



Fierce Innovation Awards: Energy Edition Recognizes Greenlots' SKY Smart Charging™ Platform
For Enabling Electric Vehicles to be a Grid Resource to Utilities in Demand Response Programs

SAN FRANCISCO – October 2, 2014 – Greenlots announced today that it has been selected as a winner in this year's Fierce Innovation Awards: Energy Edition, a utility-reviewed awards program from the publishers of *FierceEnergy* and *FierceSmartGrid*. Greenlots was recognized as a "Best in Show: Most Impressive Cost Saver" winner in the category of Electric Vehicles.

Greenlots was selected as a winner for its innovative, industry-leading product, SKY Smart Charging™ platform. SKY Smart Charging™ is a fully operational open standards network that allows utilities to manage EV loads through OpenADR, an already established industry standard for demand response. This eliminates the need for utilities to develop separate systems for EV charging management and streamlines operations while saving implementation overhead.

With SKY Smart Charging™ utilities can:

- Resolving peak load impact of EV charging through automatic load curtailment
- Enable consumers to opt-in or out of a demand response program
- Provide price incentives to users to charge their EV during off peak hours
- Resolve system integration challenges without incurring significant development costs
- Directly engage customers in demand response programs through Greenlots applications
- Mitigate local transformer overload risk in areas with EV clusters
- Create accurate load plans through site and region specific demand response management of EV charging
- Lower system costs via open standards, eliminating the need for separate systems

"Utilities need to be able to manage load without having to make expensive infrastructure upgrades," said Brett Hauser, CEO of Greenlots. "Providing utilities with an open-standards based platform allows utilities to take advantage of demand response programs and actually use electric vehicles as a grid asset to manage peak demand."

All applications for the Fierce Innovation Awards: Energy Edition were evaluated based on the following criteria: technology innovation, financial impact, market validation, compatibility with existing networks, end-user customer experience, and overall level of innovation. Finalists' applications were [reviewed](#) by an exclusive panel of executives from major North American utilities including CenterPoint Energy, Commonwealth Edison, Duke Energy, Florida Power & Light, National Grid, Pacific Gas & Electric Company, Portland General Electric, and San Diego Gas & Electric.

About Greenlots



Greenlots is a global provider of open standards-based technology solutions for electric vehicle (EV) networks. Designed to answer the needs of site hosts offering workplace, utility and public charging applications, Greenlots' SKY platform is a robust network management solution that utilizes Open Charge Point Protocol (OCPP), the largest open standard for charger-to-network communications. SKY obsoletes the subscription-based model by providing drivers with flexible payment solutions including dynamic queuing and pay-by-phone. For site hosts running on SKY, that flexibility offers the freedom to mix and match charging stations, while setting station pricing to best suit their needs: by kWh, session or time length. Greenlots is headquartered in San Francisco and has sold networks in 13 countries. Visit www.greenlots.com for more information or follow us on Twitter @greenlots.

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