



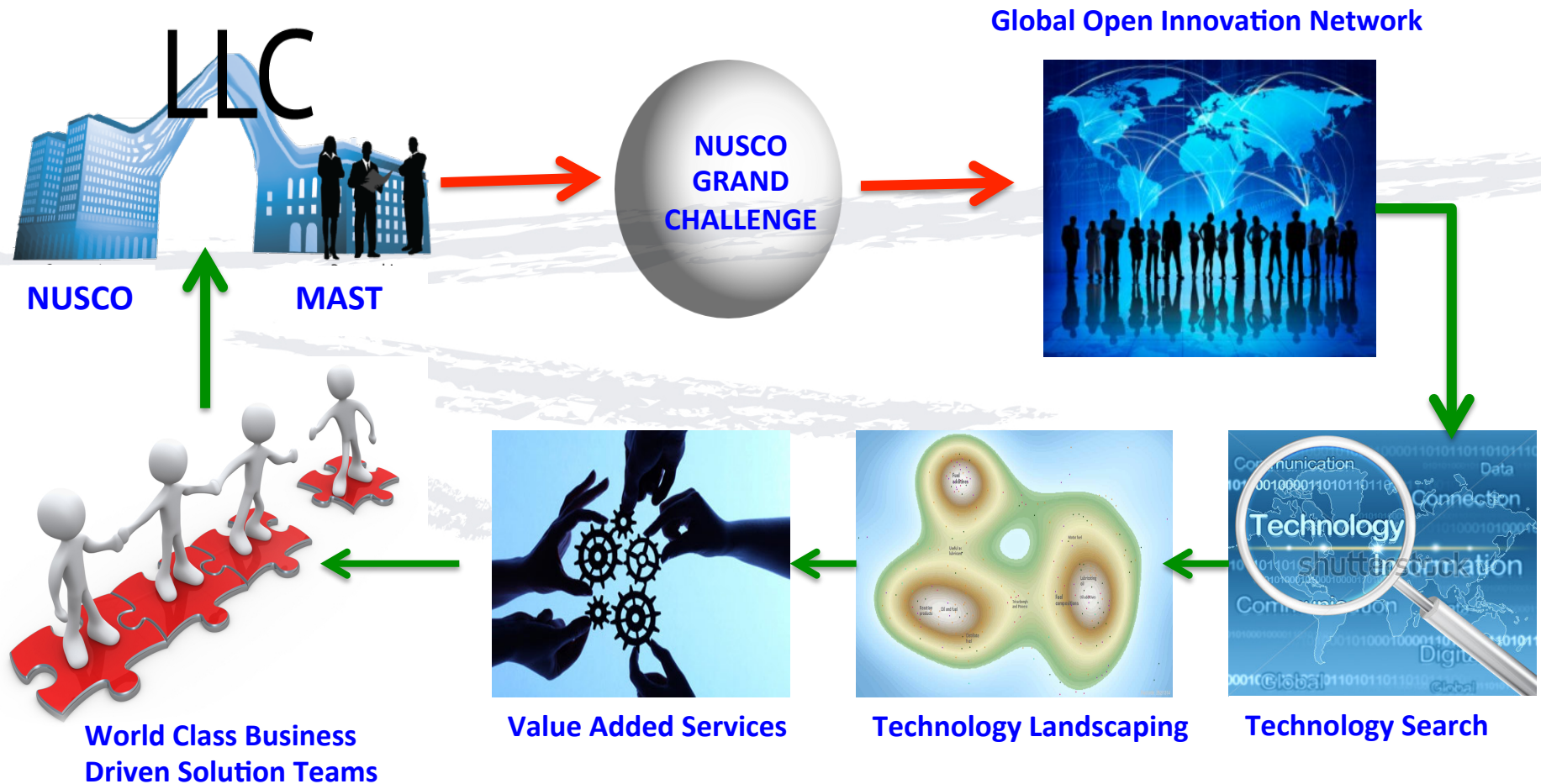
MAST's Contribution to Project Eagle

**Proposed Process for Responding to Northeast
Utilities Grand Challenges**

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MAST's Contribution to Project Eagle





Project Eagle LLC Goals

- ✓ Provide an environment for cross functional operational excellence through optimal utilization and growth of Northeast Utilities employees.
- ✓ Create a focused ‘skunk works’ allowing Northeast Utilities to become an industry leader in technology assimilation as it relates to improving the operation of the utility.
- ✓ Create a vehicle to house the projected revenue stream from any technology rollout/licensing outside of Northeast Utilities business.



NUSCO Grand Challenges

- Northeast Utilities responsible for creating the organization's vision for meeting the goals of the Project Eagle LLC
- Northeast Utilities will identify and articulate major industry obstacles that when resolved, will positively impact society at large.
- Acknowledge that the solutions are so complex that both incremental and breakthrough opportunities are valuable
- Committed to dedicating significant funding and resources
- Secured executive commitment and visibility



**NUSCO
GRAND
CHALLENGE**

Global Open Innovation Network

- MAST has access to over 2 million global solution providers
- MAST articulates Northeast Utilities' needs in a way that greatly expands the potential for relevant, qualified solutions from the global innovation community
- MAST creates a broad, yet targeted ecosystem of solution providers for each challenge that includes innovators in adjacent industries and technical disciplines
- MAST assesses and evaluates proposed solutions for quality and fit to ensure best solutions are recommended to the LLC
- MAST ensures that Northeast Utilities derive focused, long-term value from the new solution by fully facilitating the entire process



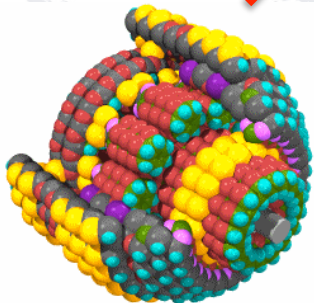
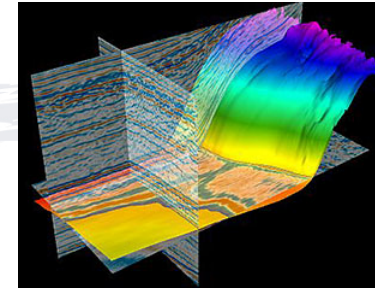
MAST Core Competency: Innovation through Unobvious Connections

Swallow a pill that transmits picture in body

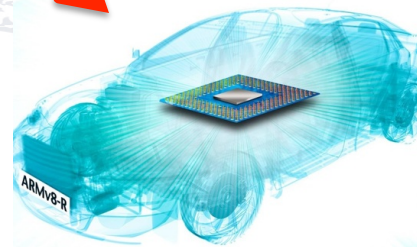


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Nanoparticle in oil wells captures process conditions



Nanotechnology: New model for very small sensors



Car communicates oil chemistry wirelessly to I-Phone



Transformer Partial Discharge Sensor Array

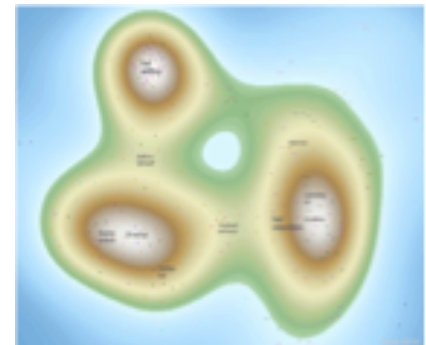
Technology Search

- MAST helps Northeast Utilities reach beyond your existing capabilities and networks to find new and breakthrough approaches to innovation challenges
- Leverage your employee experiential knowledge
- Increase the innovation productivity of your employees
- MAST finds game-changing solutions
- MAST improves existing technology in response to regulatory changes
- MAST identifies new solutions that reduce environmental impact and lower costs.



Technology Landscaping

- MAST simplifies complex issues and assesses a range of technology questions including readiness, fit with performance and maturity requirements, as well as regulatory and product comparisons.
- MAST distills broad technology domains into actionable priorities
- Translate the relevance of emerging technology to Northeast Utilities specific needs
- MAST assists in understanding the implications of enabling technology
- MAST will demonstrate an understanding of the connections between seemingly unrelated technology area
- MAST uncovers paths to potential solutions or outcomes not previously considered.



Value Added Services

- MAST reduces the risk/cost of evaluating potential solutions to Northeast Utilities grand challenges
- MAST removes the burden from Northeast Utilities employees from dealing with multiple vendors offering solutions. This is done through effective filters that assess and evaluates proposed solutions for quality and fit to ensure the best solutions are recommended to the Project Eagle LLC
- MAST with Northeast Utilities via the Project Eagle LLC will establish a standardized technology and business value recommendation process that meets Northeast Utilities capital expenditure evaluation metrics.



World Class Business Driven Solution Teams

- MAST ensures that when the LLC agrees to proceed with a targeted technology solution, the assembled project team members will be best in class for the various solution components
- MAST teams for each Northeast Utilizes challenge will be staffed independent of all other Project Eagle LLC programs in place
- MAST will take lead responsibility that all project team members, including selected subcontractors will be properly licensed, have the requisite insurance coverage and will be covered by the Project Eagle LLC Confidentiality Agreement in place at that time.

