Tendril And Lockheed Martin Collaborate To Deliver Integrated Demand Response Solutions

Open ADR-based architecture enhances utilities' demand response & grid management options

BOULDER, Colo., Oct. 20 /PRNewswire/ **--** Tendril, a leading energy management technology provider and Lockheed Martin (NYSE: LMT) today announced they will be working to integrate Lockheed Martin's SEEload™ Demand Response Management solution with Tendril's energy management platform. The integrated solution provides a comprehensive demand-side management solution that gives consumers greater control over their energy consumption and enables utilities to deploy comprehensive, secure and standards-based demand response (DR) programs.

"The integration of Tendril's residential energy management system with SEEload makes it easier and quicker for utilities to deploy standards-based DR solutions across their entire customer base and service territory," said Larry Easton, director of Ventures for Lockheed Martin's Information Systems & Global Services-Defense. "Our integrated solution reduces utility risk, improves distribution network reliability and simplifies grid management."

The integration enables utilities to deploy Open ADR-based (automated demand response) programs across their residential, commercial and industrial customers. Demand response is increasingly viewed as an essential way to meet growing demand, comply with peak load and emissions reduction targets, and help customers control energy costs.

"This collaboration is a great example of Tendril's commitment to ongoing expansion and enhancement of its DR offerings to energy providers," said Tendril CEO Adrian Tuck. "We are thrilled to be working with such a venerable technology leader as Lockheed Martin to take our DR solution to the next level."

Lockheed Martin's Smart Energy Enterprise Suite, or SEEsuite Smart Grid Command and Control™ applications gives utilities and system operators unprecedented insight into enterprise operations and control of their smart grid assets. SEEsuite applications include SEEload for Demand Response Management, SEEgrid™ for Smart Grid Situational Awareness and SEEgrid™ for Integrated Resource Management. SEEload provides complete DR life cycle management to help utilities define, implement and manage demand response programs. SEEload's flexible load management capabilities gives utilities precise control across their distribution networks and its powerful event analytics enables utilities to accurately model the impact of DR events.

The Tendril platform helps energy service providers gain insight and control over their energy load by utilizing products and applications that communicate directly with a Utility's existing infrastructure, and subsequently provide customers with the information they need to make good energy management choices day to day. The platform also allows the utility to monitor their customers' consumption and better manage loads to avoid major service interruptions.

Tendril is a leading energy management technology provider that is helping to drive the large-scale deployment of the Smart Grid through the development of forward-thinking solutions as well as its work to establish industry protocols. The Tendril platform provides an open, secure and scalable end-to-end solution that creates a two-way dialogue between energy providers and their customers. The platform features customer engagement software to promote energy efficiency, and includes in-home products and applications as well as utility applications such as demand response and back office integration. Through the 20 Smart Grid pilot programs the company has secured in 2010 alone, Tendril will provide turnkey delivery of products and services to utilities and their customers in 14 states throughout the country. Tendril is venture backed by VantagePoint Venture Partners, Good Energies, RRE Ventures, Vista Ventures, GE and Appian Ventures.

Lockheed Martin is working with its customers to address the nation's challenges in the areas of energy efficiency, management, next-generation alternative energy generation and environment and climate monitoring. The Corporation provides a full range of energy solutions to the government and regulated industry, including the Department of Energy, Department of Defense, Environmental Protection Agency, state and regional energy organizations, utilities and businesses.

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 133,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's 2009 sales from continuing operations were $44. billion.

For additional information, visit our website: www.lockheedmartin.com/energysolutions

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