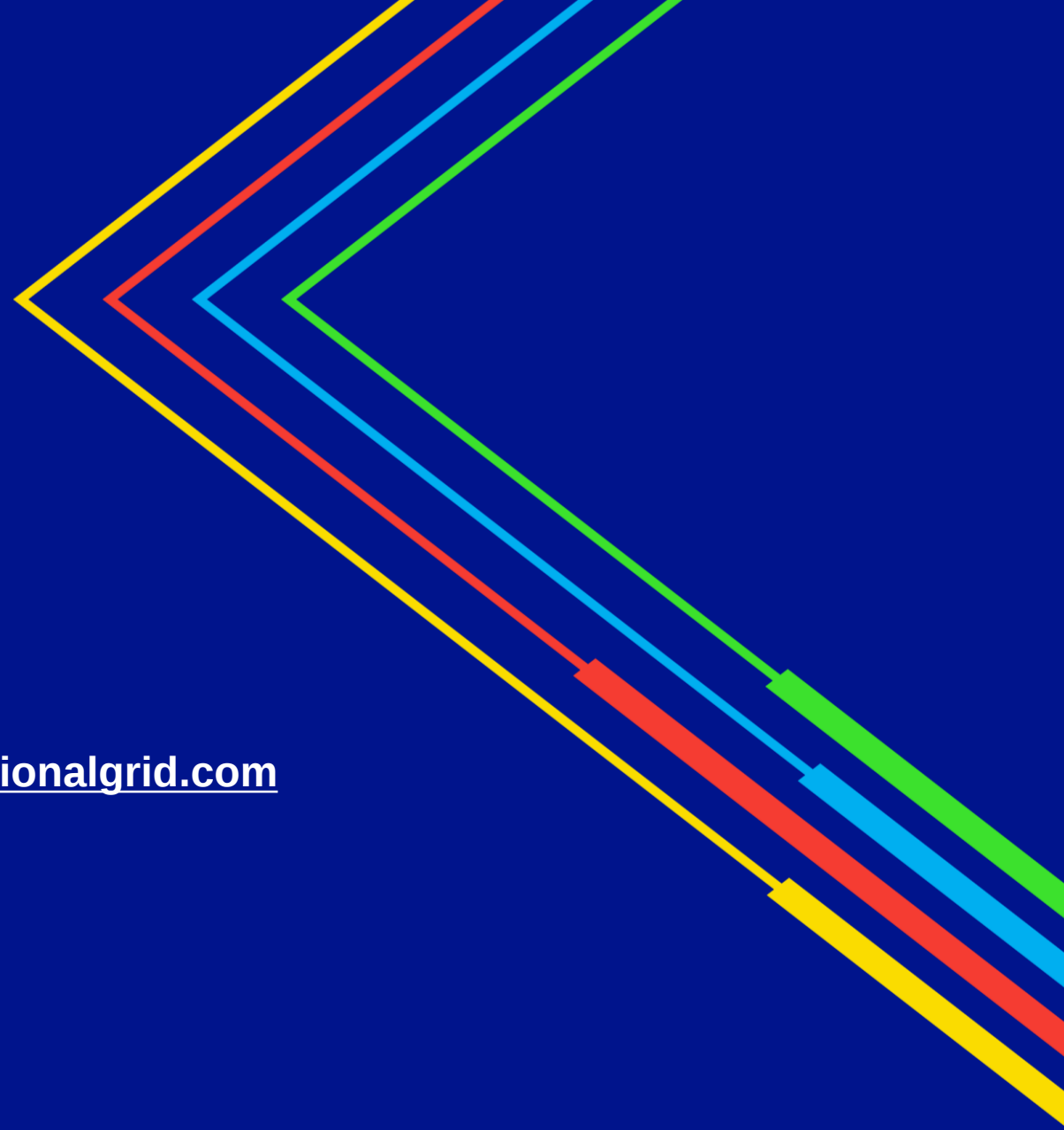


May 2025 PEX Meeting

May 21, 2025

Mathew McCarthy mathew.mccarthy@nationalgrid.com

national**grid**



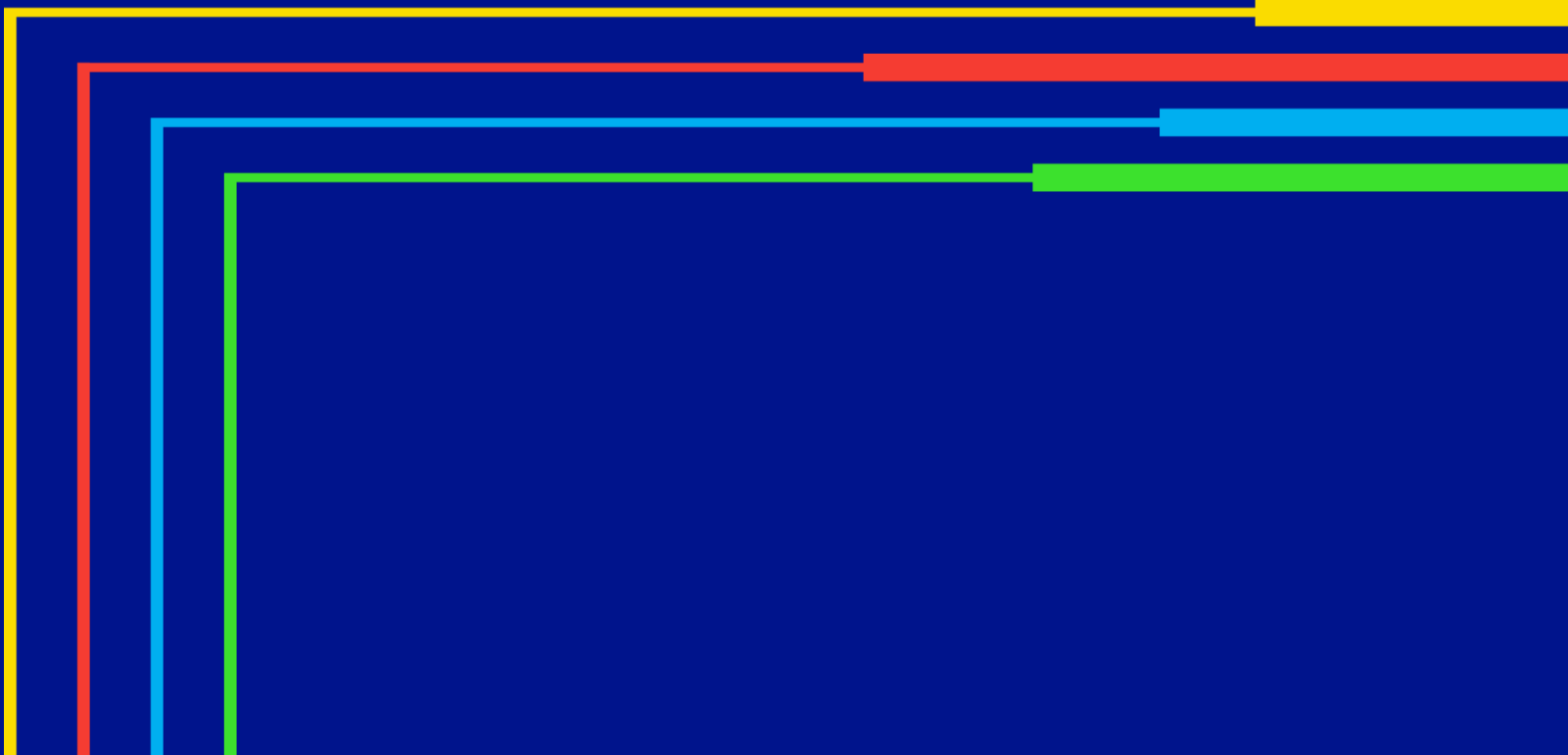
Contents

01	Safety Moment – Sun Protection – Mat McCarthy
02	PEX Progress and Goals for 2025 – Mat McCarthy
03	True Data Ops – Alessandro Agnello
04	National Grid EE Sales Update – Mat McCarthy
05	Quick Hits, Reminders, and Next Meeting – Mat McCarthy

01

Safety Moment – Sun Protection

Mathew McCarthy Mathew.mccarthy@nationalgrid.com



Safety Moment: Sun Protection

1. Understand UV Radiation:

- UV rays are strongest from 10 a.m. to 4 p.m.
- **UVA:** Causes skin aging and cancer.
- **UVB:** Causes sunburn and contributes to skin cancer.

2. Protective Measures:

- **Wear Sunscreen:** Use broad-spectrum SPF 30 or higher. Reapply every two hours.
- **Dress Appropriately:** Wear long sleeves, long pants, and a wide-brimmed hat.
- **Seek Shade:** Stay in the shade during peak sun hours.

3. Stay Hydrated:

- Drink plenty of water to prevent dehydration.

4. Recognize Sun Damage:

- Look for signs of sunburn (redness, blistering) and seek medical help if severe.

5. Encourage Dialogue:

- Share tips and remind each other to practice sun safety

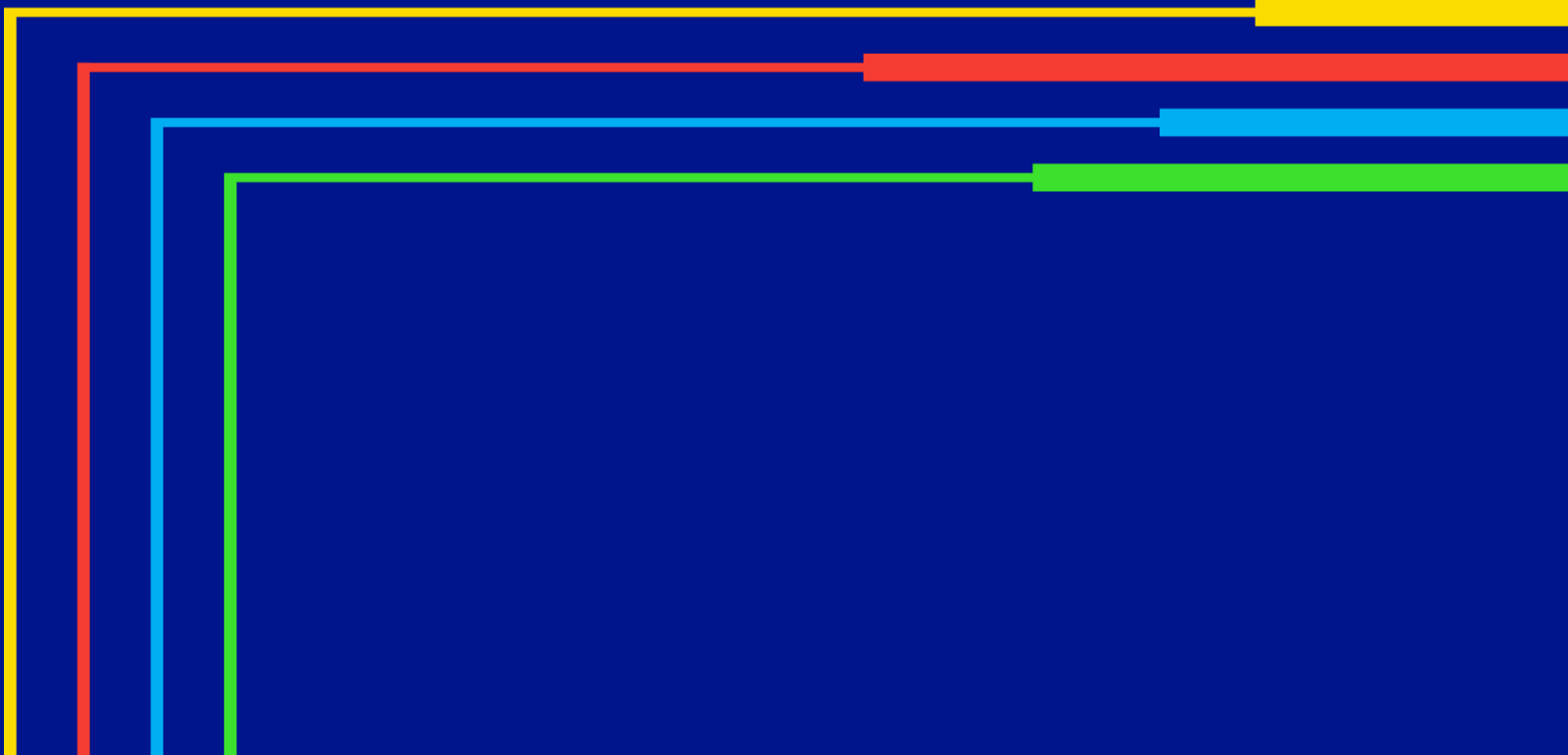


02

PEX Progress and Goals for 2025

Mathew McCarthy Mathew.mccarthy@nationalgrid.com

national**grid**

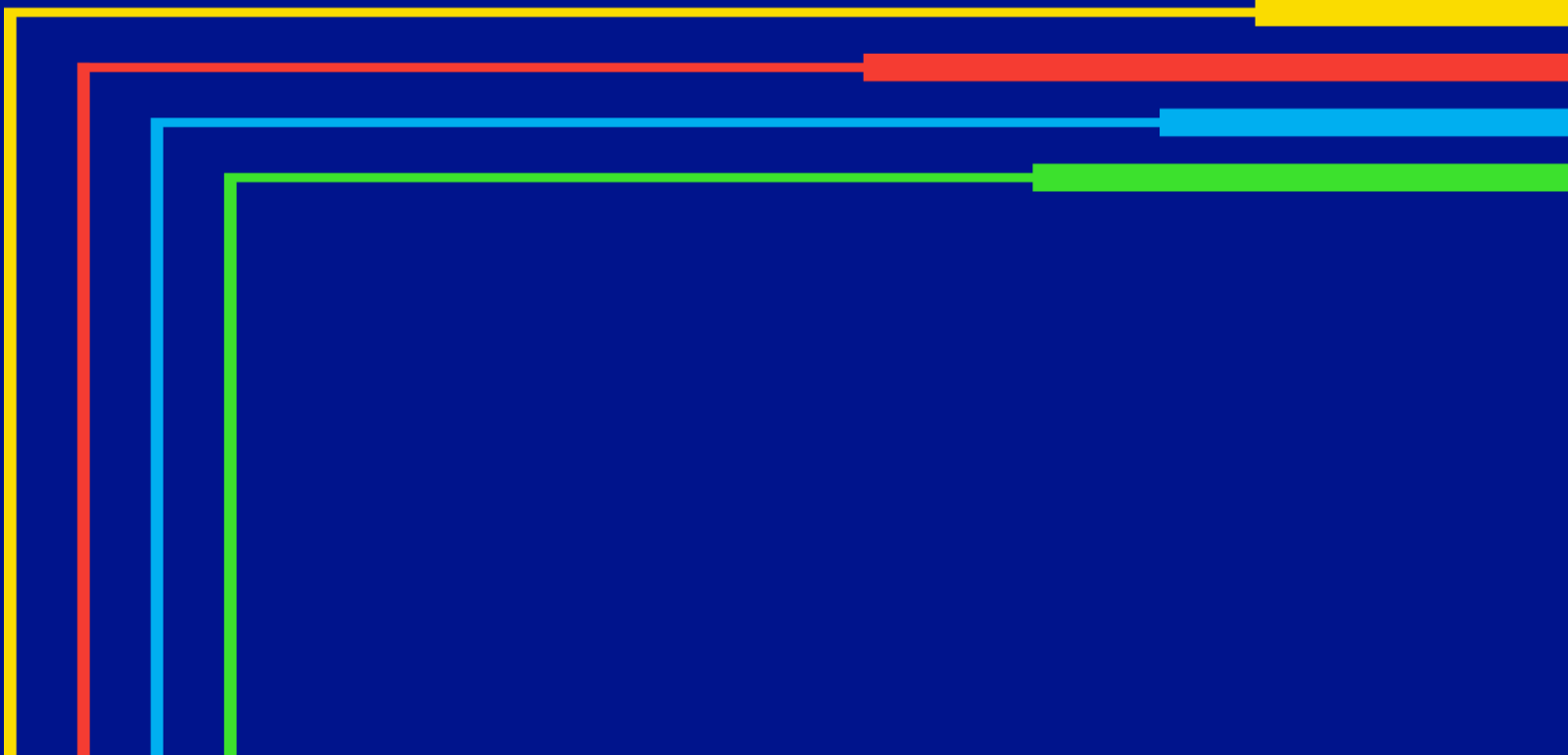


Key Performance Indicators	Goal	Paid	Paid % to Goal	Forecast	Forecast % to Goal
Electric Savings (NLT MWH)	85,600	26,321	31%	94,500	110%
Gas Savings (NLT Therms)	1,587,000	534,521	34%	1,400,000	88%
Electrification (NLT MMBTu)	37,900	8,526	22%	40,000	106%

03

True Data Ops

Alessandro Agnello aagnello@truedataops.com



national**grid**



TRUE DATA OPS

nationalgrid

May 2025 PEX Meeting

Alessandro Agnello PhD

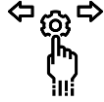
Founder/CEO

Disabled Veteran-Owned Business

617.936.9800 | aagnello@truedataops.com



Brief Introduction of True Data Ops



Building Insights AI



Predictive Maintenance



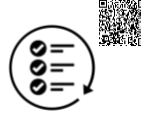
IoT



Energy Management



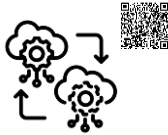
BMS/BAS Integration



**CMMS /
Work Order(s)**



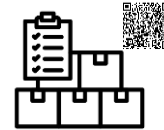
Asset Management



Digital Twin

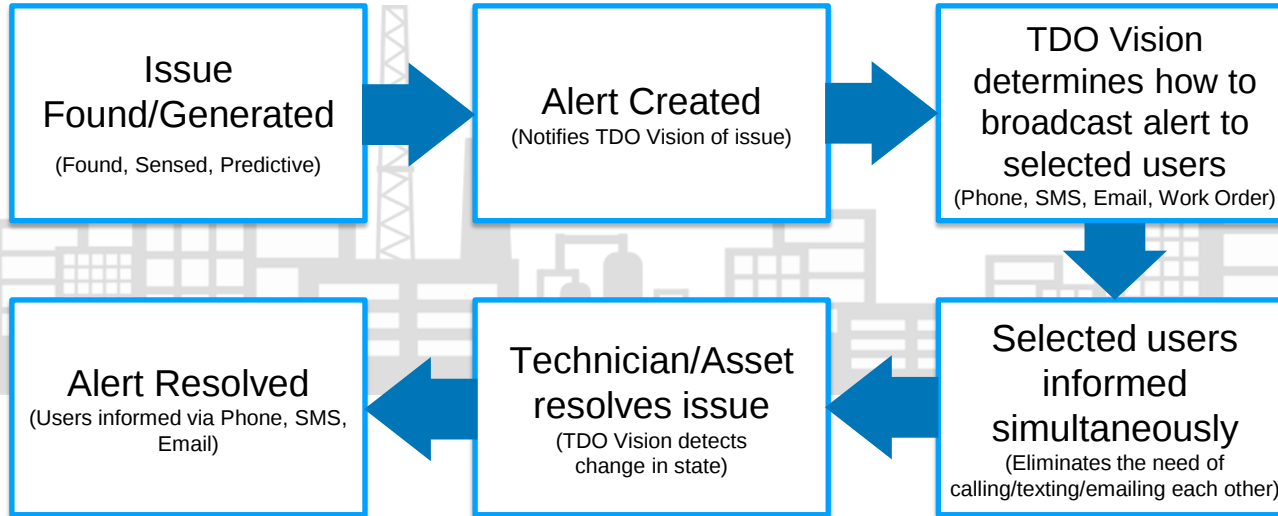


**TDO – Vision
(Real-time Analytics)**



Inventory Management

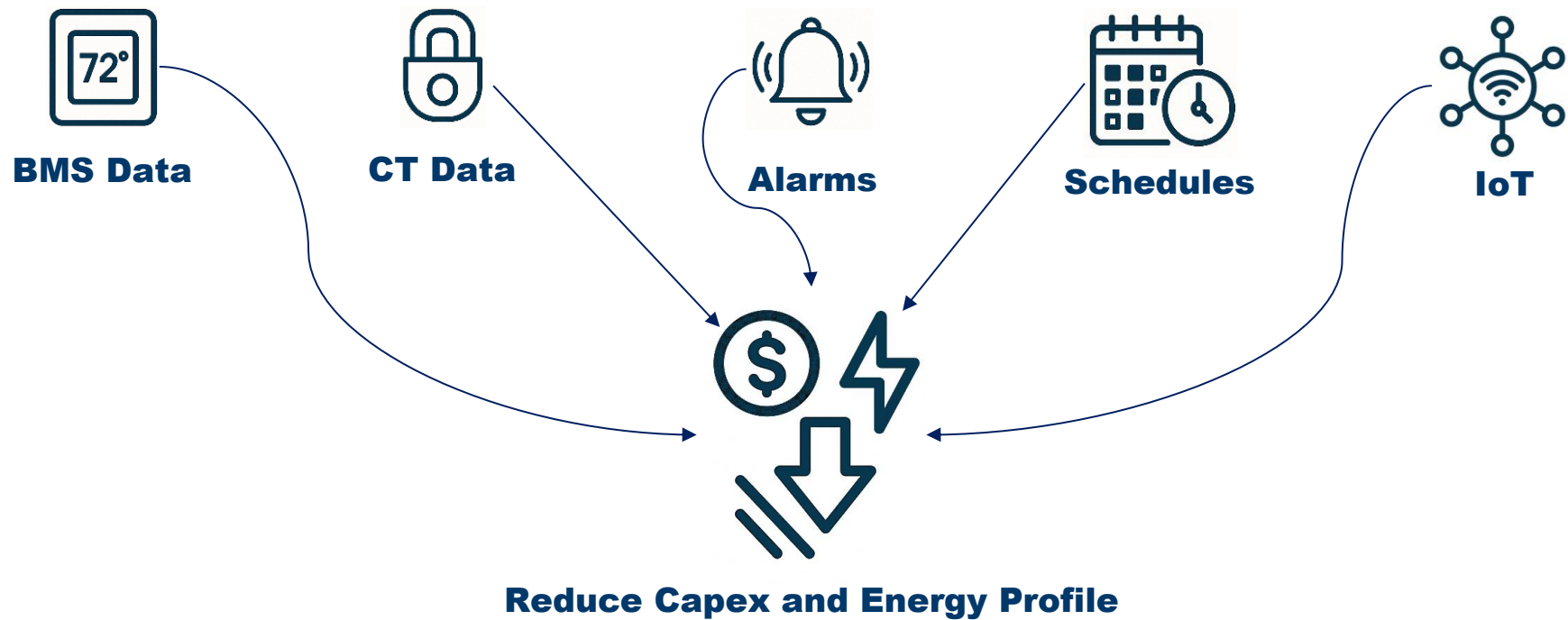
What is the process



Building Insights AI



Optimizing Energy Usage



What Sensors to install if no BMS?

Sensor Type	What It Monitors	Why It's Useful	Example Use Case
	Submetering Sensors Circuit-level energy use	Tracks loads without whole-building metering	HVAC, lighting, plug loads
	Temperature & Humidity Sensors Room comfort and moisture levels	Prevents mold, improves comfort, and detects overheating	Refrigeration, Storage areas, office spaces
	CO₂ Sensors Indoor air quality, occupancy proxy	Optimizes ventilation based on real-time use	Meeting rooms, classrooms
	Occupancy Sensors (PIR/Ultrasonic) Motion or presence	Reduces HVAC and lighting waste	Conference rooms, restrooms
	Door/Window Sensors Open/closed status	Improves HVAC efficiency, security	Exterior doors, windows
	Water Leak Sensors Moisture detection	Prevents costly water damage	Basements, near HVAC units



TRUE DATA OPS

nationalgrid

May 2025 PEX Meeting

Alessandro Agnello PhD

Founder/CEO

Disabled Veteran-Owned Business

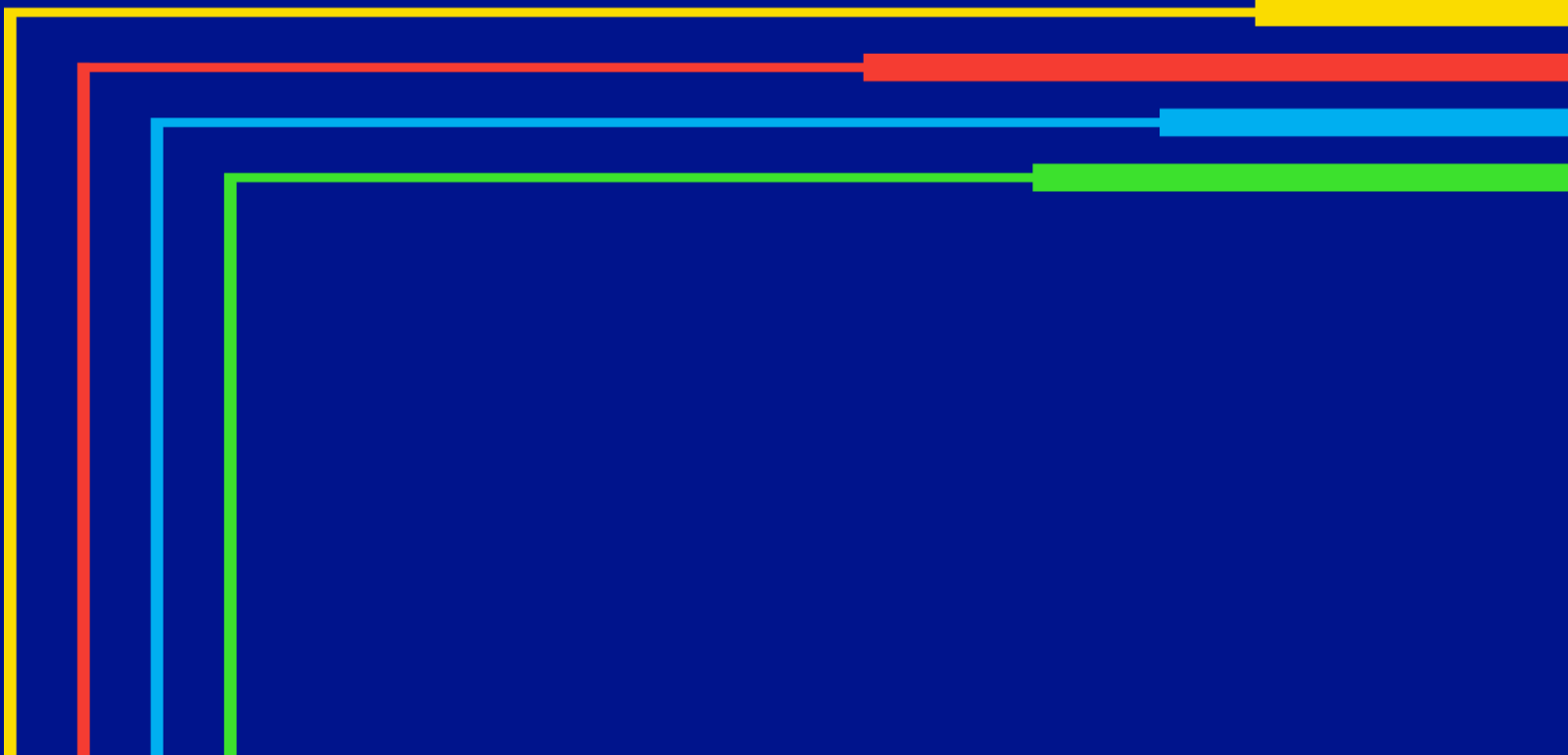
617.936.9800 | aagnello@truedataops.com



04 National Grid EE Sales Update

Mathew McCarthy Mathew.mccarthy@nationalgrid.com

national**grid**



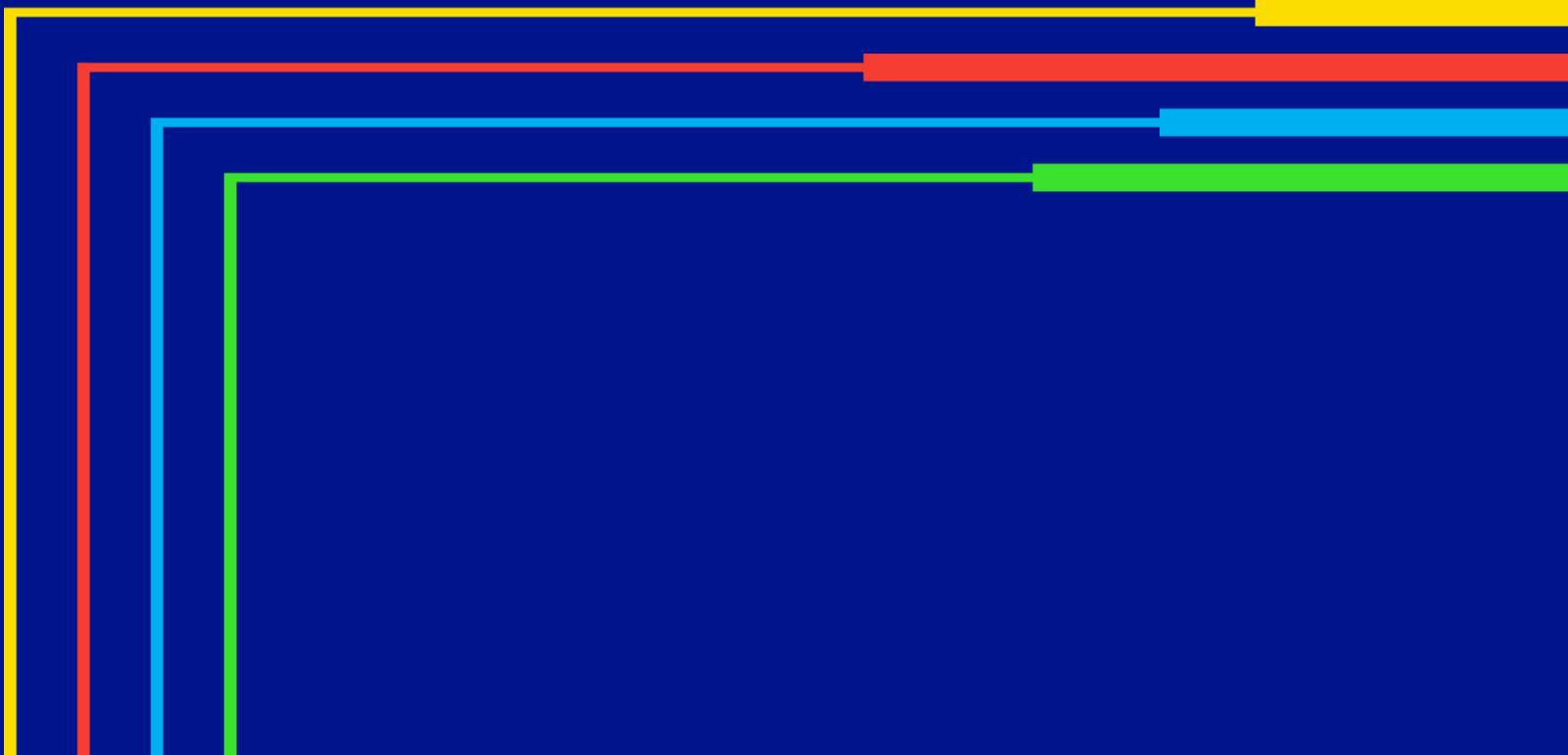
Upcoming Sales Promotion

- **Launching a sales promotion in the beginning of June**
- **Currently working on finalizing the details - eligibility, incentive structure, etc.**
- **Initial focus on VFDs, potentially adding pipe insulation in July**
- **Promotion will run likely to the end of September**
- **Supporting materials will be shared with both our internal sales team and the PEXs**
- **Included in the supporting material will be historical statistics about past adoption to help guide targeting and outreach efforts**
- **All this information is subject to final review/approval by our sales team leadership**

05

Quick Hits/Reminders/2025 Meeting Dates

Mathew McCarthy Mathew.McCarthy@nationalgrid.com



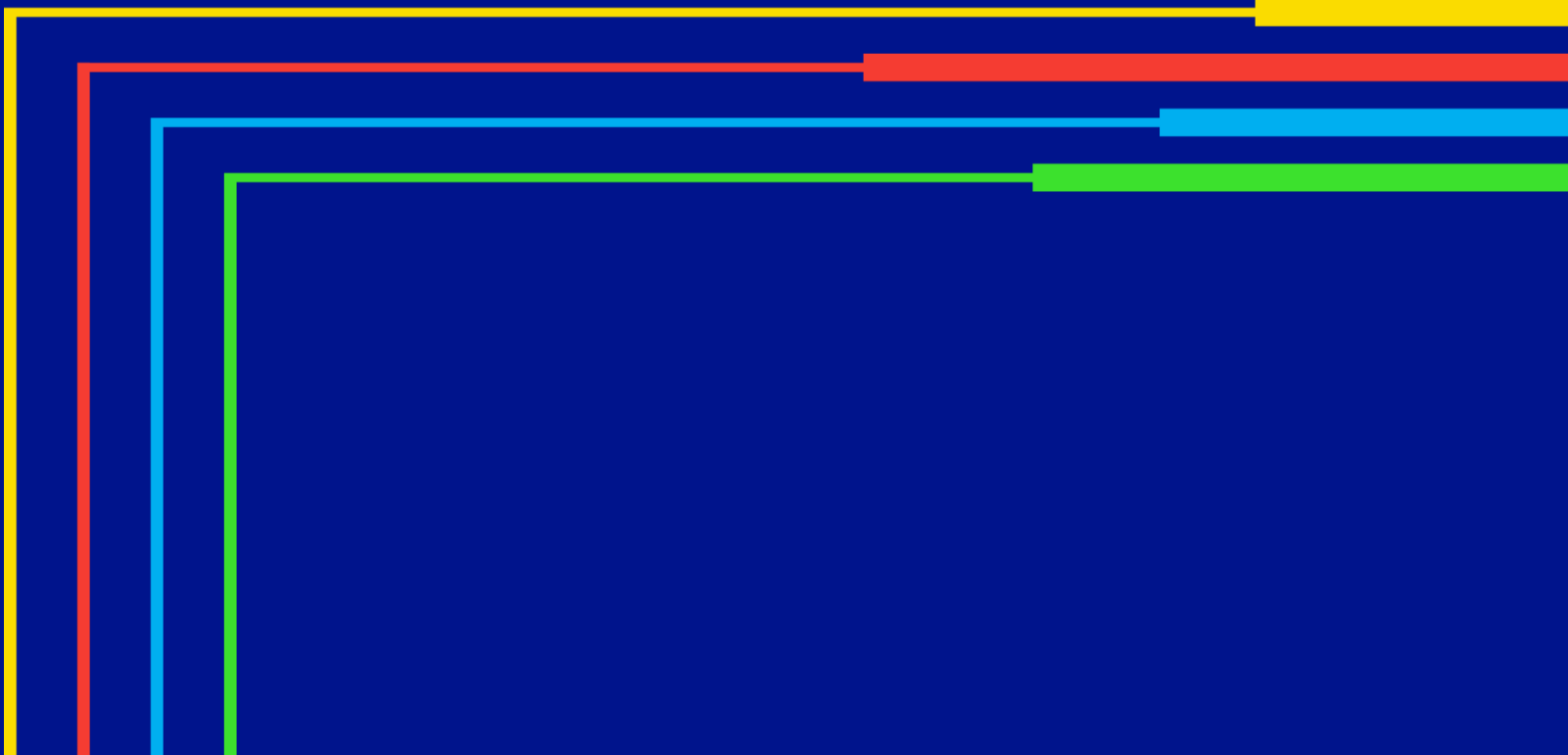
national**grid**

Quick Hits/Reminders/2025 Meeting Dates

- **Upcoming Trainings/Events:**
 - Mass Save events and trainings can be found on the Mass Save website [here](#). Now includes Additional Industry Trainings & Resources
 - MAEEP
 - May 29: 8:30 am – 4:00 pm - [Refrigerant Emissions Reduction](#)
 - July 8: 1:00 pm – 4:00 pm - Decarbonization with Electric Vehicles, Solar, and Storage
 - September 30: 8:30 am – 4:00 pm - Heat Pumps
- **PEX Landing Page:**
 - <https://www.nationalgridus.com/MA-Project-Expediter-Program>
- **2025 Meeting Schedule**
 - Wednesday, June 25, 2025
 - Wednesday, August 20, 2025 – invite pending
- **One on Ones**
- **COIs/NDAs Expiring**

Thank You!

Be Safe



national**grid**