

Deployment Details

(effective October 1, 2022)

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What you need to know to get end-to-end data flows with GLYNT

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1. The Primary Sources of Sustainability Data

Reference Table: Primary Source Data by Reporting Category

Direct Emissions (Scope 1)

- IoT sensors
- Vehicle Data (make/model/distance)
- Models (digital twins, engineering)

Indirect Emissions (Scope 2)

- Energy Utility Bills
- Landlord Bills
- Energy Invoices
- IoT Sensors
- Sub-Meters

Water and Waste

- Water & Waste Utility Bills
- Landlord Bills
- Waste Hauler Invoices
- IoT Sensors
- Sub-Meters

Purchased Emissions (Scope 3)

1. Purchased Goods & Service – Business Invoices, Emissions Factors
2. Capital Goods – Business Invoices, Emissions Factors, Depreciation Schedules
3. Fuel – Business Invoices
4. Transportation & Distribution (cradle-to-gate) – From suppliers
5. Waste (and Wastewater) Generated in Operations – IoT sensors, Waste Utility Bill, Waste Hauler Invoices
6. Business Travel – Business Invoices, Vehicle Data, Employee Expense Records
7. Employee Commuting – Vehicle Data, Public Transit Data
8. Upstream Leased Assets (office space) – Landlord Bills, Utility Bills, Sub-Meters, IoT Sensors
9. Downstream Transportation (gate-to-EOL) – Vehicle data, Business Invoices
10. Processing of Sold Products – from Customers
11. Use of Sold Products – from Customers
12. End-of-Life (EOL) Disposal
13. Downstream Leased Assets (operated by ReportCo, leased to others) – From Tenants
14. Franchises – Franchisor reports Scope 1 and 2 of Franchisees – From Franchisees
15. Investments – Share of total emissions based on share of control

Operationally, it is Much Easier

Direct Emissions (Scope 1)

- IoT sensors
- Vehicle Data /distance)
- Models (digital twins, engineering)

Indirect Emissions (Scope 2)

- IoT sensors & Meters
- Utility Bills Landlord Bills
- Energy Invoices
- Sub-meters

Water and Waste

- IoT sensors & Meters
- Utility Bills Landlord Bills
- IoT Sensors
- Landlord Bills
- Sub-Meters

Purchased Emissions (Scope 3)

- Purchased Goods & Service – Business Invoices, Emissions Factors
- Capital Goods – Business Invoices, Emissions Factors, Depreciation Schedules
- Fuel – Business Invoices
- Transportation
- Waste (and Hauler Invoices)
- Business Travel
- Employee Commuting
- Upstream Leased Assets
- Downstream Leased Assets
- Processing
- Use of Sold Products – from Customers
- End-of-Life (EOL) Disposal
- Downstream Leased Assets (operated by ReportCo, leased to others) – From Tenants
- Franchises – Franchisor reports Scope 1 and 2 of Franchisees – From Franchisees
- Investments – Share of total emissions based on share of control

From Suppliers, Franchisees, PortCos, Borrowers and Tenants

AND/OR

Business Invoices

Emissions Factors

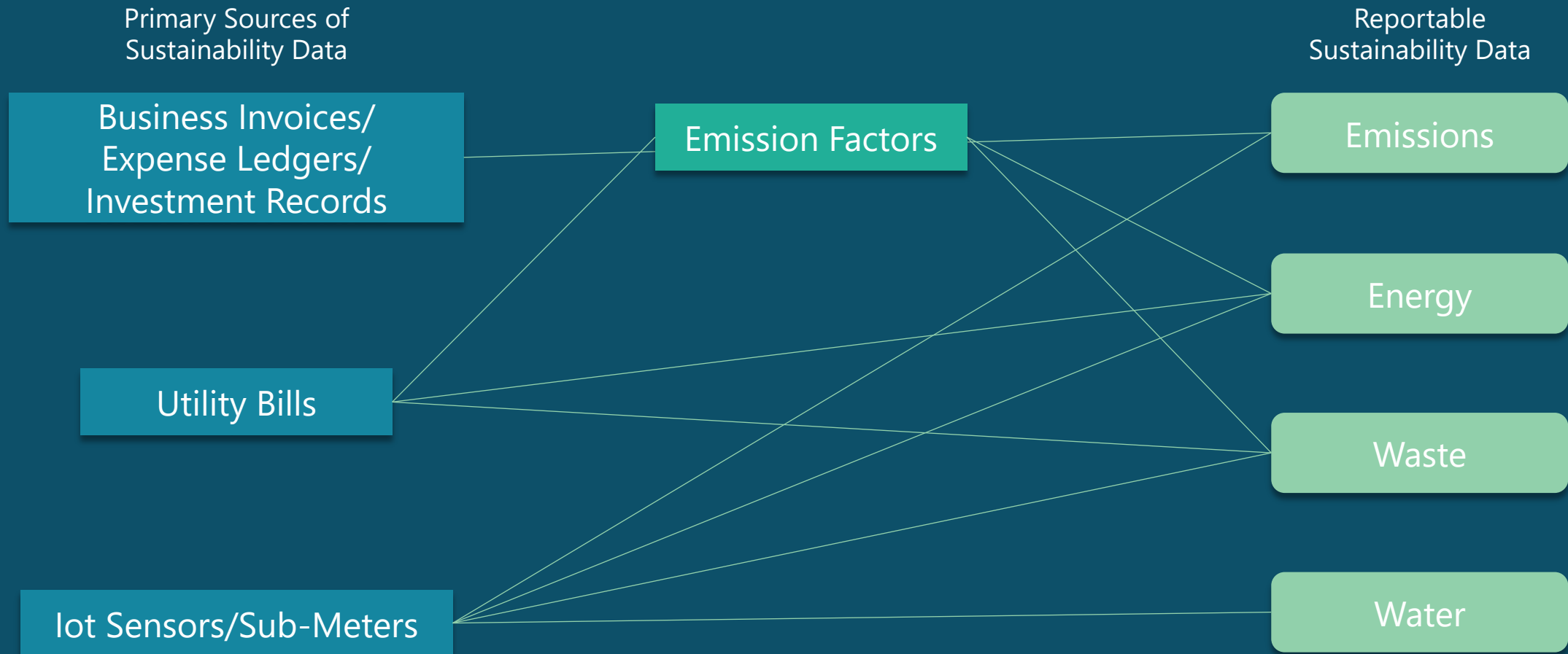
Depreciation Schedules

IoT Sensors

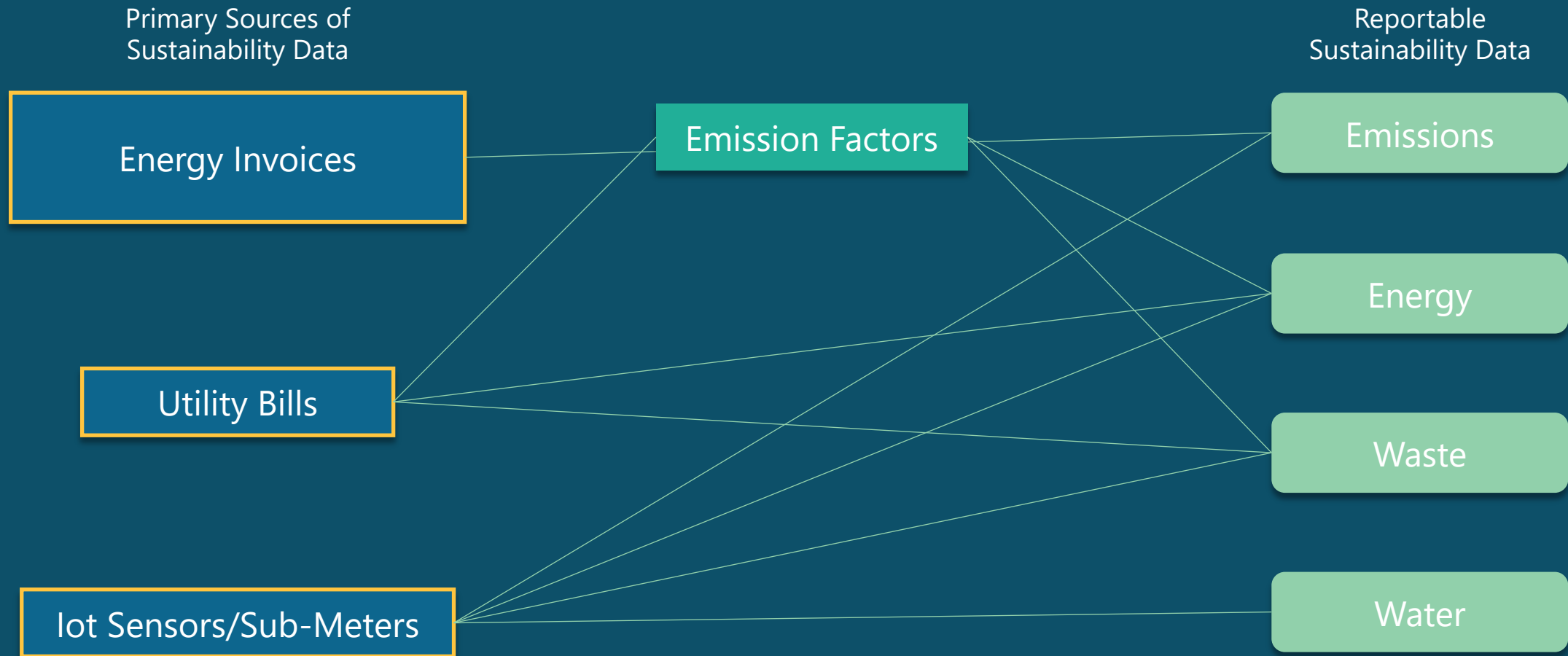
Vehicle Data

Investment Records

Essentially the Primary Sources are Invoices and Sensors



For Site-Level Reporting, Focus on These Sources



2. The Master Asset Table

GLYNT Breaks Sustainability Reporting Down into Three Steps

1. Determine the Scope of Reporting
2. Prepare the Site-Level Data (Scope 1 and 2 Emissions, Energy, Water and Waste)
3. Prepare the Supply Chain Data (Scope 3 Emissions)

Typical Scope of Reporting By Sites

Sites Included

- Owned
- Leased

Reportable Data Included:

- Scope 1 & 2 Emissions
- Energy
- Water
- Waste

Primary Sources

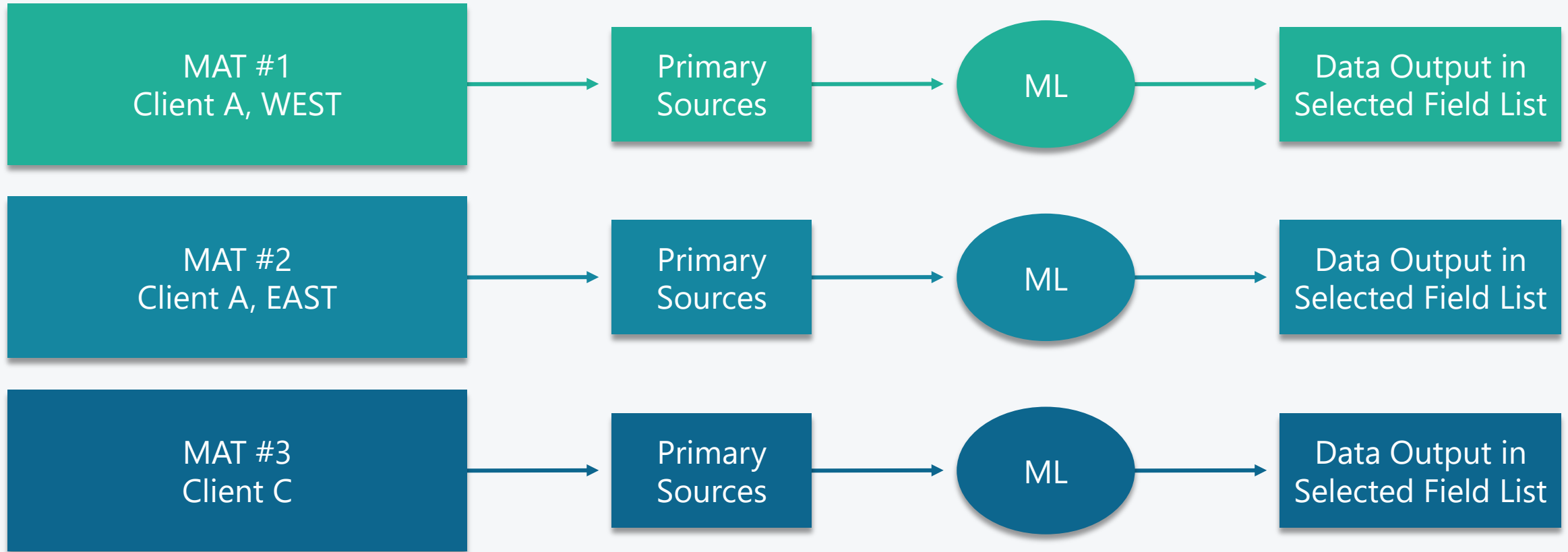
- IoT Sensors/Sub-Meters
- Utility Bills
- Vehicle Data
- Landlord Bills
- Energy Invoices

For Sites, GLYNT Uses the Master Asset Table (MAT) to Stay Organized

Indicative sample

Region	SiteName	SiteID	Site-Level Environmental Asset	Source of Data	How Data Provisioned	Full or Partial Control?	Emissions Factor ID
East	Hotel Q	E-4564	Electricity	Utility Bills	Auto-login to utility site		GL-EF-22-456
			Electricity	IOT sensor	API integration		GL-EF-22-458
			Waste	Trash Hauler Invoice	PDF from accounting system		GL-EF-31-321
West	Hotel A123	W-214	Electricity	Utility Bills	Scan sent from hotel	Partial	GL-EF-22-456
			Heating Oil	Business Invoice	PDF from accounting system	Partial	GL-EF-22-649
			Business travel- air	Expense Ledger	Spreadsheet	Partial	GL-EF-08-228

GLYNT Customers & Partners Have Projects, Each Captured by a MAT



Each MAT (project) is a tenant on GLYNT's multi-tenant system, eg documents and data are siloed by tenant and are never shared with other tenants

Selections Made by MAT (Project)

1. Which sites are included
2. Which commodities are tracked by site
3. The nature of the primary source data
4. How GLYNT obtains the primary source data
5. Output field list selected
6. Place of document pickup, place of data delivery
7. CSV or JSON file format for data
8. Frequency of data delivery
9. Historical data to be processed
10. Term of services (2 or 3 years)

3. Field List Selection

GLYNT Offers 5 Field Lists

Level of Detail By Commodity

	Level 1	Level 2	Level 3	Level 4*	Level 5
Account -Level	Included	Included	Included	Included	Included + Payment History
Usage	Per Site	By Meter	By Meter	By Meter	By Meter*
Charges	Per Site	Per Site	6 Charge Categories	6 Charge Categories; Charges Pro-Rated by Usage	By Charge Line-Item
Supplier Info			Captured	Captured	Captured

* Includes all meter detail available, such as kVar and Power Factors

How to Select Your Field List

- Level 3 or higher is needed to prepare an Emissions Reduction Plan
- Level 5 is appealing for data mining, but is semi-structured data and requires significant resources to integrate
- GLYNT has connectors to most major sustainability platforms, and they most often use Level 3 data
- Select one field list per MAT (project)
- You can change at any time. Once GLYNT is notified, we'll transition to your new field list over the following 30 – 45 days (depends on the billing cycle)
- Past bills can be re-processed to the new field list. Bills must be provided by customer as GLYNT does not archive data and documents. A fee will apply

4. Adding and Removing Sites from a Project

As Your Sites Change, the MAT Can Be Updated

- Once a MAT is established, it defines GLYNT's scope of work for the next two or three years
- The MAT forms the basis of stable, predictable billing
- However, leases expire, properties are acquired, and properties are sold
- Also, utility accounts may be added or deactivated
- For these natural, and somewhat infrequent events, the MAT is easily updated
- Add sites or remove sites using our MAT Add or MAT Remove Forms (portal coming in Q1, 2023!)
- GLYNT will adjust invoicing as needed

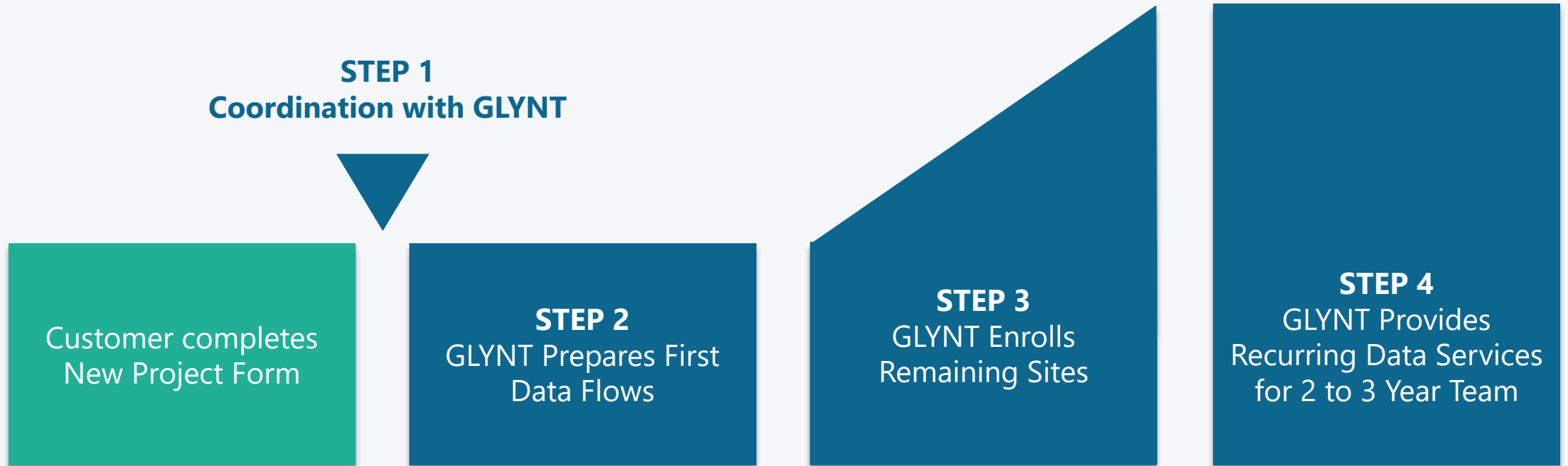
5. Adding a New Project (New MAT)

It's Easy to Add a New Project to GLYNT

- Once you or your client is a GLYNT customer, it is easy to add a new project
- Use the new project form (portal coming soon!)
- Have your list of sites, desired field list and other choices ready
- Once the form is submitted, a member of GLYNT's customer success team will respond and coordinate next steps
- Once you sign the Customer Acceptance Form for the project, invoicing begins
- Monthly data services and predictable monthly invoices: From date of new project form and extending 24 or 36 months (your choice)

Every New Project (MAT) Follows the Same Deployment Process

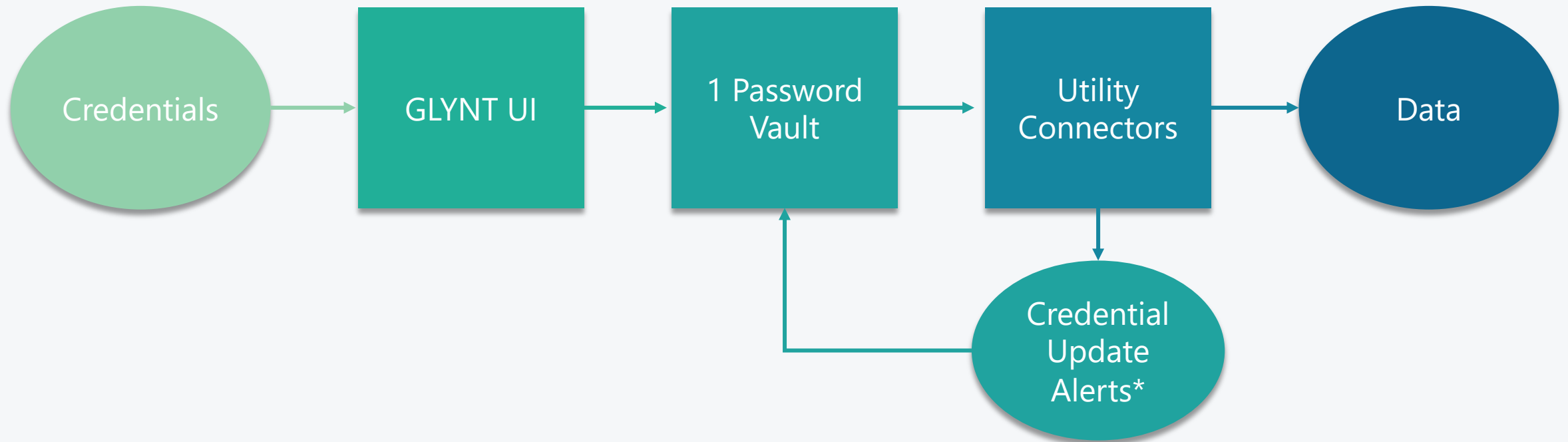
During STEP 1, a schedule will be established for loading all the sites onto the GLYNT platform



6. Utility Credentials

How Utility Credentials Are Handled at GLYNT

*Principle of Least Access applied
(2 client staff, 2 GLYNT staff)
All other staff see a credential 'alias'*



* Sent to GLYNT and to customer

7. Document Pickup and Data Drop Off

GLYNT Uses a Managed File Transfer Service for Increased Security

This provides 24/7 screening of malicious documents and other potential security issues



Customer provides documents at a pickup location*, uploads to GLYNT, or forwards a PDF attached to an email

GLYNT picks up documents per a pre-set schedule

GLYNT drops off data per a pre-set schedule

Customer receives data at a drop off location*

GLYNT does not support API access at this time. We may re-introduce it if there is customer demand

The Checklist for Document Pickup and Data Drop Off

Document Pickup

1. Type of site
2. Credentials for access
3. Frequency of pickup
4. Folder structure
 1. Sweep of a single folder
 2. New folder per pickup
5. Who gets alerts if there is an issue?

Data Delivery

1. Type of site
2. Credentials for access
3. Frequency of delivery
4. Folder structure
 1. Deposit into single folder
 2. New folder per drop off
5. Who gets alerts if there is an issue?

File Formats for Data Drop Off

Make a single selection per MAT

1. CSV or JSON
2. Single CSV file per week or month
3. Individual CSV file per document
4. Individual JSON file per document

8. File Naming and Renaming

The File Naming Challenge and Solution

The Challenge

- Data management systems need unique identifiers per document for logging and monitoring
- Customer support often needs human-readable file names for easy access
- Utility sites often use non-unique single-word file names such as "Image"

The Solution

- Upon receipt of a document, GLYNT attaches a unique ID that is used throughout our system
- GLYNT has a file re-naming convention for bills retrieved from utility websites:

CustomerName_ProjectName_VendorName_AccountNumber_DatewheninvoicewaspulledinYYYY-MM-DD.pdf

- Customers can request that all files per MAT/Project follow this convention OR a customer-created convention
- Customer-created conventions can be composed of:
 - the data fields available in the field list selected
 - the original file name
 - the GLYNT ID.

9. Security and Privacy

Summary of Security Practices

1. GLYNT is SOC2 Level 2 and HIPPA Compliant
2. Banking-level encryption in transit and at rest
3. MFA endpoint control for all system access
4. Principle of Least Access defines user roles
5. Hosted on AWS Cloud (2 regions)
6. Vulnerability monitoring and testing
7. Disaster and continuity plans in place and periodically tested
8. Security breaches notification within 48 hours of a breach (none experienced yet)
9. Oversight by management team and board

Summary of Privacy Practices

1. GLYNT is a multi-tenant system. Each Project (MAT) is a tenant. Data and documents are not shared between tenants
2. GLYNT uses 'Few Shot' machine learning (ML), which enables us to train on just few customer documents. The ML math is shared between tenants, but unlike most ML systems there is no single pool of data and documents for ML training
3. GLYNT is GDPR and CCPA compliant
4. Our Privacy Policy for users is posted here: <https://glynt.ai/privacy-policy/>

10. Service Level Agreement

Service Level Agreement

1. Availability of Service – 99.5% uptime
 - This includes document pickup, use of credentials and data delivery
 - Scheduled maintenance windows excluded
2. Data Quality – 99.5% accuracy
 - Data as delivered with Data-as-a-Service
 - Data adjustments during onboarding are excluded
3. Customer Support
 - Customers may request support via the GLYNT customer support portal or via email to support@glynt.ai
 - Confirmation of receipt of ticket within 1 business day
 - Data quality issues typically resolved within 2 business days
 - Software issues are triaged:
 - If affects all customers – immediate action by GLYNT with updates every 4 hours
 - If affects some customers – immediate action by GLYNT with updates every 4 hours
 - If non-critical issue, affecting one or some customers – GLYNT will identify issue and reply with a resolution timeline

11. Pricing

Usage Fees By Utility Account

Fees are per Account per month, unless otherwise noted

	Standard Account	Add'l Accounts	Add'l Meters	Utility Site Login	Emissions Enrichment
Monthly Data Services	1 commodity, 1 service address, 3 or fewer meters	Additional service addresses, commodities, or listed accounts	Additional meters	Customer to provide utility credentials	
Field Level 1 or 2	\$1.75	\$1.35	\$0.45	\$0.80	\$0.12
Field Level 3 or 4	\$2.50	\$1.90	\$0.65	\$0.80	\$0.12
Field Level 5	\$3.25	\$2.50	\$0.85	\$0.80	\$0.12
Setup (one-time)	\$8.00	\$5.00	\$0.75	\$2.00	
Historical Data Discount to Monthly Data Services	15%	15%	15%		
Subscription Fee* (per month)	\$100				

Invoicing

- Invoicing begins once the Customer Acceptance Form is signed
- Invoicing is from the Effective Day of the New Project request. The first invoice will cover two months
- Term is 24 or 36 months, customer selects
- Setup fees are waived for a 36-month term
- The invoice amount depends on the number of sites, accounts and meters processed each month
- \$500 monthly minimum invoice. Includes a \$400 usage credit
- AWS Marketplace can be used to contract with GLYNT, in this case the GLYNT invoiced amount will appear as a line-item on the AWS invoice. GLYNT will directly provide the invoice detail (Azure Marketplace will be added in October 2022)

THANK YOU!

#betterdatafortheplanet