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February 8, 2017

California Clean Energy Fund
CalSEED Grant Manager
5 Third Street, Suite 900
San Francisco, CA 94103

RE: Support for SenseOps' CalSEED Concept Award Application

Dear Grant Manager:

On behalf of Cleantech San Diego please accept this letter as one of support for the application submitted by SenseOps for the CalSEED Concept Award.

SenseOps is a San Diego startup founded in 2016 on the core idea that the proliferation of sensors and the Internet of Things (IoT) represent distributed computing platforms. With CPU, memory, connectivity, I/O, GPUs, GPS, etc., and a wealth of new data sources deployed at the edge, SenseOps is determined to harness that power and drive processes at the edge that "enterprise"-grade solutions have been centrally leveraging for many years.

As a Cleantech San Diego member and participant in the San Diego Regional Energy Innovation Cluster, SenseOps is seeking CalSEED funding to develop and deploy a field trial of "Behavior Driven Energy Efficiency in a Mixed Use Commercial Environment" at the San Diego Airport in support of the AB 793 policy implemented in 2016. The funding will allow SenseOps to engineer and deploy on-site data acquisition technologies at the Airport's tenant locations, acquire baseline data, and then implement steps such as monthly reporting, real-time feedback, RTF + simple control, incentives, and gamification.

Supporting California's energy innovators is important to driving progress in bringing cleaner, more sustainable technologies to market. Through its technology, SenseOps will help increase system efficiencies while decreasing energy usage.

Thank you for your consideration. If you have any questions about our support, please don't hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Jason Anderson". The signature is fluid and cursive, with the first name "Jason" being more prominent.

Jason Anderson
President and CEO
Cleantech San Diego