

# Efficiency Smart Program Comparison

|  | Guaranteed Performance Services   |   |   |  | Community "A La Carte" Services |  |  |                          |   |
|--|---|---|---|--|---------------------------------|--|--|--------------------------|---|
|  | Enhanced<br>(1.0% annual<br>municipal<br>electric<br>retail sales<br>reduction) | High<br>(0.5% annual<br>municipal<br>electric<br>retail sales<br>reduction) | Basic<br>(0.25% annual<br>municipal<br>electric<br>retail sales<br>reduction) | Custom<br>Commercial<br>and Industrial<br>(0.5% annual<br>C&I retail sales<br>reduction) | Business<br>Energy<br>Rebates   | Residential<br>Online<br>Lighting<br>Store | Residential<br>Efficient<br>Appliances | Home<br>Energy<br>Audits | Commercial<br>and Industrial<br>Energy Audits |
| <b>Markets served</b>  |   |   |   |  |                                 |  |  |                          |   |
| Residential  | ✓   | ✓   | ✓   |  |                                 | ✓  | ✓                                      | ✓                        |   |
| Commercial   | ✓   | ✓   | ✓   | ✓  | ✓                               |  |  |                          | ✓   |
| Industrial   | ✓   | ✓   | ✓   | ✓  | ✓                               |  |  |                          | ✓   |
| Municipal  | ✓   | ✓   | ✓   | ✓*   |                                 |  |  |                          | ✓   |
| <b>Features</b>  |   |   |   |  |                                 |  |  |                          |   |
| Branding Partnership   | ✓   | ✓   | ✓   | ✓  | ✓                               | ✓  | ✓                                      | ✓                        | ✓   |
| Periodic Performance Reports                                       | ✓   | ✓   | ✓   | ✓  | ✓                               | ✓  | ✓                                      | ✓                        | ✓   |
| Ability to Add Services Once Underway                              | ✓   | ✓   | ✓   | ✓  | ✓                               | ✓  | ✓                                      | ✓                        | ✓   |
| MWh Savings Targets  | ✓   | ✓   | ✓   | ✓  | ✓                               | ✓  | ✓                                      |                          |   |
| Custom and Prescriptive Financial Incentives                       | ✓   | ✓   | ✓   |  |                                 |  |  |                          |   |
| Custom Only Financial Incentives                                   |   |   |   | ✓  |                                 |  |  |                          |   |
| Prescriptive Only Financial Incentives                             |   |   |   |  | ✓                               | ✓  | ✓                                      |                          |   |
| Online Access for Relevant Forms                                   | ✓   | ✓   | ✓   |  | ✓                               | ✓  | ✓                                      |                          |   |
| Account Management Services  | ✓   | ✓   | ✓   | ✓  |                                 |  |  |                          |   |
| Technical Services   | ✓   | ✓   | ✓   | ✓  |                                 |  |  | ✓                        | ✓   |
| Community Outreach Services  | ✓   | ✓   | ✓   |  |                                 |  |  |                          |   |
| Community Service Organization Partnerships                        | ✓   | ✓   | ✓   |  |                                 |  |  |                          |   |
| Community-Specific Delivery Strategy                               | ✓   | ✓   | ✓   | ✓  |                                 |  |  |                          |   |
| Coordinate Marketing and Promotional Activities With Local Utility | ✓   | ✓   | ✓   | ✓  | ✓                               | ✓  | ✓                                      |                          |   |
| Savings Guarantee  | ✓   | ✓   | ✓   | ✓  |                                 |  |  |                          |   |
| Saving Verification  | ✓   | ✓   | ✓   | ✓  |                                 |  |  |                          |   |
| Savings Review   |   |   |   |  | ✓                               | ✓  | ✓                                      |                          |   |
| Potential to Bid into PJM Forward Capacity Market                  | ✓   | ✓   | ✓   | ✓  |                                 |  |  |                          |   |

\*special pricing