



Filling the Program Pipeline: Identifying New Technologies for Industrial Programs

Industrial Program Planning Committee

Ted Jones
Principal Program Manager
January 26, 2011



Objectives

- ▶ Highlight the criteria used by members to identify when a technology is “ready” for programs
- ▶ Understand how members approach transferring emerging technologies into their industrial program portfolios
- ▶ Discuss a potential a role for CEE enhance the effectiveness of industrial programs with respect to emerging technologies

Background

- ▶ Program administrators need to bring new EE technologies into their portfolios when:
 - New codes and standards take effect
 - EE technologies become standard practice, the market transforms (industrial motors, commercial boilers, lighting, etc.)
 - Additional program objectives (DR, DG, Renewables)
 - Higher savings targets

Question #1: Where do CEE members go to learn about new EE technologies?

Options for exploring new EE offerings:

- Talk to Peers
- Review CEE Initiatives
 - Next tier, New Initiative
- Examine Emerging Technologies
 - Manufacturers, trade shows, trade allies
 - E-Source, EPRI, GTI
 - National labs, Department of Energy
 - State or regional emerging technology programs

Question #2: Which emerging technologies are “ready” for programs?

- ▶ Proven, low risk, or acceptable risk
 - Industry accepted equipment testing procedures
 - Availability of energy performance data
 - Case studies
- ▶ Energy savings
 - Achieve cost effective energy savings
 - Scalable
 - Render deep savings
- ▶ Available and supported in the market
- ▶ Fit with existing program design

Question #3: Which technologies a good fit within your organization?

- Regulatory requirements
- Risk tolerance
- Energy savings potential
 - Time horizon for savings
 - Direct or indirect savings
 - Magnitude
 - EM&V requirements
- Customer base
 - Broadly applicable, niche
- Market availability and support

Question #4: How to transfer emerging technologies into programs?

- ▶ An emerging technology may be a good fit with your program and organization....
- ▶ What is the next step?

Member Perspective

Southern California Edison

- ▶ Steve Galanter, Idea Management
- ▶ Alok Singh, Emerging Technologies Management

Introduction

◀ Introduce Yourself

- Name, title, organization

◀ Briefly describe one new or emerging technology that has been successfully transferred into your industrial EE program

General Discussion Questions

- ▶ How do you know if an emerging technology is ready (appropriate) for programs?
 - What criteria do you use to make the determination
- ▶ How have you transferred an emerging industrial technology into program design?
 - Do you follow a standardized procedure?
- ▶ What are challenges have you experienced transferring emerging technologies into programs?
 - How are industrial technologies more or less of a challenge?

Is there a role for CEE here?

- ▶ CEE is exploring a project to help members share information and experience with emerging technologies across all sectors
 - Would you find this role valuable?
 - What types of information would be useful?
 - What other efforts might be best taken on collectively by CEE rather than individually?

Next Steps

- ▶ Consider feedback from this session to begin fleshing out appropriate potential next steps for the industrial program planning committee
 - Identify specific industrial technologies that have national energy savings potential for future consideration/development at CEE
- ▶ Keep committee informed of CEE emerging technologies project, particular with respect to industrial technologies

Contact

Ted Jones

Principal Program Manager

617-337-9276

tjones@cee1.org