Vutility Recognized for

2021

Customer Value Leadership

North American IoT Energy Monitoring Solutions for Building Management Industry

Excellence in Best Practices

FROST & SULLIVAN

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Vutility excels in many of the criteria in the smart emerging monitoring for building automation space.

High-performance and Cost-effective Monitoring Solutions ensure Superior Customer Experience

Vutility (vutility.com) has designed cutting-edge IoT-based energy monitoring solutions known as HotDrop and PulseDrop. Frost & Sullivan identifies them as essential, real-time tools for building management systems and industrial equipment to perform energy audits and seek insight on critical infrastructure.

Energy conservation and contribution towards sustainable development goals (SDG) are key mandates for customers to achieve across industries. With access to numerous energy metering and monitoring solutions in the market, the main challenges to adoption for customers are the lack in ease-of-use and high investment costs. Vutility has intelligently solved these challenges through its HotDrop and PulseDrop sub-metering solutions. The truly remarkable product design and engineering serve as cornerstones in best-in-class energy solutions. A key feature of both solutions is their instant and effortless installation at facilities. Their non-intrusive and plug-and-play design ensures that they can be installed and begin to relay data from assets in less than 15 minutes. Unlike competing solutions, both HotDrop and PulseDrop are installed live without causing any

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interruption in asset operations. They eliminate the need for external power supplies or alterations to existing infrastructure, thus delivering considerable time and cost savings. Furthermore, these solutions are ideal for multi-utility tracking, like electricity, gas, and water.

The unique selling point for HotDrop, the company's flagship product, is its ability to provide a facility's real-time circuit-level energy data. Compact and easy-to-install, HotDrop's design offers increased infrastructure coverage and is not found in existing metering solutions like analog and advanced metering infrastructure (AMI) meters. Moreover, HotDrop makes data transmission frequency more efficient and is unmatched in the market. Accumulated consumption is transmitted every minute based on true RMS readings of 3,300 samples per second using the LoRaWAN protocol (Long Range Wide Area Network), while traditional metering solutions are typically limited to transmitting readings on an hourly or monthly basis. Vutility's selection of LoRaWAN over Wi-Fi or Bluetooth connectivity ensures that it provides a better range in remote and weak-signal locations, penetrating through concrete and steel, and consuming less power than other protocols, allowing the effective transmission of all sensory data. These distinctive capabilities help the HotDrop solution fulfill the most critical customer need, which is to gain better visibility on energy usage. The real-time access to granular data at the circuit level and the solution's ability for each HotDrop to transmit over half a million data annually offer customers reliable insights on facility performance. Vutility's PulseDrop solution was designed to provide real-time reporting from existing metering infrastructure (water, gas, or electric) by tracking and recording the dry pulse output of an existing meter. With these two solutions, customers are in the best position to monitor and detect anomalies in their critical assets, identify usage patterns, more effectively respond to peak demand events, and view all utilities in real-time. This establishes Vutility as an ideal partner for innovative energy management solutions and to drive more effective, proactive maintenance decisions.

Along with powerful performance and convenient features, Vutility guarantees the best value for money for its customers. The total cost of ownership for HotDrops and PulseDrops are up to 90% lower than that of competing metering and sophisticated monitoring devices available in the market. For instance, the average price of competing metering solutions for a small light industrial facility could vary between $35,000 to $75,000 based on hardware, installation, and other cost margins. However, the Vutility HotDrop costs less than $3,000 for hardware, with significantly lower labor and additional material costs. The simple three-step installation process— Scan, Snap and See Data —can be done in seconds, eliminating nearly all installation and commissioning costs. This is notably unique from other metering solutions, which are often require separate housings and mountings as well as intrusive installations, hardwired power, and/or physical changes to the asset. As customers only pay for low-cost hardware and optimally priced cloud-based monitoring services, Vutility proves to be the most cost-efficient solution available in the market.

A case in point that testifies Vutility's customer-centric approach is the recent deployment of HotDrop for sub-metering a hospital facility managed by a leading global healthcare provider. HotDrop helped identify imbalanced phases that had caused in excess of $100,000 in additional utility charges annually. HotDrops cost-effectively enabled isolation of the phase loads of each circuit, which is often a limitation for traditional sub-metering solutions due to scalability, reachability, and cost factors. This helped the hospital facility identify the root cause behind its high energy bills and efficiently manage phase loads.

With Vutility's HotDrop solution, customers are enabled to identify energy-saving opportunities, a vital need for any industry.

Flexibility and Scalability ensures a Positive Ownership Experience

The flexibility and scalability of Vutility's sub-metering solutions display the company's commitment to enhancing customer experience and helping them achieve their sustainability goals. Since both the HotDrop and PulseDrop solutions offer high scalability, Vutility has become a preferred choice for customers that want to track their energy usage. As mentioned earlier, the company's solutions can be installed easily and in a short amount of time. In fact, more than a hundred Vutility sub-metering devices can be installed in the same time that it takes to install a traditional metering solution. They have a smaller footprint than traditional solutions and can be installed behind the asset's panel.

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Moreover, devices like HotDrop give customers the option of a range of sizes to match their power load requirement. With just a handful of SKUs, HotDrops can effectively monitor loads ranging from 1 amp to 5,000 amps. Once installed, customers can monitor a wide range of applications and have access to the building's real-time circuit-level data, which is relayed minute by minute.

Additionally, Vutility's products are highly durable even in harsh environmental conditions, and are sustainable between -40 to 185 degrees Fahrenheit (-40 to 85 Celcius). HotDrops requires minimal maintenance compared to traditional metering systems since battery replacement is unnecessary. HotDrops harmonically harvest power from the circuits being monitored, while the PulseDrop has a battery life of up to 20 years.

Vutility's vendor-agnostic B2B2B go-to-market strategy makes them a flexible and versatile partner for customers across any industry. All data from third-party sensors and partner companies are collected and transferred to the Vutility data cloud (CloudVU), either using a Vutility LoraWAN gateway, or third-party LoRaWAN gateways or public networks. CloudVU serves as a single application programming interface (API), making it more secure and easily accessible for other internet of things (IoT) vendors or energy service providers to further analyze the data with prognostic tools and determine contextual relations. Unlike other solutions, Vutility's gateway combined with CloudVU eliminates the need for additional backhaul solutions. To further boost data security, Vutility offers end-to-end encryption with verification measures to ensure that the right devices are connected to the gateway. The InVU installation app and ReVU admin portal offered by Vutility gives customers complete visibility and control over their organization, users, the number of devices connected, the data transmitted to the cloud, and data reporting. These value-added service offerings further strengthen Vutility's customer satisfaction and help the company build long-term relationships.

Growing Customer Base and Positive Brand Experience bolsters Growth Prospects

Vutility's mission to empower customers with energy data through a single and secured API has been instrumental in helping it gain market traction and build a solid customer base. Low-cost yet powerful engineering that provides high granularity of circuit-level data positions Vutility as the ideal partner for performing energy benchmarking and supporting the development and implementation of sustainable solutions like electric grid programs. HotDrop and PulseDrop are widely used to sub-meter tenants in commercial and residential buildings, enable peak demand management, and identify inefficiencies in industrial equipment and manufacturing processes to reduce their carbon footprint. Owing to Vutility's engineering prowess in addressing prevailing market gaps, it has the potential to register strong growth through collaborations with organizations across the value chain. This includes industrial IoT (IIoT) platform vendors, information technology (IT) vendors, automation vendors, machinery manufacturers, building management enterprises, energy management enterprises, and utility suppliers. Frost & Sullivan believes Vutility will unlock new revenue opportunities by monetizing service-based business models. The company is expected to witness a double-digit increase in revenue margins and a twofold increase in the number of its customers in the next 3 to 5 years as it is likely to be a key enabler in performing IoT-based energy monitoring.

Conclusion

Vutility is an emerging IoT-based energy monitoring solution provider widely recognized for its low-cost and highly scalable solutions, HotDrop and PulseDrop. The company stands out from other metering providers such as AMI and analog meters in the market due to its rapid installation and the granularity of the circuit data provided by its products. Vutility's plug-and-play design built with LoRaWAN gateway and cloud platform ensure seamless integration and conversion to smart assets and infrastructure. Vutility enables its customers to perform energy audits, focus on sustainability goals, and optimize operational efficiencies.

For its strong overall performance, Vutility is recognized with Frost & Sullivan's 2021 Customer Value Leadership Award.

What You Need to Know about the Customer Value Leadership Recognition

Frost & Sullivan's Customer Value Leadership Award recognizes the company that offers products or services customers find superior for the overall price, performance, and quality.

Best Practices Award Analysis

For the Customer Value Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Business Impact

Financial Performance: Strong overall financial performance is achieved in terms of revenues, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Commitment to quality and to customers characterize the company culture, which in turn enhances employee morale and retention

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

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The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create on-going growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.
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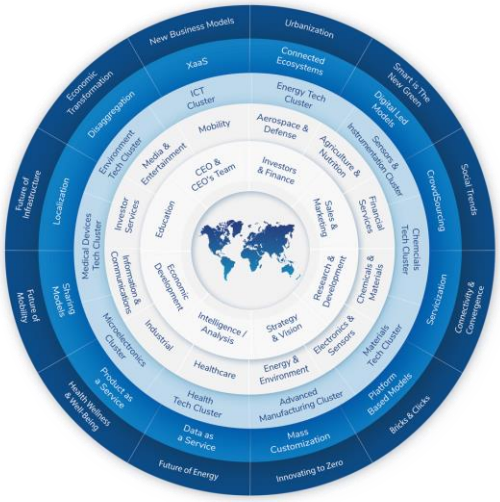
Key Impacts:

- **Growth Pipeline:** *Continuous flow of Growth opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our six analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.



Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)