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## News Information

## For Immediate Release

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## **Latest City to Install Smart Street Light Network Using Echelon Technology Cuts Energy Use by 35%**

(San Jose, CA – December 9, 2009) - Echelon Corporation ([NASDAQ: ELON](http://NASDAQ:ELON)) today announced that the city council of Sénart en Essonne, France, is saving 35 percent in energy use with its new networked street lighting system based on Echelon's LonWorks® technology. The network of more than 3,100 streetlights can be selectively dimmed by segment during low-traffic hours, helping the city save energy and reduce its annual carbon emissions by an estimated average of 300 tons.

The city council of Sénart en Essonne, an area approximately 35 km south of Paris that includes four cities, signed a performance contract with SPIE, one of the largest streetlight maintenance companies in France, which is leveraging Echelon's technology to install and remotely configure and program all of the council's 3,100 energy efficient streetlights in record time. This enables significantly lower installation costs when compared to competitive solutions. SPIE shares the energy and maintenance savings with the city council in a profitable and sustainable relationship.

—The Sénart en Essonne project is a true success. We deployed the solution in record time, showing how easy it is to install our LonWorks-enabled solution. As a result, we are contributing to sustainable development by reducing energy use by more than 35 percent and we are able to anticipate some problems and diagnose them before citizens

even know about them,” said Daniel Labanowski, director of business development at SPIE.

–Cities that are investing in intelligent control technology to make their streetlights smarter are seeing real, measurable savings. Remote control can significantly reduce energy costs, and the extra benefits of the network — streamlined operations, lower maintenance costs, improved safety, less light pollution, and enhanced urban environments — may end up being even greater than the energy savings,” said Anders Axelsson, Echelon’s senior vice president of LWI sales and market development.

### **About the Solution**

The Sénart en Essonne City Council selected SPIE, one of the largest streetlight maintenance companies in France, to install and maintain the new streetlight network. The solution includes both OLCs (Outdoor Luminaire Controllers) and electronic dimmable drivers from Philips Lighting. The OLCs are embedded with an Echelon power line transceiver and are able to identify failures, trigger alarms, and take real-time measurements of energy use, number of hours burned, voltage, current, power factor, and power usage. The OLCs are connected to a network of Echelon i.LON<sup>®</sup> SmartServers to manage the operation of the whole network, called CityNetworks, from SPIE.

Streetlight monitoring software from Streetlight.Vision enables SPIE to easily and quickly configure, install, program, collect data from thousands of streetlights and automatically deliver reports regarding lamp failures, energy analysis and real-time control. The system gives SPIE an overall view of the streetlight system and makes it easy to manage its operation.

For more information regarding managed streetlight networks, please visit <http://www.echelon.com/solutions/streetlight/>.

### **About Echelon Corporation**

Echelon Corporation ([NASDAQ: ELON](http://www.nasdaq.com)) is leading the worldwide transformation of the electricity grid into a smart, communicating energy network, connecting utilities to their customers, enabling networking of everyday devices, and providing customers with energy aware homes and businesses that react to conditions on the grid.

Echelon's [NES System – the backbone for the smart grid](#) – is used by utilities to replace existing stand-alone electricity meters with a network infrastructure that is open, inexpensive, reliable, and proven. The NES System helps utilities compete more effectively, reduce operating costs, provide expanded services and help energy users manage and reduce overall energy use. Echelon's [LonWorks® Infrastructure products](#) extend the smart grid, powering tens of millions of energy aware, everyday devices made by thousands of companies – connecting them to each other, to the electricity grid and to the Internet. LonWorks based products work together to monitor and save energy; lower costs; improve productivity; and enhance service, quality, safety, and convenience in utility, municipal, building, industrial, transportation, and home area networks.

More information about Echelon can be found at <http://www.echelon.com>.

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