

Application Portrait:

NEW STREETLIGHT SOFTWARE FOR ECHELON I.LON® SMARTSERVER™

COMPANIES: **Streetlight.Vision** and **Echelon**

MARKET AREA: Municipal Streetlights and City Monitoring Systems.

DESCRIPTION: Streetlight.Vision has developed its fourth generation of streetlight monitoring software that leverages Echelon's recently announced *i.LON SmartServer*. The software suite from Streetlight.Vision is designed to simplify energy and maintenance savings while increasing security and quality of service in remotely controlled streetlight systems using Echelon's *LonWorks®* technology. "Echelon's new i.LON SmartServer provides a number of breakthrough features designed to enable faster, simpler deployment of monitored streetlight systems that can reduce installation costs by almost fifty percent when compared to other solutions while offering more features," said Christophe Orceau, Streetlight.Vision's chief executive officer.

ENABLED BY: Echelon's *i.LON SmartServer*

OPPORTUNITY: STREETLIGHT.VISION solutions are designed to bring measurable financial benefits and offer short term Return On Investments (ROI). Streetlight.Vision enables Cities to reduce their functional budget (APEX). Thanks to their "Web Service"-oriented Solutions, they also enable Streetlight Maintenance Companies to sell the solution as a monthly facility management service and develop new strategic Business Models.

COMMENTS: Energy efficiency and tight municipal budgets have increased interest in intelligent networking. The market opportunity for intelligent networks to reduce energy consumption, and the ability of Echelon products to make this easy, spell large market opportunities - not just in lighting or energy but in all spaces of "intelligent networking."

COMPANY INFO: Echelon Corporation (NASDAQ: ELON), <http://www.echelon.com/>
Streetlight.Vision, <http://www.streetlight-vision.com/>

WEB LINK: <http://www.echelon.com/company/press/streetlightvision07.htm>