

Smart Homes and Energy Efficiency

E Source | Denver, CO | September 2018

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ABOUT EXELON

34,529
EMPLOYEES

210,196
EMPLOYEE VOLUNTEER HOURS



8.9
MILLION
ELECTRIC
UTILITY
CUSTOMERS

1.3
MILLION
NATURAL GAS
UTILITY
CUSTOMERS

2
MILLION
COMPETITIVE
RETAIL
CUSTOMERS



By the Numbers

\$33.5
BILLION IN OPERATING REVENUES

\$116.7
BILLION IN ASSETS

\$5.3
BILLION INVESTED IN UTILITIES IN 2017

~\$2
BILLION SPENT WITH
DIVERSITY-CERTIFIED SUPPLIERS

532 MW
SOLAR GENERATION CAPACITY IN 12
STATES AND THE DISTRICT OF COLUMBIA
AT 447 LOCATIONS

961 MW
WIND GENERATION CAPACITY IN 11 STATES,
832 WIND TURBINES, AT 42 WIND FARMS

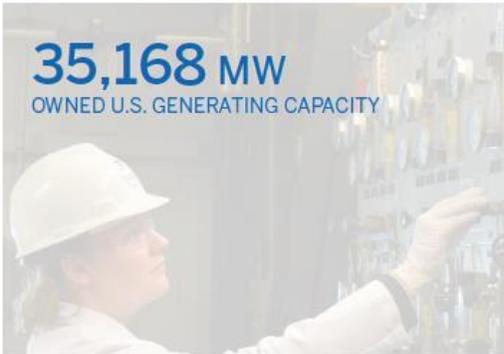


11,472
MILES OF ELECTRIC TRANSMISSION

25,590
SQUARE MILES OF COMBINED
UTILITY SERVICE TERRITORY



35,168 MW
OWNED U.S. GENERATING CAPACITY



ONLY UTILITY ON THE
FORTUNE 100 LIST

12 CONSECUTIVE YEARS ON
DOW JONES SUSTAINABILITY
NORTH AMERICA INDEX

Customer Centric

SMART HOME



Lifestyle Shift



The Customer Experience

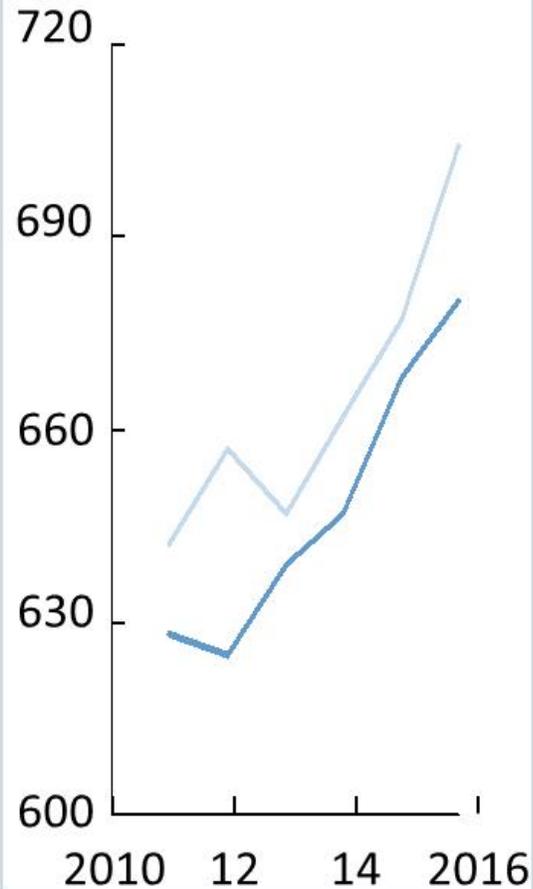
Premier experience

Deliver a proactive, seamless, and personalized experience, adapting to changing customer needs



Why do we need to raise our game?

Bar keeps rising: J.D. Power scores



Customer expectations shaped by others



New entrants interacting with our customers



Future customer needs will be different



Smart Home EVOLUTION

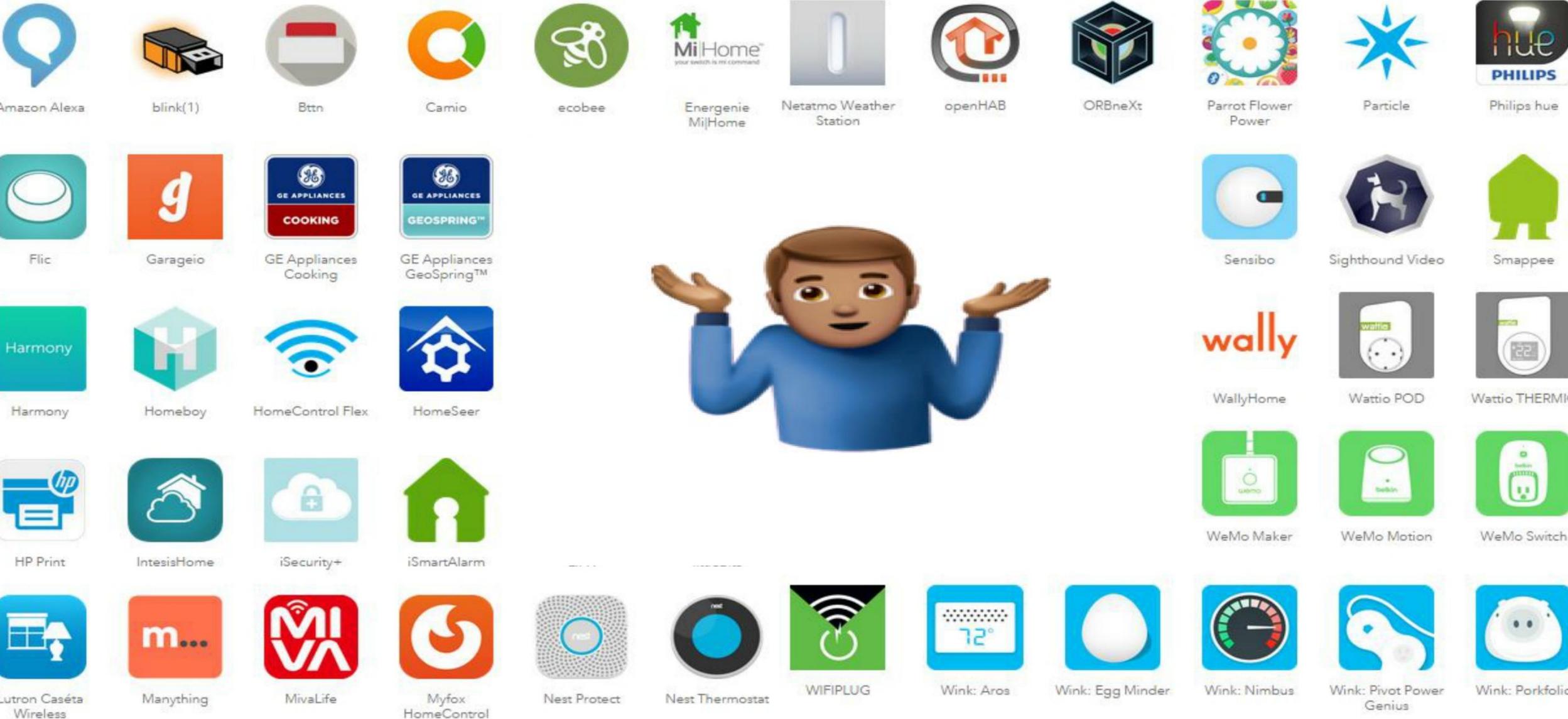
2002



2018



Smart Home Brands



Smart Home Pilots

- Home with connected devices (lighting, thermostats, speakers, sensors, plugs, etc.)
- Controlled via multiple or single smart phone “apps”
- All connected devices working together to achieve a function (i.e. comfort, convenience, energy savings)
- Typically involves a centralized “brain” orchestrating the operation



Potential Benefits

Energy Savings through Automation

- Motion sensors, turn off lights when area is vacant
- Put house into “sleep” mode when unoccupied
- Limit HVAC run-times if doors/windows left open

Behavioral Savings through Monitoring

- You leave your exterior lights on all night, consider dimming them 10% after midnight
- Your old fridge uses a high amount of electricity, consider recycling

Grid Benefits through Utility Control

- Demand response control of higher load devices
- TOU rate engines



Meaningful Interactions

- *“Alexa, am I on track for a high bill?”*
- *“Alexa, give me an energy savings tip”*
- *“Alexa, what is my bill balance?”*



Alexa, how can I reduce my energy bill?

You can save energy by turning down your thermostat.

if this then that

