

February 6, 2013

Mr. Patrick R. Donahoe
Postmaster General and Chief Executive Officer
United States Postal Service
475 L'Enfant Plaza SW
Washington DC 20260

Dear Mr. Donahoe:

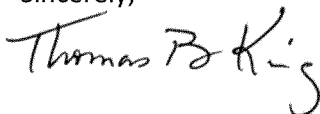
We are writing to bring to your attention a serious issue involving Opower Inc., a five-year-old company based in Arlington, Virginia, that provides energy efficiency advertising for electric and gas utilities.

Each of our utilities contracts with Opower to deliver energy efficiency advertising because energy efficiency is an important part of our resource mix, and Opower's innovative behavioral approaches are far more effective than traditional efficiency advertising. Perhaps the most powerful of Opower's advertising tools involves a sophisticated use of data analysis: nearly each piece of energy efficiency mail that Opower sends to household energy consumers includes a computer-generated report comparing the actual energy consumption of the addressee's household with the average energy consumption of the recipient's neighbors. Opower's successful approach has become an essential part of our companies' strategies for meeting our energy efficiency goals.

We have learned that on December 31, 2012, a mail acceptance office within the USPS ruled that the company's energy efficiency advertisements could no longer be mailed at Standard Mail rates of postage, and henceforth must be mailed at First-Class rates.

We are concerned about the economic consequences of the December 31 ruling to our businesses, all of which contracted with Opower based on a cost structure that included Standard Mail rates. Given Opower's contributions to achieving the energy efficiency goals set for our companies, we would appreciate your attention to this issue and request your expeditious review and reconsideration of the recent decision.

Sincerely,



cc: The Hon. Mickey Barnett, Chairman, USPS Board of Governors
The Hon. James Bilbray, Vice Chairman, USPS Board of Governors
The Hon. Louis Giuliano, USPS Board of Governors
The Hon. Dennis Toner, USPS Board of Governors
The Hon. Ellen Williams, USPS Board of Governors