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# Ameresco and Silver Spring Networks Collaborate to Accelerate Smart Cities

*Silver Spring's Starfish™ Network-as-a-Service deployments to provide foundation to support innovative, cutting-edge solutions to help achieve greater resource efficiencies in leading cities*

FRAMINGHAM, Mass. & SAN JOSE, Calif.--(BUSINESS WIRE)-- Ameresco, Inc., (NYSE:AMRC), a leading [energy efficiency](#) and [renewable energy](#) company, announced today that it has executed a non-exclusive master reseller agreement with Silver Spring Networks (NYSE:SSNI), a leading networking platform and solutions provider for the Internet of Important Things™, making Ameresco one of several highly respected channel partners for Silver Spring's standards-based offerings. The collaboration affords an innovative approach to assist cities and other public lighting operators to deliver smart street lighting programs and to establish a foundation for future Internet of Things (IoT) applications and services such as smart water, traffic signals, and distributed energy resources.

"This is a natural evolution of Ameresco's successful track record in implementing energy saving LED street lighting conversion projects," said Louis Maltezos, Executive Vice President, Ameresco. "In addition, it enables us to extend our traditional project implementation role into an ongoing service/support role while more seamlessly offering a broader array of energy management and smart city value-added services and capabilities to our customers."

This agreement allows Ameresco to offer Silver Networks' IPv6 Starfish™ platform and SLV6 city management platform service models to Ameresco's customers as part of its smart city and municipal street lighting solution offerings. Ameresco believes Silver Spring's solution will be a valuable tool as Ameresco continues to enhance and execute its LED and Smart City strategy.

"We look forward to working with Ameresco to help utilities and cities build smart lighting systems and to support their broader smart cities goals," said Brandon Davito, Vice President, Smart Cities and Street Lighting, Silver Spring Networks. "Ameresco offers outstanding value at a lower capital expenditure, reducing the capital and operational barriers that have constrained the market."

The innovative network-as-a-service model allows municipalities and utilities to cost-effectively deploy a multi-application network and data platform without having to build and manage the network themselves, helping to reduce their capital outlay and the need for IT expertise. The economics and benefits of the smart street light network approach helps cities and utilities manage their resources prudently, and achieve sustainability-driven initiatives and goals throughout their communities.

## About Silver Spring Networks

Silver Spring Networks enables the Internet of Important Things™ by reliably and securely connecting things that matter. Cities, utilities, and companies on five continents use the company's cost-effective, high-performance IoT network and data platform to operate more efficiently, get greener, and enable innovative services that can improve the lives of millions of people. With more than 24.9 million devices delivered, Silver Spring provides a proven standards-based platform safeguarded with military grade security. Silver Spring Networks' customers include Baltimore Gas & Electric, CitiPower & Powercor, ComEd, Consolidated Edison, CPS Energy, Florida Power & Light, Pacific Gas & Electric, Pepco Holdings, and Singapore Power. Silver Spring has also deployed networks in Smart Cities including Copenhagen, Glasgow, Paris, Providence, and Stockholm. To learn more, visit [www.ssnl.com](http://www.ssnl.com).

### **About Ameresco, Inc.**

Founded in 2000, Ameresco, Inc. (NYSE:AMRC) is a leading independent provider of comprehensive services, energy efficiency, infrastructure upgrades, asset sustainability and renewable energy solutions for businesses and organizations throughout North America and Europe. Ameresco's sustainability services include upgrades to a facility's energy infrastructure and the development, construction and operation of renewable energy plants. Ameresco has successfully completed energy saving, environmentally responsible projects with Federal, state and local governments, healthcare and educational institutions, housing authorities, and commercial and industrial customers. With its corporate headquarters in Framingham, MA, Ameresco has more than 1,000 employees providing local expertise in the United States, Canada, and the United Kingdom. For more information, visit [www.ameresco.com](http://www.ameresco.com).

### **Forward-Looking Statements**

This press release contains forward-looking statements about Silver Spring Networks' expectations, plans, intentions, and strategies, including, but not limited to statements regarding the scope of Silver Spring's engagement with Ameresco, Inc.; the performance, capabilities and benefits of Silver Spring Networks' IPv6 STARFISH platform and service models as part of smart city and municipal street lighting solutions offerings. Statements including words such as "anticipate", "believe", "estimate", "expect" or "future" and statements in the future tense are forward-looking statements. These forward-looking statements involve risks and uncertainties, as well as assumptions, which, if they do not fully materialize or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. The risks and uncertainties include those described in Ameresco Inc.'s and Silver Spring Networks' respective documents filed with or furnished to the Securities and Exchange Commission. All forward-looking statements in this press release are based on information available to Ameresco Inc. and Silver Spring Networks as of the date hereof. Neither Ameresco Inc. nor Silver Spring Networks assumes no obligation to update these forward-looking statements.

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