



Overview

Silver Spring Networks is the leading Smart Grid solution provider, enabling vast improvements in energy efficiency and reliability by giving utilities better control over the energy they deliver, and consumers' better control over the energy they use.

The Smart Grid is the energy information network that connects all devices that generate, distribute, consume and monitor energy. Just as the Internet revolutionized the way we use information, the Smart Grid is revolutionizing the way we use energy. Silver Spring provides the unifying technology platform for utilities implementing Smart Grid solutions.

Silver Spring technology relies on an open, IP-based platform that supports millions of Smart Grid devices and applications, developed by thousands of companies. Utilities can "plug and play" any device or application on Silver Spring's *Smart Energy Platform* today. And unlike competing solutions, Silver Spring technology is engineered to be "future proof" allowing Silver Spring to also meet the energy management needs of tomorrow.

In addition, Silver Spring's technology is designed to empower consumers to conserve energy and save money – without compromising reliability, comfort, freedom, or convenience. The Smart Grid gives consumers real-time insight into their energy consumption, resulting in reduced energy costs and a near-immediate impact on the user's carbon footprint.

Company Information

Founded in 2002 and headquartered in Redwood City, California, Silver Spring Networks is a privately held company backed by venture capital funding from Northgate Capital, Foundation Capital and Kleiner Perkins Caufield & Byers. The company has approximately 500 employees and a global reach, with partnerships in Australia, Brazil, Korea and the United Kingdom. Silver Spring currently has deployments with 11 major utilities, representing more than 30 percent of all endpoints in the United States, more than any other Smart Grid provider.

In 2008, the World Economic Forum honored Silver Spring Networks as a Technology Pioneer. In 2009, The Carbon Trust honored Silver Spring Networks as part of the worldwide Clean Tech 100. In 2010, *Fast Company* magazine named Silver Spring one of the world's most innovative energy companies.

Management Team

Scott Lang, President, Chairman, CEO and President
Warren Jenson, Chief Financial Officer
Raj Vaswani, Chief Technology Officer
Judy Lin, Chief Product Officer
Gary Gysin, EVP of Worldwide Sales
Amy Cappellanti-Wolf, Chief Human Resources Officer
George Flammer, Chief Scientist
Eric Dresselhuys, Executive Vice President
Brad Whitcomb, Executive Vice President
John O'Farrell, Executive Vice President, Global Business Development
Jordan Breslow, General Counsel

Company Facts

- Silver Spring has 11 publically announced customers
- Silver Spring's publically announced customers provide electricity to ~15 percent of the US
- Silver Spring customers account for 16.9 percent (88,915 MW) of the total electric peak load
- Silver Spring customers account for 18.3 percent (381 million MWh) of the total US electric retail sales
- Silver Spring is a founding member of the Smart Grid Consumer Collaborative, OpenAMI and SGDR