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## **EnerNOC and Goby Partner to Offer Industry-Leading Energy Intelligence Software Platform for Commercial Real Estate**

### **Marc Realty & AEW Capital Management are Already Leveraging Joint Solution to Improve Sustainability and Facilitate Reporting**

BOSTON, Nov. 29, 2016 (GLOBE NEWSWIRE) -- [EnerNOC, Inc.](#) (Nasdaq:ENOC), a leading provider of energy intelligence software (EIS) and demand response solutions, and Goby, creator of a smart analytics platform for commercial real estate, announced today the formation of a strategic partnership designed to bring to market an energy intelligence software solution tailored specifically to the commercial real estate (CRE) industry. Under the terms of the partnership, EnerNOC will resell Goby's sustainability and reporting capabilities, and Goby will resell EnerNOC's energy intelligence software packages, as well as leverage EnerNOC's reverse auction platform to help Goby customers buy energy at the best possible price.

The companies have already signed joint deals with Marc Realty and AEW Capital Management, delivering a comprehensive platform that empowers building owners and operators to improve net operating income by reducing operational expenses and dramatically decreasing the amount of time and effort required for robust sustainability reporting.

"More than any other industry, CRE customers understand the direct linkage between strong sustainability scores and maximizing returns on investment. Goby's sustainability reporting capabilities and bill data automation tools were purpose-built to help companies report to leading sustainability standards quickly and easily," said Micah Remley, SVP of Product and General Manager of EnerNOC's EIS Business. "That functionality, coupled with EnerNOC's data analytics platform, gives customers the ability to find meaningful operational savings and ultimately improve sustainability scores. It is a highly compelling value proposition for CRE firms looking for a competitive edge."

"EnerNOC and Goby both have strong reputations as industry leaders in the CRE space, and the early feedback we've received from joint customers confirms that together, we can offer our customers a truly unrivaled opportunity to save time, save money, and increase the overall value of their portfolios," said Chris Happ, CEO of Goby.

The integrated platform streamlines the collection of data necessary to report to ENERGY STAR, Global Real Estate Sustainability Benchmark (GRESB), and Leadership in Energy and Environmental Design (LEED), and also provides the data analytics and tools to improve scores over time. The platform can also accommodate new reporting and benchmarking requirements as they emerge, as well as custom reporting requirements to ensure continuous support of evolving customer needs.

For more information, please visit [www.enernoc.com](http://www.enernoc.com) or [www.gobyinc.com](http://www.gobyinc.com).

#### **About Goby**

Goby is a cloud-based platform that transforms building bill-level insights into portfolio level-value. It captures multiple data sources and distills them into powerful analytics, revealing opportunities, reshaping business strategies and optimizing whole-building and whole-portfolio performance. Our users save time and money as they manage more than 750 million square feet from the cloud. We have been recognized by the U.S. EPA with an ENERGY STAR Sustained Excellence Award and we are proud to be the first GRESB Data Partner as well as an Associate Member. Additionally, we are a LEED Proven Provider, SASB Advisory Partner and WELL Accredited Professionals. In 2015, Goby raised \$5M in series A funding, backed by Toronto-based GreenSoil Building Innovation Fund (GBIF), with participation from existing investor, Second Century Ventures which is the venture arm of the National Association of Realtors®. For more information, visit [www.gobyinc.com](http://www.gobyinc.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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