



## **FOR IMMEDIATE RELEASE**

### **Comverge and Sensus Form Strategic Alliance to Deliver Industry-Leading Smart Energy Management Programs**

*Seamless Integration of Proven Products and Services Provides Foundation for the Smart Grid*

**Norcross, GA, and Raleigh, NC, March 23, 2010** – Two of the industry’s leading smart grid solutions providers, Comverge, Inc. (COMV), and Sensus, today announced a strategic alliance to support current and future utility energy management and conservation programs. The alliance will focus on integrating Comverge’s Apollo® Demand Response Management System (DRMS) across the Sensus FlexNet™ multi-application advanced metering infrastructure (AMI) communications network to provide comprehensive and integrated energy management solutions.

The non-exclusive alliance will include the integration of standards-based ZigBee home automation devices, as well as future Comverge, Sensus and third-party home area network (HAN) devices based on the emerging U-SNAP connector standard. Utilities and their customers will benefit from Comverge’s rich heritage of delivering innovative energy management solutions that have supported over 500 utility programs and Sensus’ excellence in advancing smart grid technology, gained from over 100 years of serving the North America utility market.

“Sensus has an exceptional record of providing superior technologies and services that help utilities measure and manage distributed resources,” said John Rossi, senior vice president of business development for Comverge. “We feel that this partnership is a logical combination of two of the industry’s most experienced and proven energy management companies. The integration of our respective technologies and services will add significant value to our customers’ current energy efficiency programs while also providing a comprehensive platform to support their transition to the smart grid.”

“Utilities need established and proven partners to address the increasingly complex energy management and conservation challenges they face today,” said Bill Yeates, vice president of conservation solutions at Sensus. “Comverge has a reputation that is highly valued by the market and as a result, many existing and potential utility clients have a proven relationship with Comverge they wish to maintain and expand in conjunction with their deployment of our technology. With this agreement, we are able to offer our customers the interoperability required to execute efficient, innovative smart grid programs.”

#### **About Comverge**

With over 3,300 megawatts of clean energy capacity under management, Comverge is a leading provider of comprehensive smart grid, demand management, and energy efficiency solutions that improve grid reliability and supply electric capacity by reducing base load and peak load energy consumption. For more information, visit [www.comverge.com](http://www.comverge.com). Apollo is a registered trademark of Comverge, Inc.



### **About Sensus**

Sensus creates innovative technology solutions that enable the conservation of water and energy. Sensus has led the discovery, development, and implementation of technologies for the energy and water industries for more than a century. Water, gas, and electric utility customers around the world benefit from the company's open, flexible products and solutions to help them optimize their resources – today and tomorrow. Headquartered in Raleigh, N.C., USA, Sensus serves customers from locations throughout the Americas, Europe, Africa and Asia. For more information, visit [www.sensus.com](http://www.sensus.com).

FlexNet™ is a trademark of Sensus USA, Inc.

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