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EnerNOC Acquires Leading Customer Engagement Software Provider for Utilities

Acquisition of Pulse Energy Creates Best-in-Class Platform for Utilities to Engage Customers From the Largest Enterprises to the Smallest Businesses

BOSTON and VANCOUVER, British Columbia, Dec. 2, 2014 (GLOBE NEWSWIRE) -- [EnerNOC, Inc.](#) (Nasdaq:ENOC), a leading provider of energy intelligence software (EIS), and Pulse Energy, a leader in customer engagement software for the utility industry, today announced that EnerNOC has acquired Pulse Energy to help utilities better engage all of their commercial and industrial customers, from small businesses to the largest enterprises.

"Forward-thinking utilities are striving to be trusted energy advisors to their customers by delivering tools that provide greater visibility and control over energy use. The combination of EnerNOC and Pulse Energy will offer utilities the only integrated platform purpose-built to engage utilities' entire commercial and industrial customer base," said Tim Healy, Chairman and CEO of EnerNOC. "This acquisition strengthens EnerNOC's software product offerings for utilities and significantly increases our addressable market."

Pulse Energy's software enables utilities to deliver targeted energy saving recommendations in a branded environment, catered to each customer's unique profile, including business type, location, and energy use. It has detailed analytics models for over 100 commercial customer market segments and is currently deployed by utilities in North America, Europe, and Australia, including BC Hydro, British Gas, Ergon Energy, FortisBC, and Pacific Gas & Electric. Together, EnerNOC and Pulse Energy serve 54 utilities worldwide.

With the new combined software solution from EnerNOC, utilities will be able to:

- Improve customer satisfaction and brand loyalty
- Capture the full value of demand-side flexibility with a suite of demand response products
- Achieve energy efficiency targets
- Increase cross-sell effectiveness
- Reduce cost to serve and increase operational efficiency

"The integration of EnerNOC and Pulse gives utilities a single platform to deliver unparalleled value to their entire commercial and industrial customer base," said David Helliwell, Co-Founder and CEO of Pulse Energy. "This partnership brings together two companies that have a long-standing, proven track record delivering high quality products and services to utilities and their customers. EnerNOC's experience engaging large C&I customers, coupled with Pulse Energy's success in delivering customized, actionable energy intelligence to small and medium enterprise customers makes us a one-stop shop to meet utilities' needs."

"Today's utilities are looking for new and creative ways to engage with their customers and foster brand loyalty. With utility executives increasingly focused on customer satisfaction, there's a growing need for solutions that can tie in energy management with customer engagement," said Brett Feldman, Senior Research Analyst at Navigant Research.

The acquisition will be dilutive to EnerNOC's earnings in 2014 and 2015 as the Company plans to make investments in its utility offerings as part of the integration. To learn more about EnerNOC's solutions for utilities, go to: <http://www.enernoc.com/for-utilities>

About Pulse Energy

Pulse Energy is the global leader in energy intelligence for utilities' commercial customers, helping utilities to meet regulated efficiency targets, boost customer satisfaction, and cross-promote other programs and services. This is achieved through the Pulse™ Platform: a scalable software solution for utilities' commercial businesses that delivers detailed energy intelligence to help improve performance, engage occupants, and accurately measure and verify energy usage and performance. The platform was built for utility-grade security and scalability, hosting over a million businesses in the system. Learn more at www.pulseenergy.com.

About EnerNOC

EnerNOC is a leading provider of cloud-based energy intelligence software (EIS) and services to thousands of enterprise customers and utilities globally. EnerNOC's EIS solutions for enterprise customers improve energy productivity by optimizing how they buy, how much they use, and when they use energy. EIS for enterprise includes supply management, utility bill management, facility optimization, visibility and reporting, project management, demand management, and demand response. EnerNOC's EIS solutions for utilities help maximize the value of demand-side resources, including fully outsourced and utility-managed demand response and energy efficiency programs that drive customer engagement. EnerNOC supports customer success with its world-class professional services team and a Network Operations Center (NOC) staffed 24x7x365. For more information, visit www.enernoc.com.

The EnerNOC, Inc. logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=5804>

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 EnerNOC's vision for EIS, EnerNOC's ability to help enterprises control costs and stay competitive in an increasingly global marketplace, the ability of the acquisition to deliver value to EnerNOC's utility customers, and the acceleration of EnerNOC's product roadmap, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. Such forward-looking statements involve known and unknown risks, uncertainties and other factors including risks relating to any unforeseen changes to or the effects on liabilities, future capital expenditures, revenue, expenses, synergies, indebtedness, financial condition, losses and future prospects; failure to consummate or delay in consummating the transaction; our ability to retain key executives and employees; slowdowns or downturns in economic conditions, relationships with strategic partners, the presence of competitors with greater financial resources than ours and their strategic response to our products; and our ability to successfully integrate World Energy and the associated technology and achieve operational efficiencies, as well as 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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