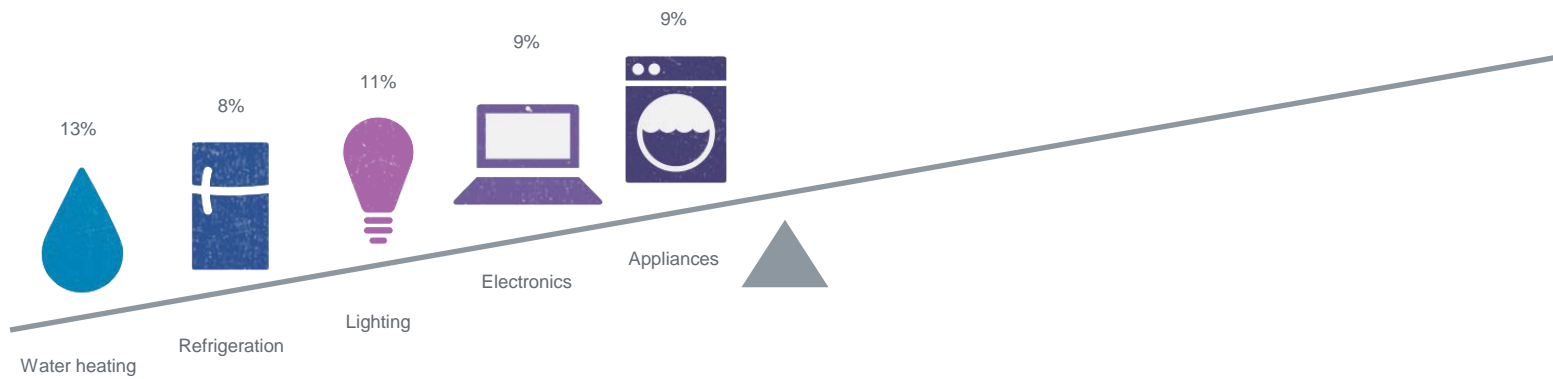


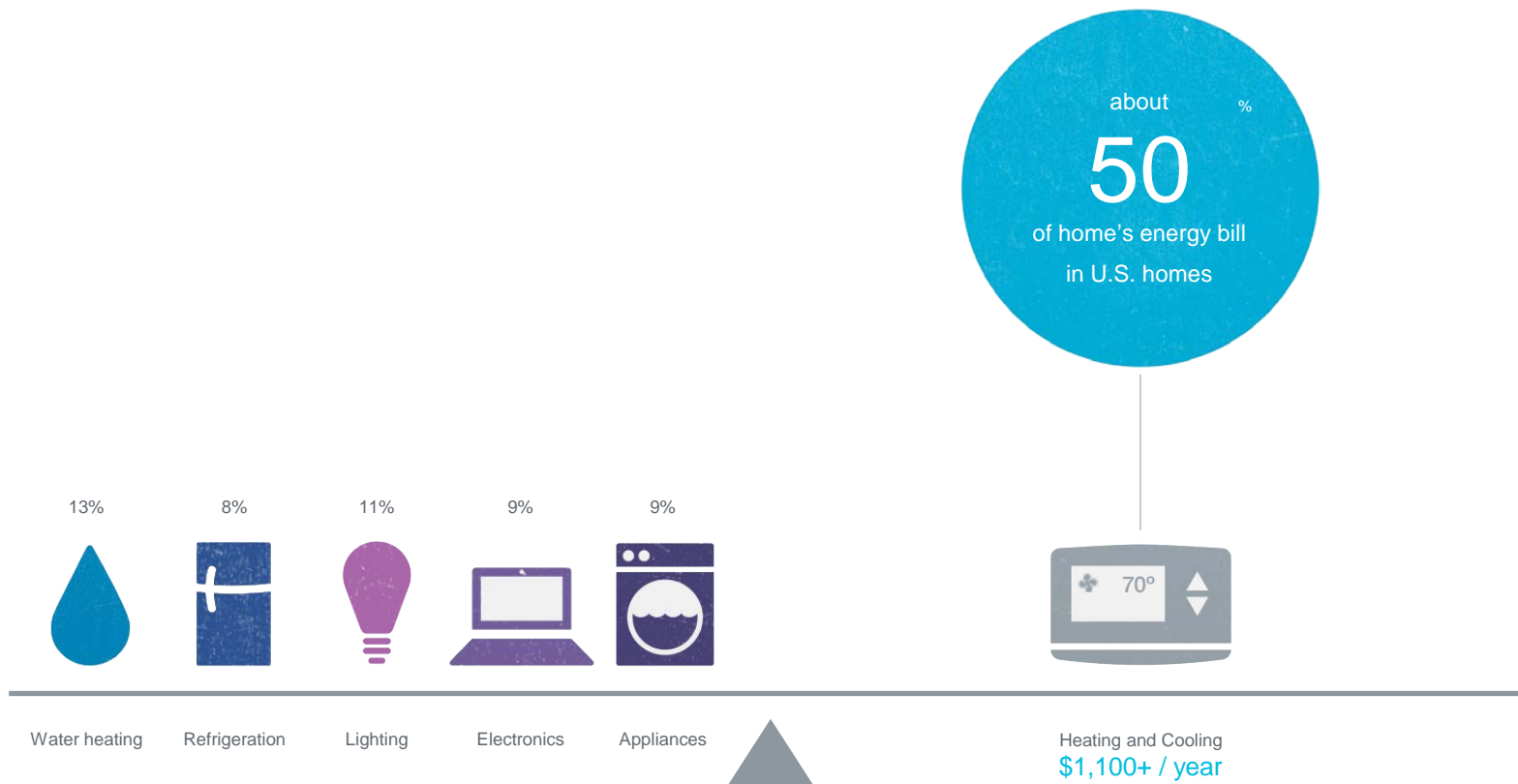


NEEP Summit

June 13, 2016









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# The Nest Learning Thermostat

...and it's easy



**95%**

compatibility with  
low voltage systems

**90%**

DIY installation

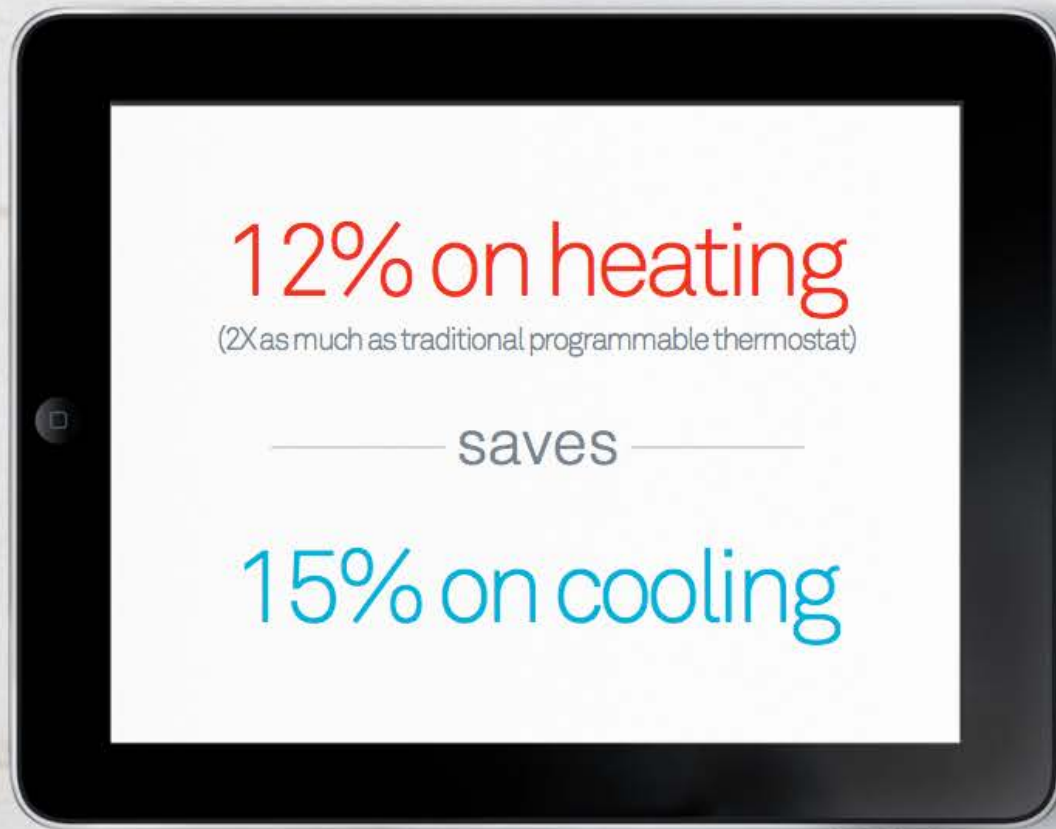
**30**

(or less)

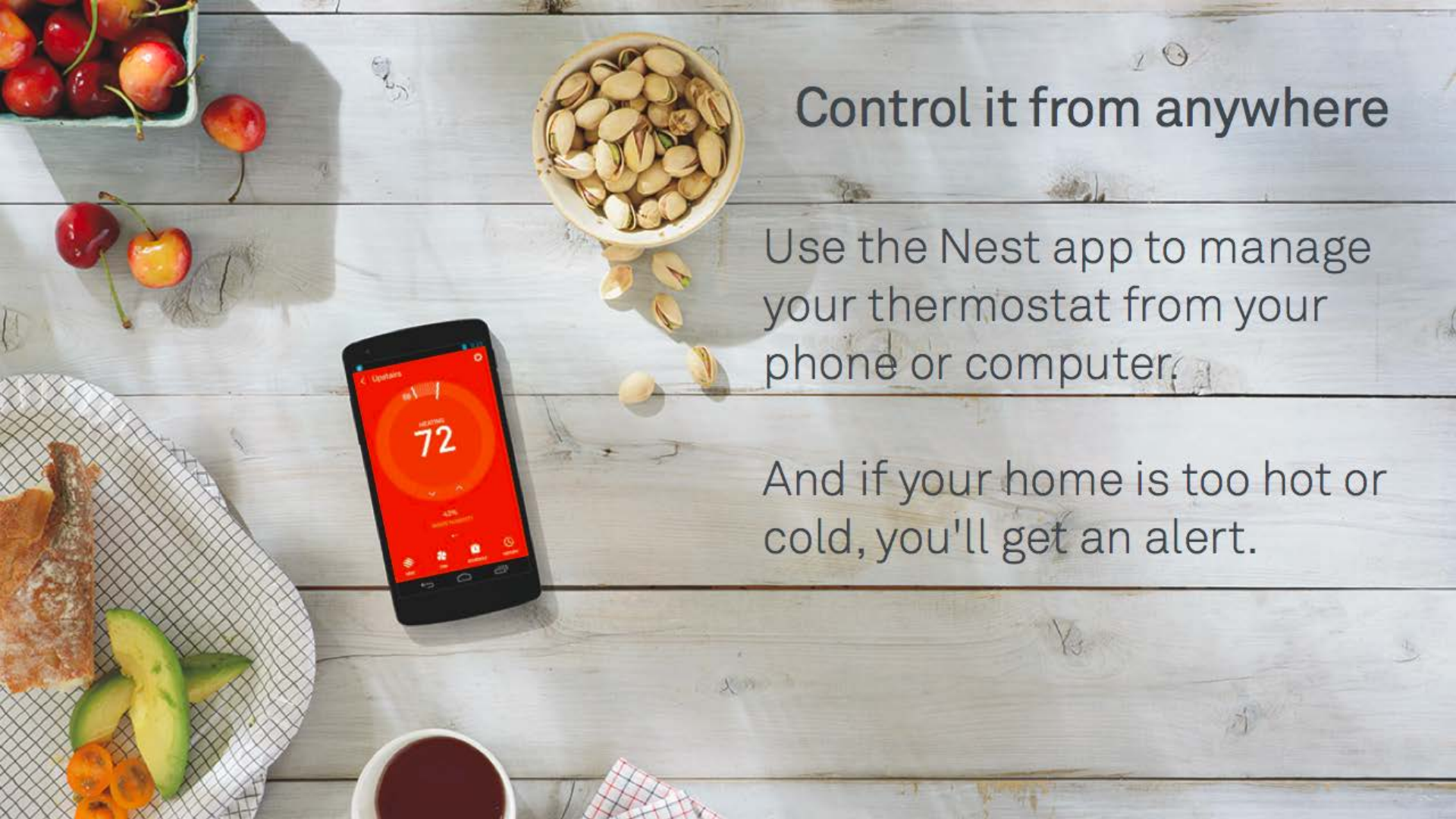
minutes spent on  
installation (for 3  
out of 4 customers)

We have proof.  
[nest.com/realsavings](http://nest.com/realsavings)

\$130 to \$145  
average savings a year



Based on independent studies by  Energy Trust of Oregon and  VECTREN and  NIPSCO  
Energy Delivery

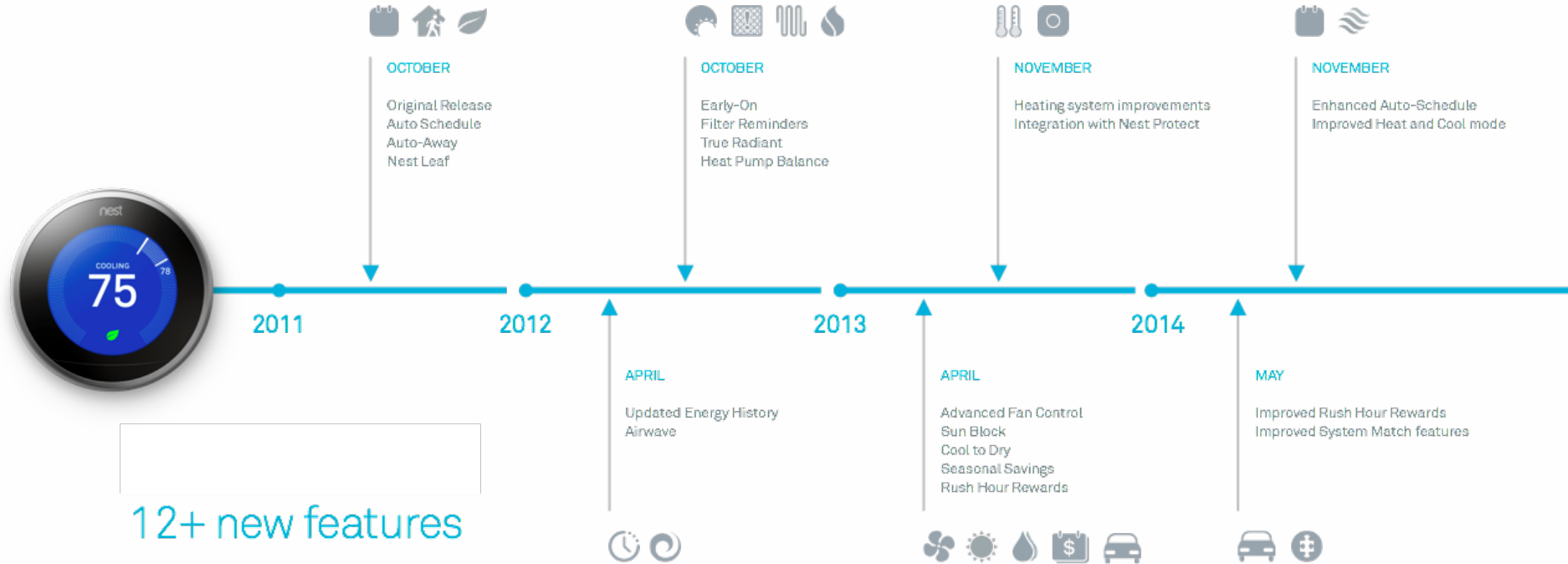


Control it from anywhere

Use the Nest app to manage your thermostat from your phone or computer.

And if your home is too hot or cold, you'll get an alert.

# Software updates over time



# Current Nest Rebates Available: >50 offers covering 1/3 U.S. Households



Utilities included here have shown interest in, or are already planning, rebate programs for which Nest would be eligible. These include both BYOT Demand Response and/or simple Energy Efficiency rebate offerings.

# Solutions for Energy Partners



Efficiency via Intelligent &  
Personalized Learning



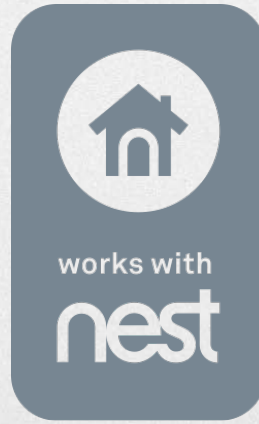
Seasonal Savings



Rush Hour Rewards



Nest Developer  
Program



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# Works with Nest



Control4



BOSCH

CHAMBERLAIN

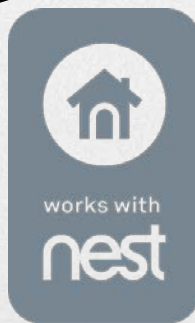
amazon echo



LUTRON

ivee

kēvo



hue

LIFX



Logitech

INSTON



ooma

Eugust

rachio

RTI



17,000



BIGASS  
FANS

wally



Mercedes-Benz



AUTOMATIC

# 1 in 8

Nest customers has a  
**Works With Nest** integration

---



# Expand into the Thoughtful Home.

Yesterday  
Connected



Today  
Intelligent



Tomorrow  
Thoughtful

Products can be controlled from an app. It's almost a given, like having wifi, granite counter tops or stainless steel appliances.



Nest introduces the first **real** smart products.



There is no more need for a remote. The home becomes smart enough to anticipate your needs.



As the marginal cost of a technology approaches zero, the number of use cases becomes infinite and the ability to predict them becomes impossible

-Smart person

Dave Bend

[davebend@nestlabs.com](mailto:davebend@nestlabs.com)