

# VISION AND THESIS

One Energy is the largest installer of on-site wind energy in the United States.

We combine the necessary skills, expertise, and services to make some of the most advanced technology in the world available to businesses, and we do it in a manner unlike anything the industry has seen before.

## Vision

One Energy will grow, as a vertically integrated company, into a Mega-Disruptor by offering *Wind for Industry*, Managed High Voltage, and other unique energy solutions to industrial energy users. One Energy will lead the domestic and worldwide transition to the customer-centric power grid of the future.

Mega-Disruptors uproot markets so thoroughly that they create a position of perpetual dominance. They become so commonplace that people can't imagine the world without them. Amazon, Google, and Microsoft are Mega-Disruptors. Mega-Disruptors work in three critical phases. First, they develop a profitable pilot offering. Second, they develop a broad universal platform that inserts themselves between customers and any providers that follow into the newly disrupted market. And third, they make sure both the pilot and the platform are scalable. Then they scale.

## Market Thesis

Large energy consumers have awoken to the fact that utilities' interests do not align with their own. Companies believe their "load" is theirs and utilities are no longer entitled to it. They are seeking ways to take back control. They are looking for high-quality, trusted partners to help them through on-site generation, better monitoring of their utilities, better rate predictability, better service, better quality, better market options, and other means that better serve their long-term needs.

The power grid of the future will have to put consumers first.



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***One Energy will lead the domestic and worldwide transition to the customer-centric power grid of the future.***

***The power grid of the future will have to put customers first.***