



Introducing... Emerging Technologies! Evaluation of Vendor Partner Solicitation Efforts

Martha Thompson
And Tami Rasmussen
Evergreen Economics
IEPEC Long Beach 2015



Introduction

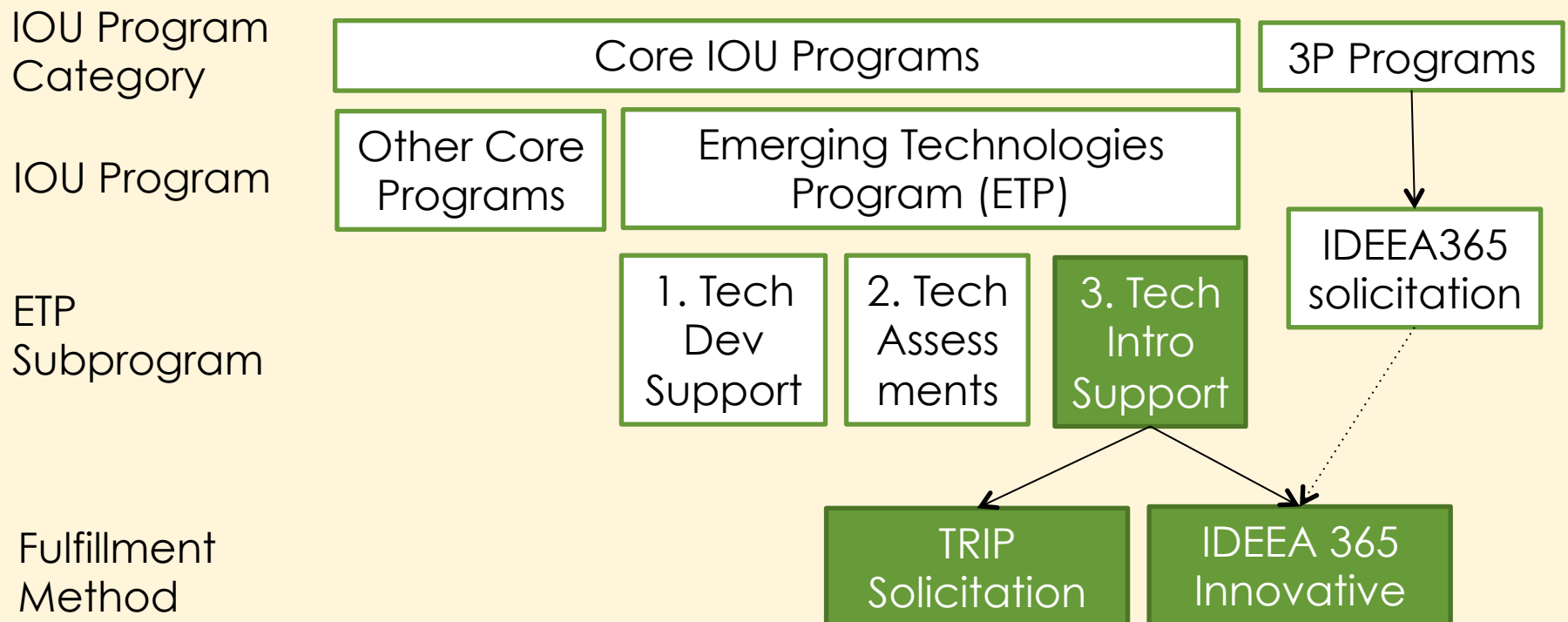
The greatest thing since sliced bread?









Introduction - ETP

So the IOUs in California have a special program meant to do just that.



Solicitation Approaches





Solicitation Format and Focus

	TRIP	IDEEA365
IOU	 	 
Format	New solicitation process done within ETP using IDEEA365 as a template	Pulled from existing solicitation Special <i>innovative</i> solicitation
Focus	Seeking innovative technology with a specific focus on EE technologies in the commercialization phase	Seeing innovative delivery methods for technologies (more broad)



Solicitation Approaches

Solicitation Approach Comparison

	TRIP		IDEEA365	
IOU				
Stages	One	Two	Two	
Maximum per Project Budget	\$300,000	\$150,000	None specified	
E3 Calculations Required	Yes	No	No	







Evaluation Goals:

What is the effect of the solicitation process on the quality of submissions?

- Pros and cons in meeting ETP objectives
- IOU's differing needs and how they chose to fulfill the ETP objectives
- Seek opportunities to offer suggestions for improvement



Solicitation Approaches

	TRIP		IDEA365	
IOU				
Solicitation Rounds Reviewed	3	1	1	1
# Bids Reviewed	45 4	TBD 1	3 2	21 2
Program Staff Interviews	1	3	3	3
Vendor Interviews	3 A, 6 R	TBD	1	3

Findings

- TRIP may entice new vendors
- IDEEA365 may entice more experienced vendors





Findings

- Risk = key consideration
- Vendor submissions over time



Findings

- Preferred two staged approach
- Cost effective calculations in second stage
- Consider utility resources





Findings

Education and
communication
benefits all

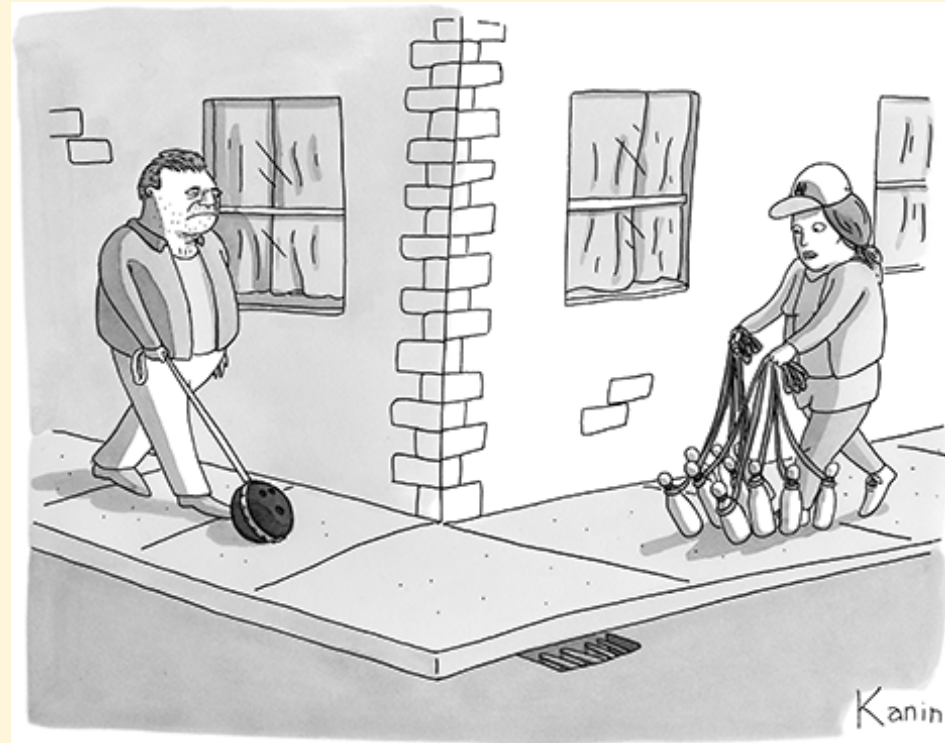
Misunderstanding of
proposal
weaknesses



Findings

Partnering is
beneficial

Pathway to IOU



Credit: New Yorker



Lessons Learned

When developing solicitations, risks and rewards need to be considered, specifically related to:

- Budget
- Savings substantiation documentation
- Resources needed to educate vendors about documentation
- Extent of measure commercialization
- Desired implementation experience



Lessons Learned

Tradeoffs associated with bringing in new vendors:

Pros

- Expanding the pool of measures that may be considered
- Bringing in more competition
- Training new vendors on how to implement programs and building EE infrastructure

Cons

- More training required
- More staff time to review proposals, many may not be applicable due to inexperience
- Lack of proven experience (less certainty of success)
- Vendor burnout



Questions?

Martha Thompson

thompson@evergreenecon.com

Tami Rasmussen

Rasmussen@evergreenecon.com

510.899.5555

Evergreen Economics

Berkeley, CA and Portland, OR