

# Vigilent™

**Intelligent Energy Management Systems**

*(formerly Federspiel Controls)*

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# Vigilent™ Solutions

Vigilent provides intelligent energy management systems for data centers, telcos and buildings

- Continuous, real-time monitoring
- Dynamic, automated control
- AI engine: sophisticated predictive capabilities
- Cloud-based aggregation and learning with location-specific recommendations

*Transform cooling/heating into a managed resource*

# Vigilant Benefits

- **Continuous visibility for informed decisions**
  - Improved planning, options, capacity, growth
- **Energy savings**
  - Cuts heating and cooling costs up to 50%
- **A green solution**
  - 50% energy savings = 50% reduction in GHG emissions
- **Greater uptime and resiliency**

*Results are visible within days of installation*

# 2 Million Square Feet and Growing



Human Energy™



U.S. DEPARTMENT OF ENERGY



Delivering more than power.™



State of California Franchise Tax Board

STANFORD UNIVERSITY

HARVEY MUDD COLLEGE



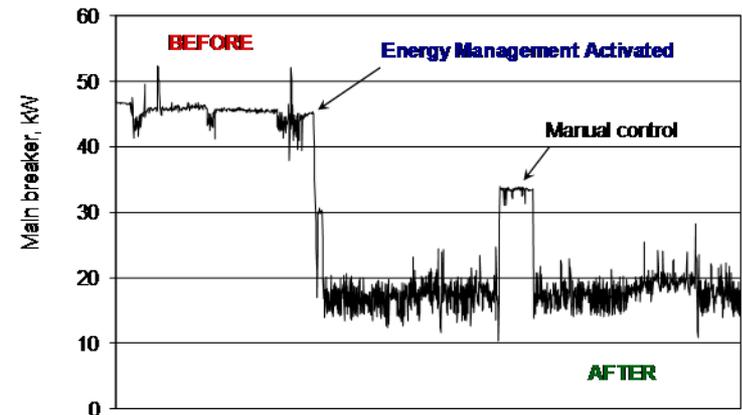
The New York Times

# Company Timeline

- Founded 2004 by Dr. Clifford Federspiel
- PIER funding in 2005, 2006 : IEC, DART
- First Commercial deployment in 2007
- PIER funding in 2008: Cal Poly, FTB
- First data center deployments in late 2008
- PIER funding in 2010: DOE, State of CA

# California State Data Centers

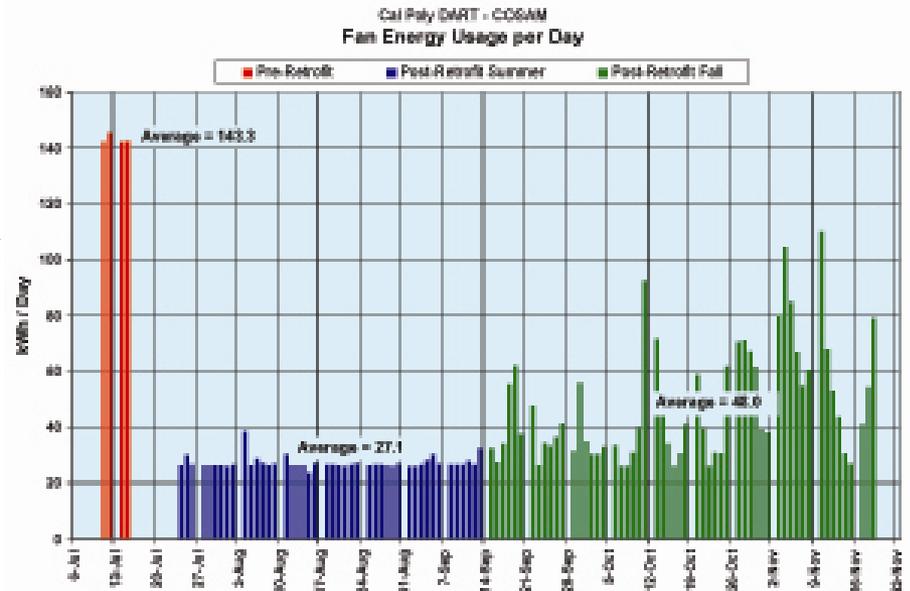
- Eight data centers in California
  - OTech/Gold Camp, Water Resources Board, Caltrans, Franchise Tax Board, Employment Development Division, Ziggurat/DGS, Secretary of State
- California saves...
  - 1.6 million kWh/year
  - 840,000 lbs. CO<sub>2</sub>/year
  - \$150,000 per year



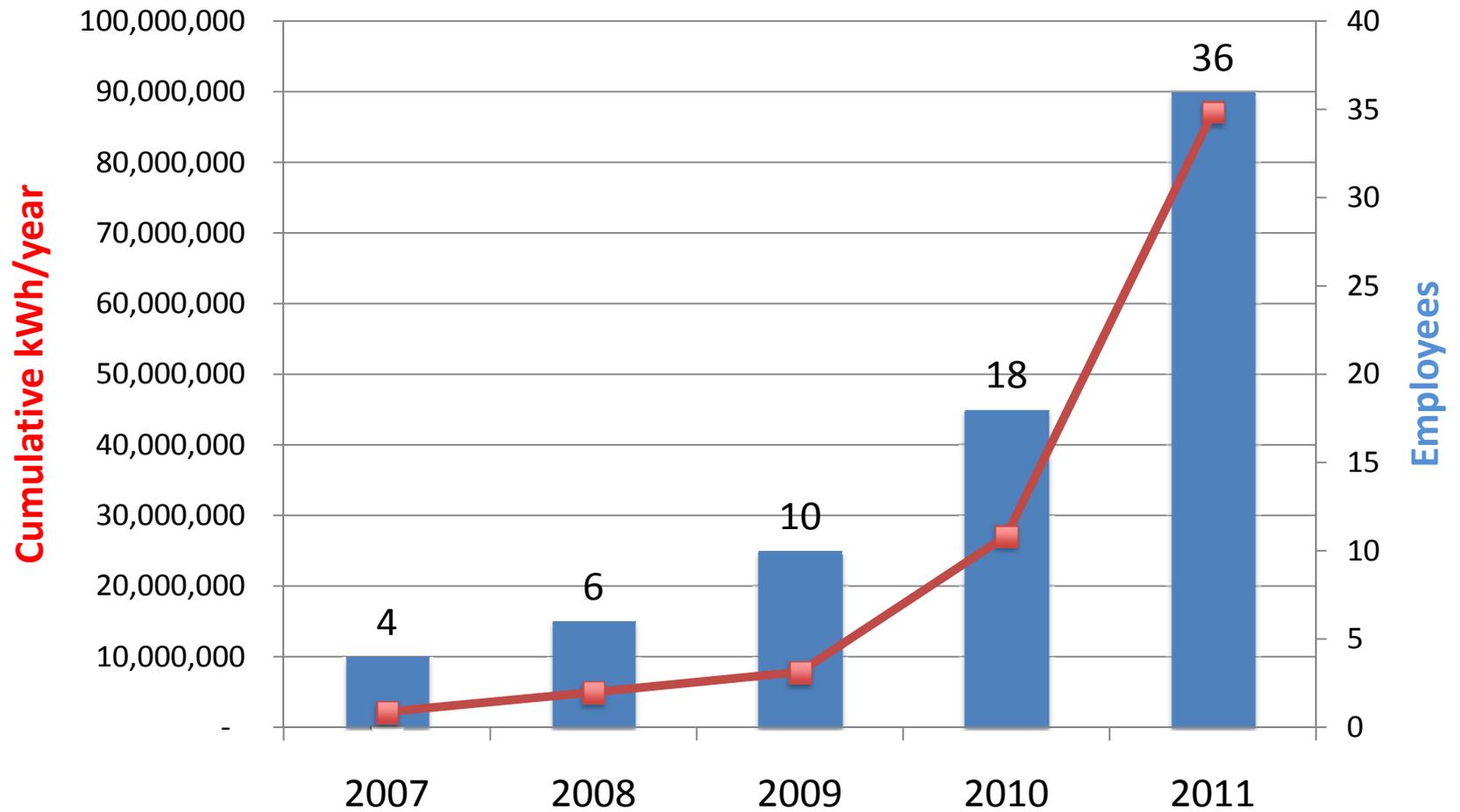
*18% - 43% cooling energy reduction*

# California State Buildings

- 12 buildings in California
  - Cal Poly SLO, San Diego State University, UC Berkeley, UC Santa Barbara
- California saves...
  - 1.4 million kWh/year
  - 108,000 therms/year
  - 2.2 million lbs. CO<sub>2</sub>/year



# Real Savings



# Real ROI from PIER

- Rapidly Growing Revenues
  - \$600K investment delivers \$16M cumulative revenue
- Profitable
  - Cash flow positive in 2010, profitable in 2011
- Quality, High Tech Jobs
  - Local manufacturing and suppliers, export customers
- Direct Savings to State
  - Real energy savings, improved reliability and comfort

# Vigilent™

## Intelligent Energy Management Systems

**Vig•i•lent / □vijələnt/**

*Adjective: Intelligently keeping careful watch for possible danger or difficulties*