SILVERSPRING NETWORKS

THE $35 BILLION OPPORTUNITY

OPEN STANDARDS

THE PATH TO ENERGY EFFICIENCY

THE POWER OF EFFICIENCY

The sustainability of our lifestyle for future generations depends on the choices we make today. With rising costs, grid security and green energy policies on the national agenda, utilities need to plan and deploy enabling technologies for more efficient generation, delivery and services and propel their enterprises into the 21st century.

RESEARCH

Recent studies show we can cut the growth rate of energy consumption by more than half and that demand/response technologies could save more than $3 billion annually. The current value of these two factors would save $35 billion in the U.S. alone. Furthermore, increasing energy efficiency avoids large capital investments in new generation facilities.

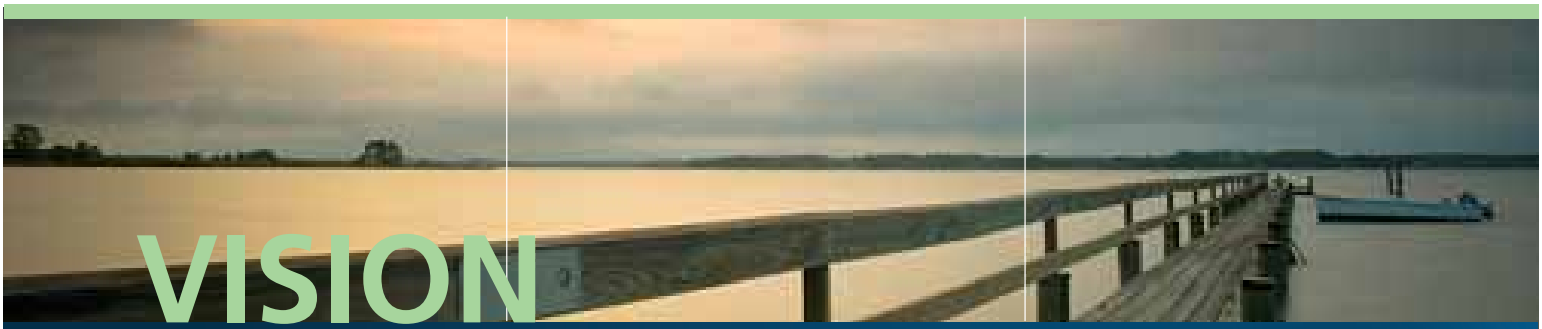
– The Brattle Group

A Dramatic Transformation

For more than one hundred years, utilities have provided reliable, low cost services. But today, utilities are burdened by aging infrastructure and escalating demand and struggling to address increasing customer expectations and environmental issues. As utilities' leaders and regulators develop their visions and plans for the Smart Grid, they are examining how energy efficiency can offset generation and streamline operational and business processes. There is no option—a dramatic transformation of distribution infrastructure is required.

Clean technology companies have raised $4 billion in venture capital to develop more efficient appliances, cleaner generation and more sophisticated distribution technologies. Transforming the grid and unlocking the value of these advances depend on a reliable and equally sophisticated grid.

Cost-effective, two-way, real-time networking is available now. Customer access to usage, price and alerts will become commonplace in the near term as utilities implement the infrastructure necessary to improve efficiency, reliability and customer service. And it can be done while reducing costs.



VISION

To ensure adequate supply, fair and reasonable prices and minimal impact to the environment, we need a diversity of fuel sources—nuclear, coal, natural gas, renewable energy and the "fifth fuel"— energy efficiency.

– Jim Rogers, Chairman and CEO, Duke Energy Energy Efficiency Finance Forum New York City, April 13, 2007

A Powerful Network Is Here

Utilities are challenged to connect a variety of disparate systems, including AMI/AMR, GIS, and supervisory measurement and control systems. Only one technology provides a platform designed to mitigate the considerable risk posed by disparate and proprietary technologies: an open, interoperable network based on proven, secure standards.

The protocols making the Internet possible have become ubiquitous—every major standards organization has embraced the suite of networking protocols, simply known as IP, in one form or another. Use of IP provides the highest ROI, the least financial risk, the greatest number of proven security options and the shortest payback cycle.

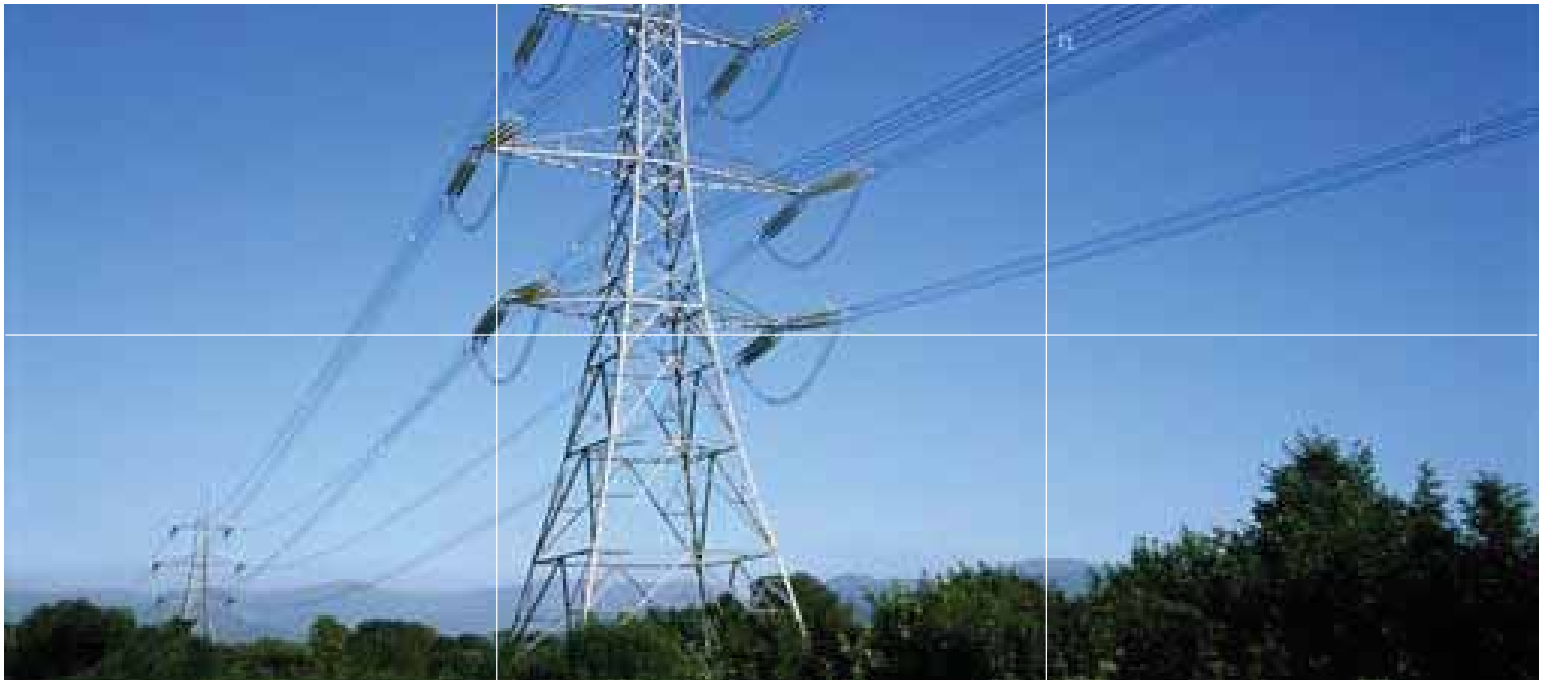
INNOVATION

An IP-based network should enable us to add new products and services as they become available and deliver value to our customers over the long term.

– Marlene Santos, Vice President of Customer Services, Florida Power and Light

IP technology has powered many innovations that are a part of our daily lives. For example, the most exciting and transformational technologies in telephony have come directly from the application of IP technologies. IP allows us to stay connected to everything, everywhere, all the time, including Voice-Over IP, email, the web, phones and computers.

Trading systems, open markets, and "groupware" are creating new possibilities in nearly every industry. Combined with wireless communication and increased opportunities for monitoring and automation, the advantages of IP are clear: more local control, more global interactivity, more reliable services, usage tracking and proven security, all continuously enhanced through monumental R&D investment levels—an anticipated trillion dollars worldwide over the next 10 years.



LEADERSHIP

The intelligent grid will come from the gradual confluence of innovative projects undertaken by individual companies. Billions, obviously, are required to get there — money that EPRI says is worth every penny because it would avoid costly outages and create a modern-day grid.

– EPRI

IP technologies are robust, scalable and secure—the most proven networking technologies available. Silver Spring Networks' Smart Energy Network, based on IP, is the framework for various technologies to work harmoniously together.

With a Smart Energy Network, a utility can "plug and play" any IP-enabled device, deploy IP-based consumer energy portals, perform intelligent load shedding, enable remote disconnect and more. The Smart Energy Network supports AMI/AMR, credit and collections, dynamic pricing and outage management, to name just few applications. The Smart Energy Network's advanced, true mesh topology delivers unparalleled throughput and performance for a variety of applications, all at a fraction of competitive costs.

Powerful, Influential Leadership

Silver Spring Networks is driven by a cross-section of industry leaders from both the information technology and and utility industries, possessing a vision for the Smart Energy Network and the ability to make the Smart Grid a reality. As an early pioneer with EDS and Perot Systems, Scott Lang, our president and CEO, helped to create the Systems Integration industry serving the Utility Industry. Our Board of Directors includes Thomas R. Kuhn, president of the Edison Electric Institute, Corbin A. McNeill, Jr., retired chairman and co-CEO of Exelon Corp., and Adam Grosser and Warren Weiss of Foundation Capital.

OPEN

Many solutions claim to be open or standards-based, but there is only one standard in networking. Only Silver Spring Networks delivers pure IP-based technology that meets the demanding cost and reliability requirements for the next generation grid. Create your future while minimizing risk, cost and complexity. The future of the Smart Grid is available today with Silver Spring Networks.

SILVERSPRING NETWORKS

Start Smart. Stay Smart. Smart Energy Networks.

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