



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

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Research Background

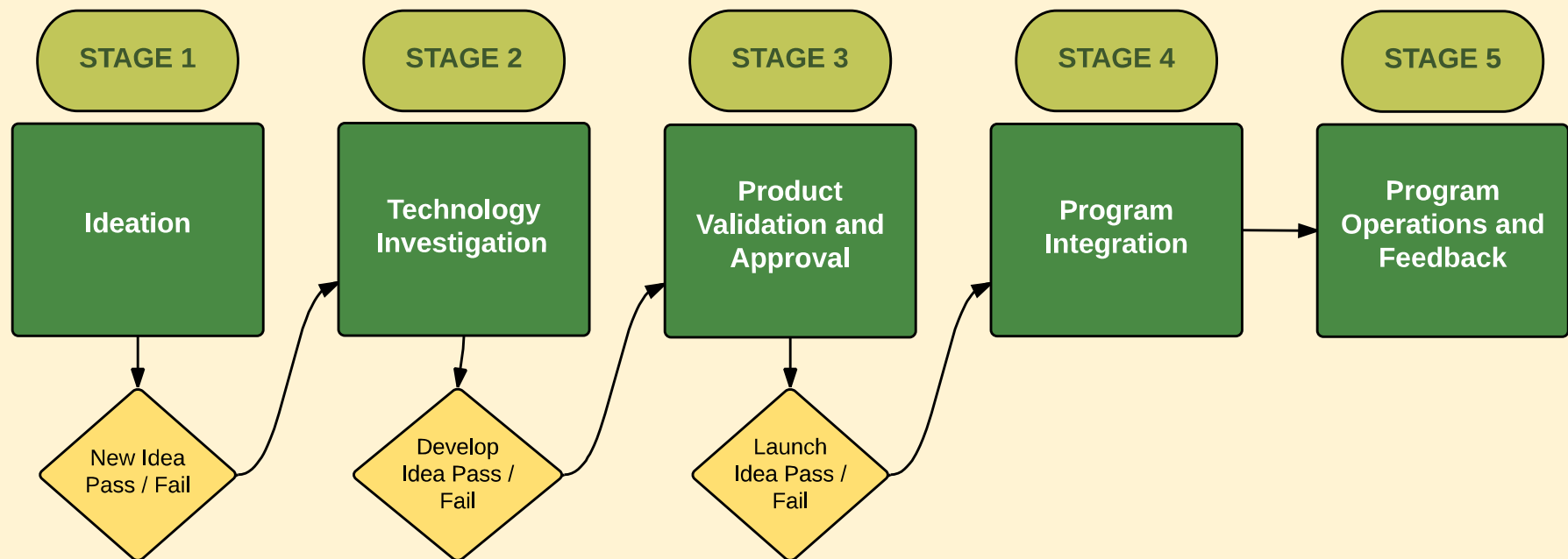
- **Research Goals:**

- 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**

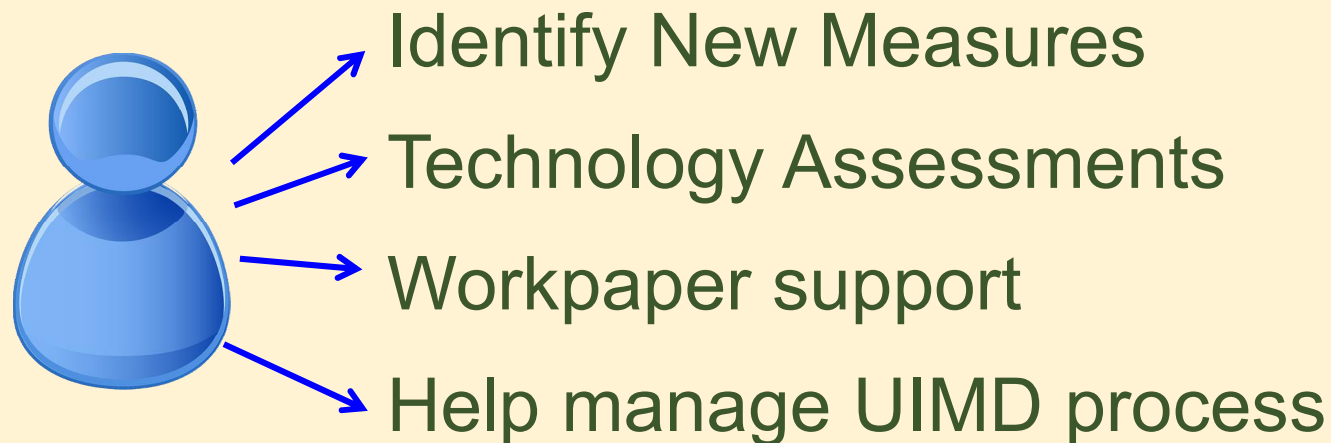


General UIMD Process



Key Staff

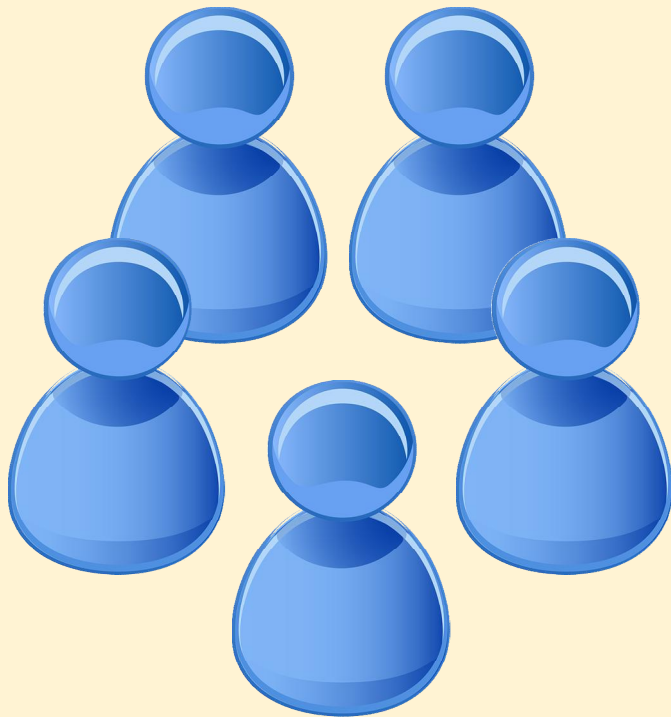
- Emerging technologies program staff (and POU equivalents) play a key role



BUT

Key Staff

- 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:

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



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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