



## Options for Your Business to Go Green with SCE and Energy Solutions Providers

### New offers to create a cleaner grid of the future — together

Southern California Edison (SCE) is evolving the California electrical grid to a cleaner, more advanced version to support more customer choice with clean energy resource options. We contracted with various energy solutions providers, now available in the Western Los Angeles basin, to help your business better manage its energy use through a variety of non-carbon-emitting clean energy solutions such as energy efficiency, demand response, distributed solar photovoltaic generator, and energy storage.

These energy solutions providers may be reaching out to inform you about their offerings and how they may meet your business needs.

These companies offer clean resource options, which can lessen dependence on natural gas generation in Southern California. In addition to existing SCE customer contracts and programs, these providers' programs, will offer additional options to help SCE's customers manage their electricity needs.

Participation in these solutions may include:

- installing more energy efficient systems,
- shifting electricity use to off-peak times of day, and/or
- installing solar or energy storage to offset your energy use.

The energy service providers under contract with SCE for specific products and services are listed on the back page. Please contact your SCE representative if you have any questions and to identify all the available options to help meet your energy needs.

You may also visit [on.sce.com/businessincentives](https://on.sce.com/businessincentives) for more information on SCE's existing contracts with energy solutions providers, as well as other customer programs and services.

**Customers may also contact  
the Business Customer  
Solutions Team (BCST):  
1-844-834-8761**

**Energy Solutions Providers:  
Advanced Microgrid Solutions  
Generate Capital  
NRG  
Onsite Energy  
Stem  
Sterling Analytics  
SunPower**

**For more information  
about SCE's programs,  
please visit  
[on.sce.com/businessincentives](https://on.sce.com/businessincentives)**

**For more information about dual  
enrollment in Demand Response  
programs, please visit  
[on.sce.com/drpedo](https://on.sce.com/drpedo)**

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## Advanced Microgrid Solutions Tomorrow's energy grid.

Advanced Microgrid Solutions – Armada™ Asset Management Platform combines energy storage & advanced analytics to control energy usage and reduce costs. Fully optimizes solar, storage & other generation assets to drive maximum revenues. Permanent demand reduction and demand response without impacting operations. Performance contracting with guaranteed cost savings and no capital outlay.

Email: [info@advmicrogrid.com](mailto:info@advmicrogrid.com)  
Phone: 415-638-6146  
[www.advmicrogrid.com](http://www.advmicrogrid.com)



The NRG-Lockheed Martin Energy Efficiency program leverages energy efficiency equipment associated with compressed air, refrigeration, lighting and process systems (cooling, heating, and material transport) that will result in decreased energy use for SCE's commercial and industrial customers.

Douglas J. Paschall  
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Phone: 714-704-9058



Onsite Energy provides identification and implementation of energy efficiency projects such as lighting, compressed air, process improvements and HVAC optimization and controls that result in decreased energy use for SCE's commercial and industrial customers.

Richard T. Sperberg  
Email: [rsperberg@onsitenergy.com](mailto:rsperberg@onsitenergy.com)  
Phone: 760-476-4140  
[www.onsitenergy.com](http://www.onsitenergy.com)



Ice Bear, brought to you by NRG, provides energy storage for 5-20 ton commercial air conditioning units. By freezing water at night, it uses the energy stored in ice to cool buildings during peak hours and reduce energy consumption. The storage units are designed to serve all or a portion of the electrical consumption by displacing the AC unit compressors to provide cooling for the sites.

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Email: [thuffman@ice-energy.com](mailto:thuffman@ice-energy.com)  
Phone: 949-351-6752  
[www.nrg.com/icebear](http://www.nrg.com/icebear)



## GENERATE CAPITAL

The Generate Capital Cool2Save program featuring Evaporcool® provides a way to increase the efficiency of existing air-cooled HVAC systems while reducing electrical energy usage. Best suited for users of large packaged rooftop units and air-cooled chillers, Evaporcool's pre-cooling technology reduces peak demand through improving HVAC efficiency.

Steve Dixon  
Email: [sdixon@evaporcool.com](mailto:sdixon@evaporcool.com)  
Phone: 201-706-1020  
[www.evaporcool.com](http://www.evaporcool.com)



Sterling Analytics provides LED lighting retrofits and other solutions including light HVAC with variable frequency drives, damper controls and energy management systems (EMS) to improve energy efficiency and sustainability.

Mike Carella  
Email: [mcarella@sterlingplanet.com](mailto:mcarella@sterlingplanet.com)  
Phone: 608-332-6343  
[www.sterling-analytics.com](http://www.sterling-analytics.com)



NRG Curtailment Solutions' demand response program provides an automated method to reduce the commercial and industrial customers' use of electricity during peak demand periods when needed to support the electrical grid.

Robert Hanvey  
Email: [dr-info@nrg.com](mailto:dr-info@nrg.com)  
Phone: 877-711-5453  
[demandresponse.nrg.com](http://demandresponse.nrg.com)



Stem provides energy storage and energy management solutions to help customers reduce consumption of electricity from the grid, manage load in support of SCE's demand response programs, and monitor real-time energy use.

Email: [info@stem.com](mailto:info@stem.com)  
Phone: 415-937-7836  
[www.stem.com](http://www.stem.com)



SunPower installs onsite solar power systems that will help reduce the overall energy consumption from the grid.

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Phone: 510-260-8599  
[www.sunpower.com](http://www.sunpower.com)



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