "believe," "could," "could increase the likelihood," "estimate," "expect," "intend," "is planned," "may," "should," "will," "will enable," "would be expected," "look forward," "may provide," "would" or similar terms, variations of such terms or the negative of those terms. Such forward-looking statements involve known and unknown risks, uncertainties and other factors including those risks, uncertainties and factors referred to under the section "Risk Factors" in EnerNOC's most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q, as well as other documents that may be filed by EnerNOC from time to time with the Securities and Exchange Commission. As a result of such risks, uncertainties and factors, the Company's actual results may differ materially from any future results, performance or achievements discussed in or implied by the forward-looking statements contained herein. EnerNOC is providing the information in this press release as of this date and assumes no obligations to update the information included in this press release or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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