

## Meet the Panel

### **TJ Glauthier, EnerNOC, Board of Directors**

TJ Glauthier serves on the EnerNOC Board of Directors. Previously he has served as CEO and President of the Electricity Innovation Institute. From 1999 to 2001, Mr. Glauthier served as the Deputy Secretary and Chief Operating Officer of the U.S. Department of Energy. From 1993 to 1998, Mr. Glauthier served as the Associate Director for Natural Resources Energy and Science at the U.S. Office of Management and Budget in the Executive Office of the President. He received his MBA from Harvard Business School and his B.A. from Claremont McKenna College.

**About EnerNOC:** Enernoc helps commercial, institutional and industrial organizations use energy more intelligently, pay less, and generate cash flow that benefits the bottom line. Their technology-enabled energy management solutions help meet the needs of utilities/grid operators that deliver energy and are responsible for maintaining the real-time balance between supply and demand.

### **Michel Gelobter, Hara, Chief Green Officer**

Michel Gelobter is Chief Green Officer at Hara and one of the country's leading sustainability and climate strategists, having worked for more than 25 years in business, policy, research, and advocacy on energy, environmental, and social policy. Michel is Founder and Chairman of the Board of Cooler, a for-profit social venture whose mission is to connect every consumer purchase to a solution for global warming. Prior to Cooler, Michel was President of Redefining Progress, the think-tank that helped design the world's most aggressive climate legislation which was signed into California law in August of 2006. Michel also founded and directed the Environmental Policy Program at Columbia University, worked as a Congressional Black Caucus Fellow as well as for the U.S. House of Representatives Energy and Commerce Committee, was Director of Environmental Quality for the City of New York, and served as an Assistant Commissioner for its Department of Environmental Protection. He is also a board member of the Natural Resources Defense Council and Ceres.

**About Hara:** Hara is a provider of environmental and energy management solutions. The Hara™ Environmental and Energy Management solution enables organizations to manage and optimize their organizational metabolism – the collective resources consumed and resulting outputs across an organization and its value chain – including energy, water, waste, and carbon.

### **Karen Alonardo, CSRWare, Founder/CEO**

Ms. Alonardo has 17+ years' experience in a number of leadership and entrepreneurial positions at Fortune 500 and private start-up companies, including with global Information Technology and software development organizations. Since founding CSRware in 2006, Karen has advocated the need for businesses to integrate environmental sustainability into the fabric of their operations. To integrate environmental, technology and business management expertise into a clean technology business, Karen received her Master's in Science in Environmental Management (MSEM) from USF and holds a B.S. degree in Business Administration from Northeastern University.

**About CSRWare:** The vision of CSRware is to bring innovation to the energy and sustainability market with a web-based business intelligence software platform to optimize environmental resources such as energy, GHG emissions, water and waste utilization across the enterprise. CSRware gives organizations premier On-Demand Sustainability Resource Management software. The CSRware Energy & Sustainability Management (ESM) and Sustainable Supply Chain (SSC) software gives organizations transparency and control of their organizational ecosystem.

### **David Wolins, Scientific Conservation, Co-Founder**

Mr. Wolins has dedicated his career to the advancement of the energy efficiency industry since 1979 with his first job as an Energy Engineer. A pioneer in energy consultancy, Mr. Wolins has more than 25 years of experience with facilities, their processes, their HVAC, refrigeration, controls, and metering systems. As one of the founders of EnFlex Corp. in 1993, Mr. Wolins spent more than 16 years developing connectivity and enterprise solutions for the delivery of building systems data. As VP Business Development, EnFlex, Mr. Wolins was also responsible for the development and execution of the sales and marketing program where he developed energy solutions for clients including Chevron Energy Services, Costco, Kroger, US Postal Service, and the utilities Bonneville Power

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Administration, Entergy and PG&E. In 2008 Mr. Wolins sold EnFlex to SunEdison LLC. Mr. Wolins is one of the co-founders of Scientific Conservation Inc. and from 2008 – 2010 served as CEO.

### ***About Scientific Conservation:***

Scientific Conservation Inc. (SCI)'s energy management software solutions monitor and diagnose issues with the major HVAC, lighting, refrigeration, power and controls to determine whether these systems are operating at optimal energy efficiency. Using advanced mathematics, SCI's technology takes the information, syncs it with building plans, predicts problems then sends real time reports to facility managers on what needs to be fixed. Through Automated Continuous Commissioning (ACC), this neural network technology was originally developed to work on complex projects like testing o-rings on the US space shuttle.

### **Michael Meehan, ENXSuite, Founder/CTO**

Michael Meehan fills the technology leadership role at ENXSuite. As one of the company founders, he created the ENXSuite concept and is the original architect of the network. Mr. Meehan's professional history spans 15 years in software including senior roles in product management, marketing and technology development. Prior to founding ENXSuite, Mr. Meehan held senior positions with systems management and software service vendors, and also founded The Climate Resource, an online climate change information provider. Mr. Meehan was voted among the top 5 CEOs to follow by BusinessWeek Magazine. He has an undergraduate degree in Environmental Studies and an MBA from the University of Victoria, Canada.

***About ENXSuite:*** ENXSuite Inc (formerly Carbonetworks) provides an integrated, on-demand Energy Performance Management system that provides actionable intelligence to help companies analyze and manage their complete enterprise-wide energy footprint. ENXSuite's On-Demand suite of applications includes a sophisticated energy data integration platform and energy consolidation product that provides a unified view of energy, GHG, carbon, water, waste and other energy sources, as well as a set of business intelligence and data mining capabilities that enable companies to run their energy and sustainability initiatives like a business.

### **Amol Deshpande, Kleiner, Perkins, Caufield & Byers (KPCB), Partner**

Amol joined KPCB in April 2008 and focuses on opportunities in green technology with specific emphasis on fuels, chemicals, water, waste and environmental technologies. His portfolio companies include Hara Software, Harvest, Luca Technologies, APTWater, and Siluria. Prior to KPCB, Amol spent 3 years as a director and associate at Black River and Cargill Ventures, both investment oriented business units of the private agribusiness, Cargill, Inc. While at Cargill, Amol focused on Greentech investment throughout the energy, water and agricultural supply chain. Amol was directly involved with investments and initiatives in multiple Greentech verticals including solar, next generation fuels, sustainable agriculture, industrial biotech, waste/environmental sciences and carbon markets. Prior to Cargill, Amol was an entrepreneur having founded companies in the agricultural biotechnology sector, water sector, and educational services sector. Amol has a BS in Chemical Engineering from the University of Illinois at Urbana/Champaign and an MBA from Cornell University where he was a Park Fellow.

***About Kleiner, Perkins, Caufield & Byers:*** KPCB are actively investing in Greentech innovation and entrepreneurs. KPCB has announced an historic alliance with Generation Investment Management and its chairman Al Gore who has become a KPCB Partner. The combined network, expertise, vision and global reach of Gore, Generation and KPCB will help their entrepreneurs change the world.

### ***Moderator:***

### **Eric Wesoff, Senior Analyst and Author of the Greentech Innovations Report, Greentech Media**

Mr. Wesoff's expertise covers solar power, fuel cells, biofuels and advanced batteries. His strengths are in market research and analysis, business development and due diligence for investors. Mr. Wesoff founded Sage Marketing Partners in 2000 and was the publisher of the Venture Power newsletter. He has worked in senior sales and marketing positions at Siemens Optoelectronics, Akzo Nobel Photonics, Dicon Fiber Optics, as well as consulting for numerous organizations in energy and beyond.

***About Greentech Media:*** Greentech Media is an integrated online media company designed to deliver the highest-quality content in the industry, whether it is research, news or critical networking events.