



ecobee is a consumer-technology company based in Toronto, Canada that designs and manufactures smart home devices and home solutions, including thermostats, cameras, security sensors and home monitoring.

ecobee+energy

- climate change has significantly impacted the electricity markets, disrupting both electricity demand and supply. ecobee energy services has been instrumental in helping energy companies deliver reliable supply to their customers
 - using the aggregate number of over a million smart thermostats, ecobee energy services is able to assist utility partners in managing the electrical grid, reducing incidents of blackouts and brownouts that are becoming regular occurrences all throughout the United States
- eco+, the world's most advanced smart thermostat software, was developed using sophisticated AI and algorithm programming to effortlessly deliver additional energy savings, lower customers' carbon footprint, while helping the planet by maximizing energy efficiency



regulatory affairs+energy

- conducted in-depth research (both primary and secondary) on potential business opportunity involving regulated environmental markets
- examine and monitor developing regulatory updates and policy changes related to energy sector
 - engage with advocacy groups and work groups to prioritize ecobee's needs in energy-related policy drafts and developments
- support Energy team in identifying opportunities to further monetize existing products
- perform financial modelling and analysis to identify potential business opportunities to generate new revenue streams
- educate team members on regulatory updates and highlight potential risks or developing opportunities



Jeanny Do Regulatory Affairs, Energy

project highlights+accomplishments

- (possibly!) the first Co-Op student at ecobee to directly engage the executive group with high degree of success and positive feedback regarding new business opportunity
- performed financial analysis to identify potential size and scale of recurring revenue
- authored a 25-page report that was circulated internally within ecobee highlighting new business opportunity
- spearheaded informative and pitch-style presentations related to potential business opportunity to the executive group, energy team and entire ecobee company
- involved in numerous discussions with external firms to engage in partnership selection process as part of implementing business opportunity
- collected and analyzed internal datasets to identify ecobee's position in the market and estimate potential growth rate

ecobee+sustainability

- ecobee thermostats have delivered over 17.6 TWh of energy savings, that's like, taking all the homes in Las Vegas off the grid for 1 year
- average lifespan of ecobee thermostat is 4x longer than a smart phone because they are consciously designed to be future proof with processing power to be useful for years to come.
- ecobee reduces consumption and e-waste by designing products to be easily disassembled, repaired and re-sold.
- ecobee partners with community housing organizations, cities, NGOs and utility partners to donate hundreds of thermostats, while subsidizing thousands more to help families fight energy poverty.