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## EnerNOC Surpasses 2,000 Site Milestone for EfficiencySMART

### Company Now Manages More Than 200 Million Square Feet With Its EfficiencySMART Insight Application

BOSTON, MA -- (Marketwire) -- 06/28/12 -- [EnerNOC, Inc.](#) (NASDAQ: ENOC), a leading provider of energy management applications for the smart grid, today announced that more than 2,000 sites across more than 250 customers are now actively managing their energy consumption with EfficiencySMART, EnerNOC's suite of software and services for delivering continuous energy savings to commercial, institutional, and industrial customers. Across those accounts, EnerNOC has identified more than 500,000,000 kilowatt hours of savings annually, translating to more than \$50 million in savings per year.

"The first half of 2012 has marked the most successful period for EnerNOC's EfficiencySMART adoption to date. We're seeing strong customer appetite for the mix of energy efficiency technology, market expertise, and services that EnerNOC is uniquely positioned to provide," said Gregg Dixon, Senior Vice President of Marketing and Sales. "Our solutions are continuing to deliver the results that customers care about most -- dollar savings to the bottom line."

Commercial property companies, school districts, colleges and universities, state and local governments, supermarkets and retailers, and industrial facilities accelerated adoption of EnerNOC's EfficiencySMART technology and services in the first half of 2012. These latest additions bring the total square feet under management through EfficiencySMART Insight to 202 million.

"Before working with EnerNOC, we had very limited data about what was going on inside our buildings," said Al Scaramelli, Senior Vice President at Beacon Capital Partners, one of EnerNOC's commercial real estate customers. "The results since have been amazing. We've been able to save several million dollars a year."

EfficiencySMART delivers a full lifecycle energy efficiency solution, from strategic planning to data-driven continuous tuning of facilities. The product suite includes:

- *EfficiencySMART Plans* help companies design strategic energy management programs, such as defining corporate energy reduction targets or implementing ISO 50001 standards in their organization.
- *EfficiencySMART Audits*: With more than 150 certified energy managers on staff, EnerNOC delivers ASHRAE-level I, II, and III audits to institutional and industrial customers and provides facility energy surveys for industrial customers.
- *EfficiencySMART Assessments* provide targeted recommendations for savings at the equipment-, process-, or system-level.
- *EfficiencySMART Commissioning* provides a full-building tune up for existing buildings (retro-commissioning) or ensures new buildings are constructed to maximize efficiency (new building commissioning).
- *EfficiencySMART Insight* is a software-as-a-service solution that delivers energy-related data profiling, dashboards, automated fault detection and diagnostics, reports, and scorecards of energy savings measures by integrating with commodity meters (e.g., electric, gas, water) and/or building management systems. Add-on features for EnerNOC's EfficiencySMART Insight application include EnerNOC's bill management solution and carbon tracking module.

"Across our network of EfficiencySMART Insight customers, over 80 percent of savings we've identified to date have been no cost or low cost measures with less than a one-year payback," added Dixon. "As businesses fight to expand and meet financial goals, sustainable energy savings offer a distinct competitive advantage."

To learn more about EnerNOC's EfficiencySMART products, visit <http://www.enernoc.com/for-businesses/efficiencysmart>.

#### *About EnerNOC*

EnerNOC unlocks the full value of energy management for our utility and commercial, institutional, and industrial (C&I) customers by reducing real-time demand for electricity, increasing energy efficiency, improving energy supply transparency in competitive markets, and mitigating emissions. We accomplish this by delivering world-class energy management applications including DemandSMART™, comprehensive demand response; EfficiencySMART™, continuous energy savings; SupplySMART™, energy price and risk management; and CarbonSMART™, enterprise carbon management. Network Operations Center (NOC) continuously supports these applications across thousands of C&I customer sites throughout the world. Working with more than 100 utilities and grid operators globally, we deliver energy, ancillary services, and carbon mitigation resources that provide cost-effective alternatives to investments in traditional power generation, transmission, and distribution. 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 future growth and success of the Company's energy management applications and services, and the ability of customers to derive benefits from those applications and services, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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, EnerNOC'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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