



**WE'RE DRIVING
THE NEXT PHASE OF THE INTERNET OF THINGS
NOW...**

Ayla Networks and REGEN

Value Proposition

Ayla Networks and REGEN have partnered to integrate REGEN's patented SWARM Logic™ Energy Demand Management with devices connected to the Ayla Cloud to significantly reduce energy costs for the end user.

The Increasing Cost of Energy

It seems a way of life that energy prices continue to rise. Residential electricity prices have been climbing since at least 2003, according to EIA data, with prices spiking 10.3 percent in 2006 and 5.7 percent in 2008. While there have been improvements in technology, heating, refrigeration, and water treatment systems are still among the major consumers of power in both the residential and commercial spaces.

On average, \$23,000 is spent on utilities every year in a small commercial building. HVAC systems are the single largest consumer of electrical energy in small offices and retail buildings, so improving the efficiency of these, and other significant energy consuming devices, can pay great dividends.

A Better Way

Demand response solutions have been seen as one alternative to lowering increasing energy costs, but the real power can come from connecting demand response solutions to the devices themselves. Integrating demand response through connected products can go a long way in reducing the amount of power consumed by devices such as air-conditioners, hot water heaters, lighting, and clothes dryers.

This is where Ayla and REGEN can help. Ayla's Agile IoT Platform is a software fabric that runs across devices, cloud, and apps to create secure connectivity, a rich user experience, and data analytics. Connecting Ayla Cloud Services to REGEN's cloud-based SWARM Logic™ demand management capabilities can reduce peak electrical demand and consumption by up to 25%, without sacrificing comfort.

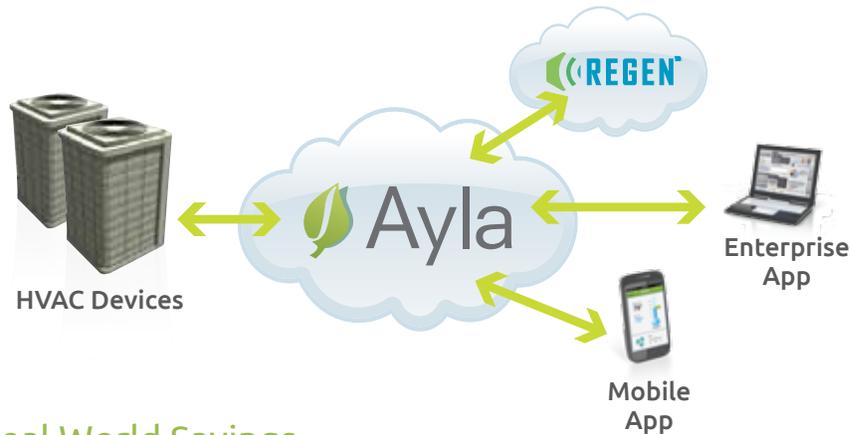
Multiple Devices, Multiple Sites

By combining REGEN SWARM Logic™ with Ayla connected devices, building managers now have a more cost-effective alternative to traditional building automation systems, reducing peak electrical demand by up to 25% and allowing

Benefits

- Reduce peak demand charges by 18% through automated demand management while maintaining occupant comfort
- Reduce consumption, saving up to 15% through firm scheduling
- Preventative maintenance savings
- Participate in demand response programs and earn revenue for curtailing load during times of grid stress

for the effective scheduling of overnight and weekend loads across multiple devices and even across multiple locations. Using the REGEN SWARM Logic™ Software-as-a-Service web portal, property managers can easily access and manage multiple sites through any Internet connection, monitoring and verifying the performance of multiple devices within the buildings.



Real World Savings

Take for example the scenario of a light industrial office building in the U.S. The building itself has 15 125-ton rooftop HVAC units, which are all connected to the Ayla Cloud. The base kW rate for each unit is set at \$7.85. During a particularly hot July, the local utility company requests power users to reduce demand. As these units are integrated in to the REGEN SWARM Logic™ cloud, through the Ayla Cloud, the system automatically staggers the run time of each unit to maintain the required amount of cooling with the minimum number of operating cycles.

About REGEN

REGEN is revolutionizing the way building owners manage their electrical demand through its patented wireless smart grid technology platform, SWARM Logic™. SWARM Logic™ generates dramatic demand management and automated demand response electrical savings opportunities. It allows small to mid-sized commercial, industrial and institutional buildings with little-to-no building automation to finally participate in the rapidly growing automated demand response and dynamic load management markets. REGEN's major offices are located in San Marcos, California, Taunton, United Kingdom and Toronto, Canada.

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About Us

Ayla Networks is a leader in software and solutions that enable the Internet of Everything. Based on the premise that any device should be accessible from any location, the company has developed an end-to-end platform that allows any device to be managed remotely. Headquartered in Sunnyvale, Calif., the company has partnered with major electronics manufacturers, leading venture capital firms and investors who share this vision.

For more information, contact Ayla Networks at www.aylanetworks.com.

Demand Response

The typical savings over a one-year period would be:

- Demand Management Savings=\$2.5k (18%)
- Energy Efficiency Savings =\$3.6k (15%)
- Demand Response savings = 22% reduction in load