



Smart Thermostats for Smart Low- Income Programs

Nest vision and strategy - today

To create a home that takes care of itself and the people inside it.



The thermostat that programs itself then pays for itself.



The security camera that lets you know what's going on, wherever you are.



The smoke alarm that tells you what's wrong, whether you're home or away.

Nest Home App Experience

Consumer, Enterprise & Developer Services



ENERGY



SECURITY



SAFETY

The Energy Burden for Low Income Households is high.....

2-3X

Traditional Weatherization Addresses Envelope, Appliances

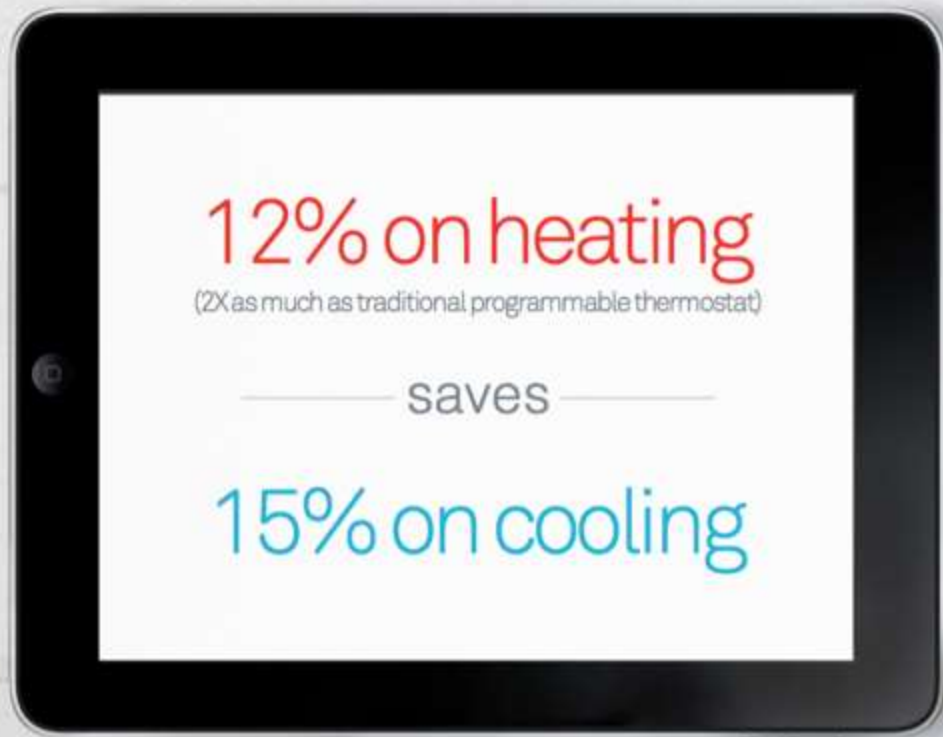


Need to add smart controls!



We have proof.
nest.com/realsavings

\$130 to \$145
average savings a year

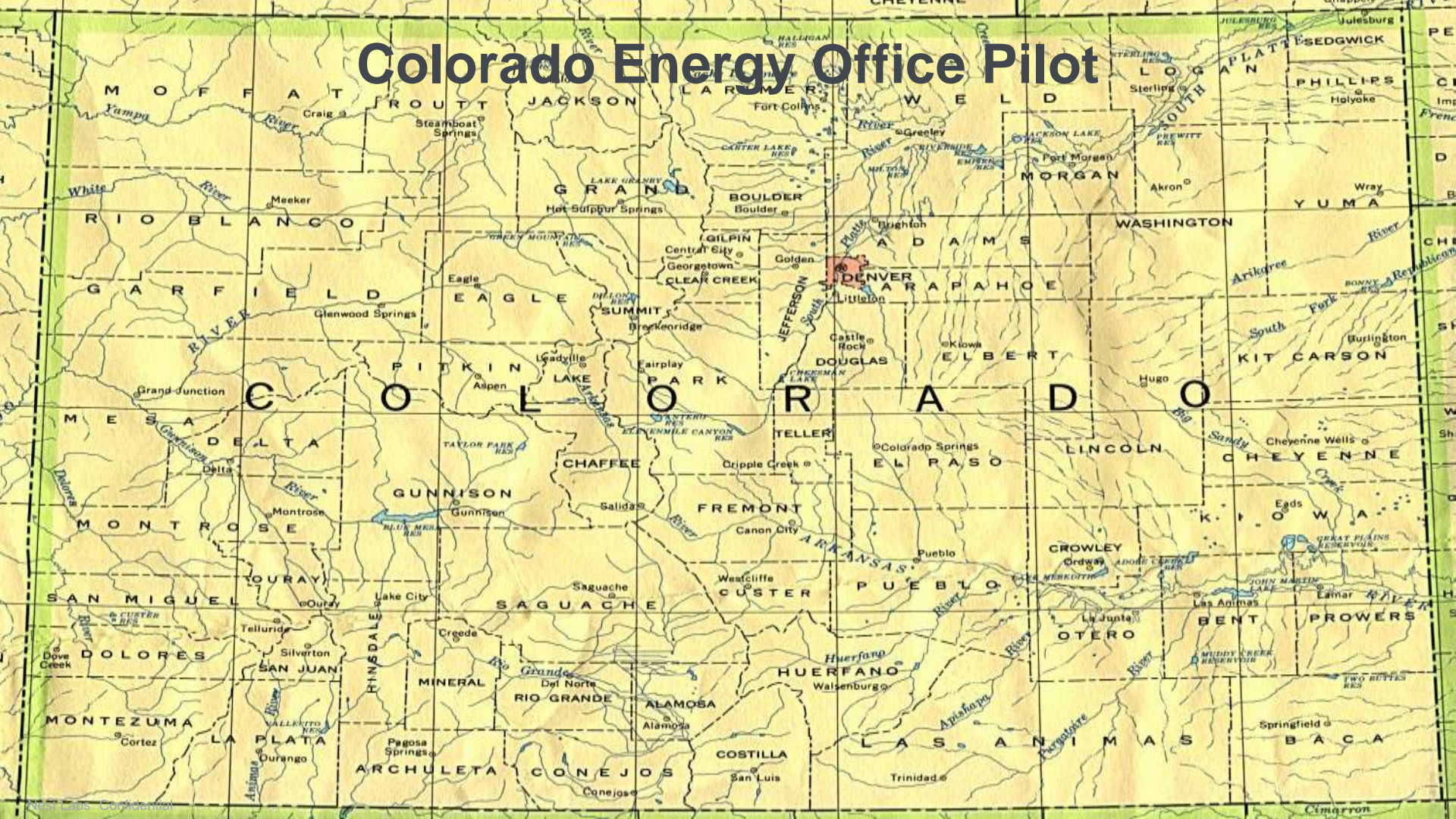


Based on independent studies by  Energy Trust of Oregon and  VECTREN and  NIPSCO

States and Utilities Starting to Experiment



Colorado Energy Office Pilot



Colorado Results

- 165 thermostats installed in Year 1
- 75% of homes have WiFi
- 50% of homes willing to connect to Smart Phone

Tucson Electric Pilot for Multi-Family



- Almost 5000 units in MF
- Install done by landlords
- Benefits for TOU rates

PSE&G



NJ BPU just approved a \$1 million pilot for Low-Income Multi-family residences.

Nest Introduces the Thermostat-E...

Nest Thermostat E

E for Everybody!



Nest Thermostat E

Lower-Cost!



Nest Thermostat E

Easy to Use!



Nest Thermostat E

White blends in!



Nest Thermostat E

Perfect for Low-
Income Programs!



See me after class....

Rick Counihan

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