

# SKYLINE INNOVATIONS, INC. TECHNOLOGY OVERVIEW

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SKYLINE  
INNOVATIONS

**GUARANTEED SAVINGS THROUGH GREEN ENERGY**

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## TECHNOLOGY OVERVIEW

Skyline Innovations has developed and now operates a complete operations and maintenance technology platform for renewable energy and efficiency projects. We focus on continuous development of proprietary and high business value software complemented by increasingly sourcing commoditized technology to enhance our business offering.

Skyline's technology platform consists of several elements beyond the physical renewable energy or energy efficiency solution:

1. Third-party renewable energy and efficiency monitoring hardware deployed at project sites. This includes proprietary methods for the installation of sensors.
2. The solutions used to network those monitors to Skyline's back end software: LAN, complex WLAN, 2/3G and 4G cellular.
3. Cloud-based software that aggregates and warehouses remote monitor data.
4. Applications that act on remote monitor data for Skyline's business purposes.

The goals of Skyline's development work are to deliver business value, create barriers to competitor market entry, and increase enterprise value. Consequently, certain aspects of our intellectual property have been filed for patent protection.

## INTELLECTUAL PROPERTY

United States Patent and Trademark Office  
FILING RECEIPT  
4750A  
USPTO  
P. O. BOX 2718  
RESTON, VA 20196  
Data Marked: 05/14/2010  
Filing Receipt No. 1000  
Filing Date: 05/13/2010  
Filing Fee: \$12,773.00  
Applicant: Skyline Innovations, LLC  
Inventor: Adam R. Knapp  
Attorney: Knapp, Anderson, Washburn, & Co.  
Priority Date: 05/13/2010  
Foreign Applications: None  
Non-Publication Request: No  
Small Entity: No

During the course of development, Skyline actively pursues patenting unique aspects of the technology that is developed. The current patent application that has been filed covers the concepts surrounding distributed renewable energy generation systems and how they relate to price indexed energy.

The second patent being authored will further expand on the inventions created by the necessity of processing customer utility bills as well as the ideas and solutions that have been discovered over the course of developing Skyline's existing solar thermal system portfolio.

## APPLICATIONS OVERVIEW

Skyline Innovations' applications as referenced above include: **ReeBill**, a proprietary billing system that enables Skyline's unique price-indexed energy and efficiency model; **Prospektor**, a proprietary system that enables renewable energy or efficiency system data visualization and analysis including validation and editing; and **Altitude**, a business process management and optimization system into which all Skyline Software is integrated.

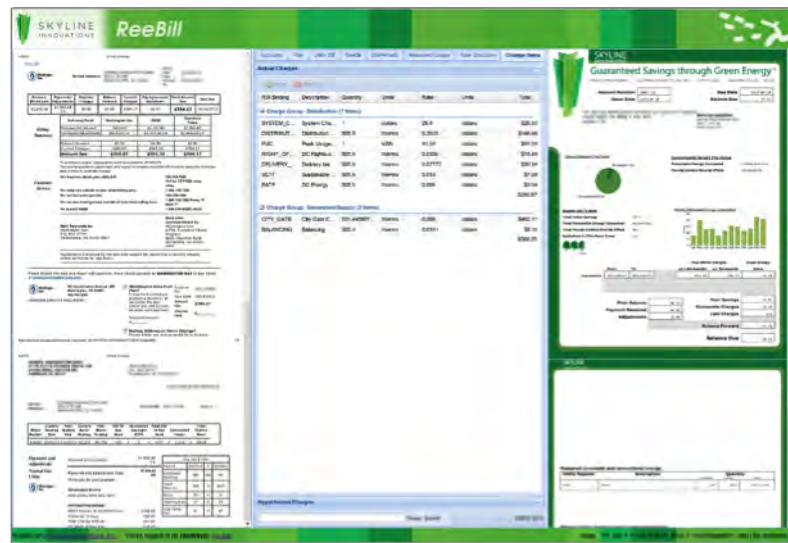
## Data Monitoring



To monitor solar thermal system performance, Skyline employs the “SkyBox”, a component delivered by a domestic hardware manufacturer and integration company according to Skyline’s design and specifications. SkyBox is a turnkey component with enclosure and commodity hardware including the system sensor monitor, data backhaul computer, networking equipment, and power- and revenue-grade energy calculators.

## ReeBill [Renewable Energy and Efficiency Billing]

Skyline Innovations delivers guaranteed savings to customers by providing renewable energy or efficiency at a fixed discount to their utility rates, also known as price-indexed energy. ReeBill is the software system responsible for converting system performance data into a customer billable dollar amount.



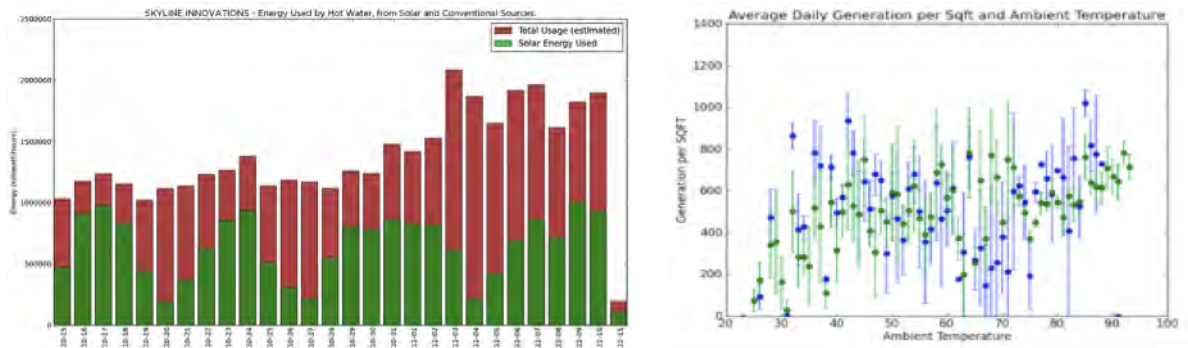
The price for Skyline renewable energy is derived and discounted from each customer’s current utility rate. ReeBill indexes Skyline’s prices to a fluctuating utility rate, and combine that information with real-time consumption information, while drastically reducing the marginal cost of per-customer bill processing. Beyond customer billing, ReeBill is capable of utility bill analysis and auditing for a variety of market applications.

As Skyline grows and adds new customers and accounts to ReeBill, it creates a database of rate structures. This helps Skyline to create better proposals, performance models, and financial models. The data also enables Skyline to provide additional services to customers: identifying billing inaccuracies, and helping customers select energy providers. This wealth of data allows Skyline to deliver energy efficiency and energy savings services digitally that conventional Energy Service Companies do manually.

## Prospektor

Skyline's business model necessitates clear understanding of the performance of the renewable energy or efficiency systems. This understanding leads to better system design, component procurement and project risk determination. This understanding is accomplished through data visualization and analytics. Prospektor is the software system responsible for providing business analysts, project and portfolio managers, and engineers the data needed to perform their job functions.

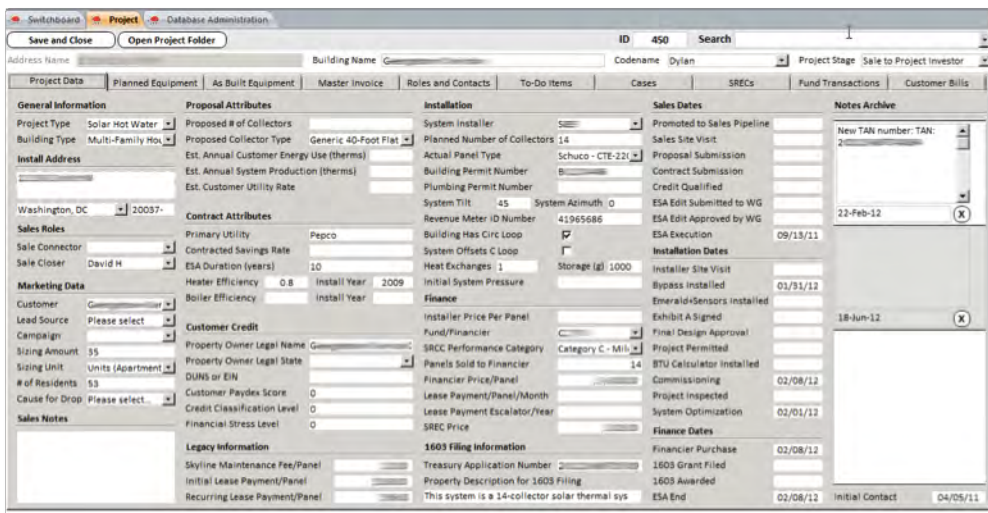
Pictured below: selected system performance reporting views



Prospektor works with a variety of renewable energy and efficiency system data for supporting multiple product offerings in addition to solar thermal, and visualizes, measures and monitors systems individually or in groups. The result is actionable data that efficiently characterizes system physical and economic performance, in turn influencing optimization of design, operations, and maintenance.

## Altitude

Skyline Innovations' business model must work at scale. To achieve this, business data and processes must be standardized, measured and automated. Sales leads, qualification, closing, system design, regulatory permits, construction, commissioning and operations and maintenance and contract management must be efficient.



Altitude is the software system responsible for ensuring the business is measurable and cohesively functions. Altitude, ReeBill and Prospektor – as well as a number of other systems – are integrated and share data to achieve this capability.