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## **EnerNOC and Brookfield Global Integrated Solutions (BGIS) Launch Strategic Partnership to Provide Advanced Energy Management to Commercial Buildings**

### **Combined Solution Drives Turnkey Energy Savings Across Broad, Geographically Dispersed Real Estate Portfolios**

BOSTON, Feb. 02, 2017 (GLOBE NEWSWIRE) -- [EnerNOC, Inc.](#) (Nasdaq:ENOC), a leading provider of energy intelligence software (EIS) and demand response solutions, and Brookfield Global Integrated Solutions (BGIS), a leading real estate management services company that manages approximately 300 million square feet of client portfolios across 30,000 locations globally, have entered into a strategic partnership.

EnerNOC and BGIS have teamed up to deliver an integrated energy management and facility optimization solution to multi-site customers across North America. This partnership, which allows BGIS to deliver energy savings at a scale unachievable through a services-alone model, comes on the heels of a successful pilot engagement at a portfolio of retail banking locations, where the combined solution delivered an annualized 25% in energy savings.

Under the terms of the partnership, BGIS will resell EnerNOC's software and, when applicable, retrofit commercial real estate facilities with a monitoring and control platform from EnerNOC's technology partner, ENTOUCH. The software will analyze energy usage across geographically dispersed real estate portfolios. Centrally-located analysts at BGIS' Global Command Center will review optimization opportunities that are automatically surfaced by EnerNOC's software and either make the necessary adjustments remotely or deploy its trained technicians to implement corrective actions on-site. The full-service solution ensures that customers can maximize value with minimal disruption to in-house staff, making it simple for customers to realize meaningful bottom-line savings, improve sustainability outcomes, and ensure sites are operating in compliance with company standards and best practices.

"As a recognized leader in the provision of real estate management services, BGIS' goal is to make sure that buildings are running at optimal efficiency and occupants are comfortable and productive, enabling our customers to focus on running their core businesses," said Gord Hicks, CEO, Americas, BGIS. "After assessing several potential partners, we selected EnerNOC for their industry-leading automated analytics capabilities and ability to offer the building automation system technology and analytics that add value quickly across a broad portfolio of buildings. This robust and cost-effective solution helps us deliver stronger business cases to our customers translating kilowatt hours into real dollars, with a very attractive return on investment. We are so confident that our clients will realize results that BGIS will guarantee energy savings."

"We're excited to partner with BGIS, which has earned the trust of many of North America's largest and most respected organizations through their expertise and exceptional service," said Micah Remley, SVP and General Manager of Software at EnerNOC. "This combined offering enables BGIS to offer a premium, differentiated solution to their customers, further cementing their position as a leading provider of turnkey facility management, while extending EnerNOC's go-to-market channel and exposing more end-users to the power of EnerNOC's software."

"Many companies that have expressed an interest in more sophisticated energy management solutions lack the internal resources to take action on the operational insights that are regularly surfaced through a SaaS application like EnerNOC's energy intelligence software. The partnership between BGIS and EnerNOC makes a great deal of sense because it makes it easy for customers to achieve their expense reduction, asset value creation, or environmental, social, and governance goals," said Rodolphe D'Arjuzon, Research Director at Verdantix, a research firm focused on energy, environmental and sustainability challenges.

"In collaboration with EnerNOC, we provide BGIS with a proven smart building solution that significantly reduces energy costs, optimizes facility efficiency and unlocks hidden savings for their valued customers," said Greg Fasullo, CEO, ENTOUCH. "By integrating our IoT platform and real-time control with EnerNOC's energy intelligence software, we will enable smarter buildings and smarter business decisions for BGIS and their customers which will transform bottom-line operating costs into top-line opportunities."

#### **About Brookfield Global Integrated Solutions**

Brookfield Global Integrated Solutions (BGIS) is a leading provider of real estate management services, including facilities management, project delivery services, energy and sustainability solutions, building performance management, workplace advisory and management, and real estate services. With a combined team of over 7,000 team members globally, BGIS

inspires better business performance across its client's real estate portfolios by developing and implementing real estate and facilities management strategies. Globally, BGIS manages over 300 million square feet of client portfolios across 30,000 + locations in North America, Europe, Australia, New Zealand and Asia.

Further information is available at [www.brookfieldgis.com](http://www.brookfieldgis.com).

BGIS is a subsidiary of Brookfield Business Partners, a business services and industrial company focused on owning and operating high-quality businesses that benefit from barriers to entry and/or low cost production. Brookfield Business Partners is listed on the New York and Toronto stock exchanges (NYSE:BBU) (TSX:BBU.UN).

### **About ENTOUCH**

ENTOUCH is a nationally recognized technology company that leverages a proven internet of things (IoT) platform which enables multi-site companies to make data-driven decisions for smarter buildings. ENTOUCH's integrated, cloud-based software offers rapid deployment and real-time control to enhance customer experience, promote operational efficiency, improve equipment performance, reduce energy cost and increase profitability. For more information, visit [www.entouchcontrols.com](http://www.entouchcontrols.com).

### **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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