Filling the Measure Pipeline: An Examination of Six Utilities' Emerging Technology Measure Development Processes

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IEPEC Long Beach 2015
Research Background

- **Research Goals:**
  - Document utilities’ internal measure development processes
  - Identify information gathered for the processes;
  - Identify particularly useful process steps and information sources
  - Document the sources of potential new measures.

- **Participating Utilities**
Emerging technologies program staff (and POU equivalents) play a key role

- Identify New Measures
- Technology Assessments
- Workpaper support
- Help manage UIMD process

BUT .......
There are many other staff involved in the UIMD process teams:

- Product Managers
- Engineering Staff
- Program Managers
- Strategy and Compliance Staff
- Marketing Staff
New Measure Assessment Factors

- Staff use a wide range of assessment criteria:

<table>
<thead>
<tr>
<th>Quantitative Factors</th>
<th>Qualitative Factors</th>
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<tbody>
<tr>
<td>- Carbon Emissions</td>
<td>- Alignment with Regulatory Goals and Mandates</td>
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<tr>
<td>- Cost Effectiveness</td>
<td>- Barriers to Adoption</td>
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<td>- Demand Reduction</td>
<td>- Fit with Corporate Strategy</td>
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<tr>
<td>- Effective Useful Life</td>
<td>- Fit with Customer Strategy</td>
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<tr>
<td>- Energy Savings Potential</td>
<td>- Fit with Existing Programs</td>
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<tr>
<td>- Market Size / Potential</td>
<td>- Impact on Customer Satisfaction</td>
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<tr>
<td>- Non-Energy Benefits</td>
<td>- Market Need</td>
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<tr>
<td>- Price Point of Product</td>
<td>- Market Opportunity</td>
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<td>- Program Budget</td>
<td>- Market Readiness</td>
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<td></td>
<td>- Organizational Capacity</td>
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<td>- Strength of Manufacturer</td>
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<td>- Technical Performance Risk</td>
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Sources of New Measures

- Vendors & Manufacturers
- Customers
- Industry Organizations
- Academic Institutions and Research Labs
- Internal Staff
- Other utilities
Cross Utility Collaboration

- Emerging Technology Coordination Council meetings - ETP
- Public meetings – TRIO, ET Forums
- Formal and informal communication between program staff
- Workpaper collaboration
- Participation in technology consortiums
- Conferences
Conclusions and Lessons Learned

- Significant differentiation between UIMD processes.
- ETP play an important role in the UIMD process, but ...
- A broad range of utility staff are involved in the process
- Utilities assess promising technologies using a wide variety of quantitative and qualitative information.
- All utilities access a diverse range of information sources to gather information and identify potential new technologies.
- There is significant cross-utility collaboration in new measure development.
Questions?

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