



January 24, 2011

Kirsten Walli
Board Secretary
Ontario Energy Board
P.O. Box 2319
2300 Yonge Street, Suite 2700
Toronto, ON M4P 1E4

Re: Developing Guidance for the Implementation of Smart Grid in Ontario – Board File No. EB-2011-0004

Dear Ms. Walli,

Please accept this letter as Energate's expression of interest to participate in the proposed Smart Grid Working Group.

Energate, a leading provider of Demand Response solutions to the electrical utility sector, has significant expertise relating to AMI interoperability, alternative communication protocols, Home Area Network (HAN) equipment and Internet portals for utilities and consumers. As one of three vendors chosen to participate in the recently completed OPA pilot to demonstrate technology for the next generation of Ontario's Demand Response program, we have gained significant insights into the capabilities, limitations and challenges associated with the evolution of the smart grid in Ontario.

We would like to nominate Niraj Bhargava, Energate's CEO to the SGWG. We have included Niraj's bio as an attachment to this email. However, due to logistics and time commitments, Niraj may not be available to attend all meetings of the working group. Therefore, we would like to propose Alan Clarke as his designate if that is suitable.

Prior to joining Energate, Alan had gained significant experience in the metering and electric utility business in Ontario. Alan worked as a design engineer for Schlumberger Industries, a manufacturer of electrical metering equipment for 4 years before joining North York Hydro in 1986 as a Project Engineer. In 1990, Alan joined the Energy Management Branch of Ontario Hydro and was involved in the development and promotion of energy efficiency programs delivered to the province.

We look forward to an opportunity to participate in the SGWG with the hopes of contributing to a robust, efficient and effective implementation of Ontario's Smart Grid infrastructure.

Yours truly,

David McFaul
Product Line Manager

Attachment