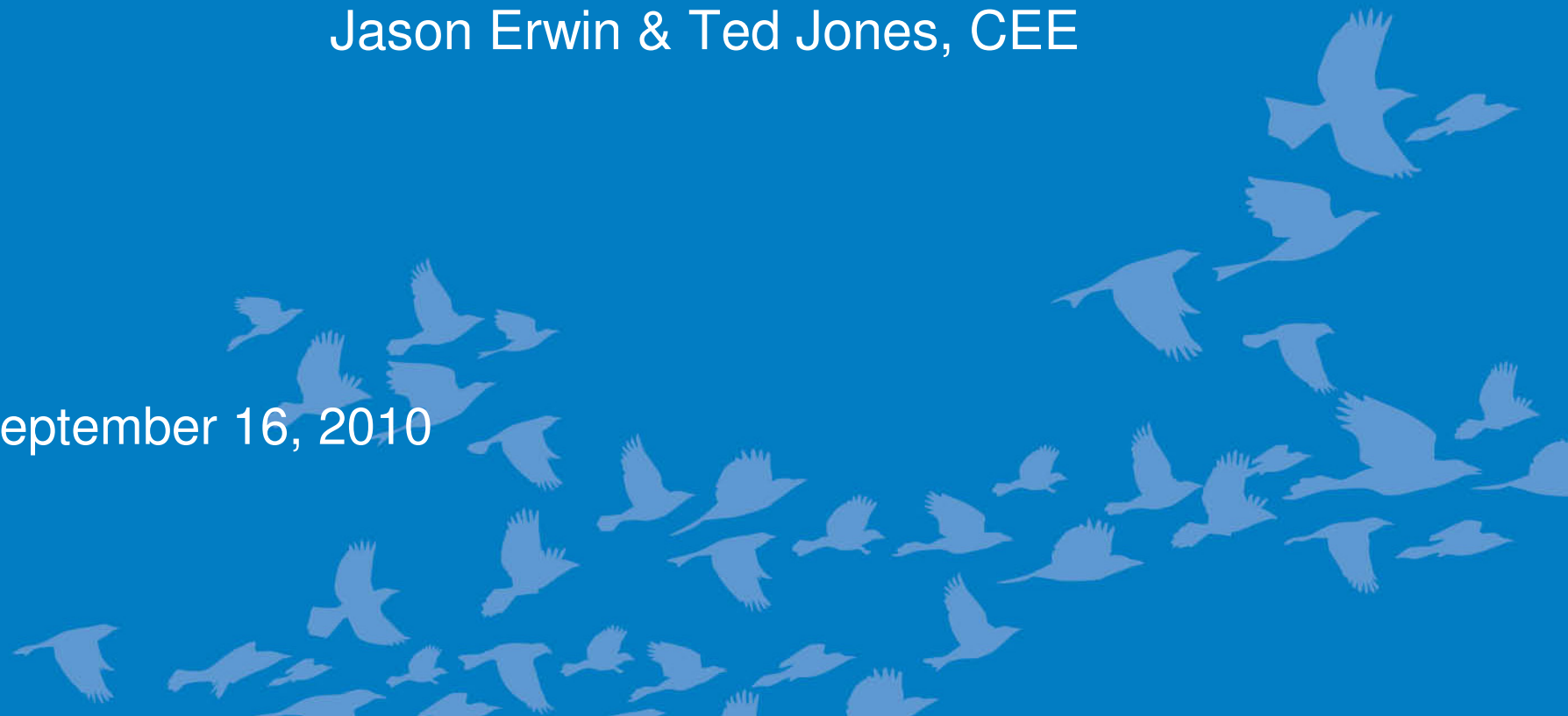




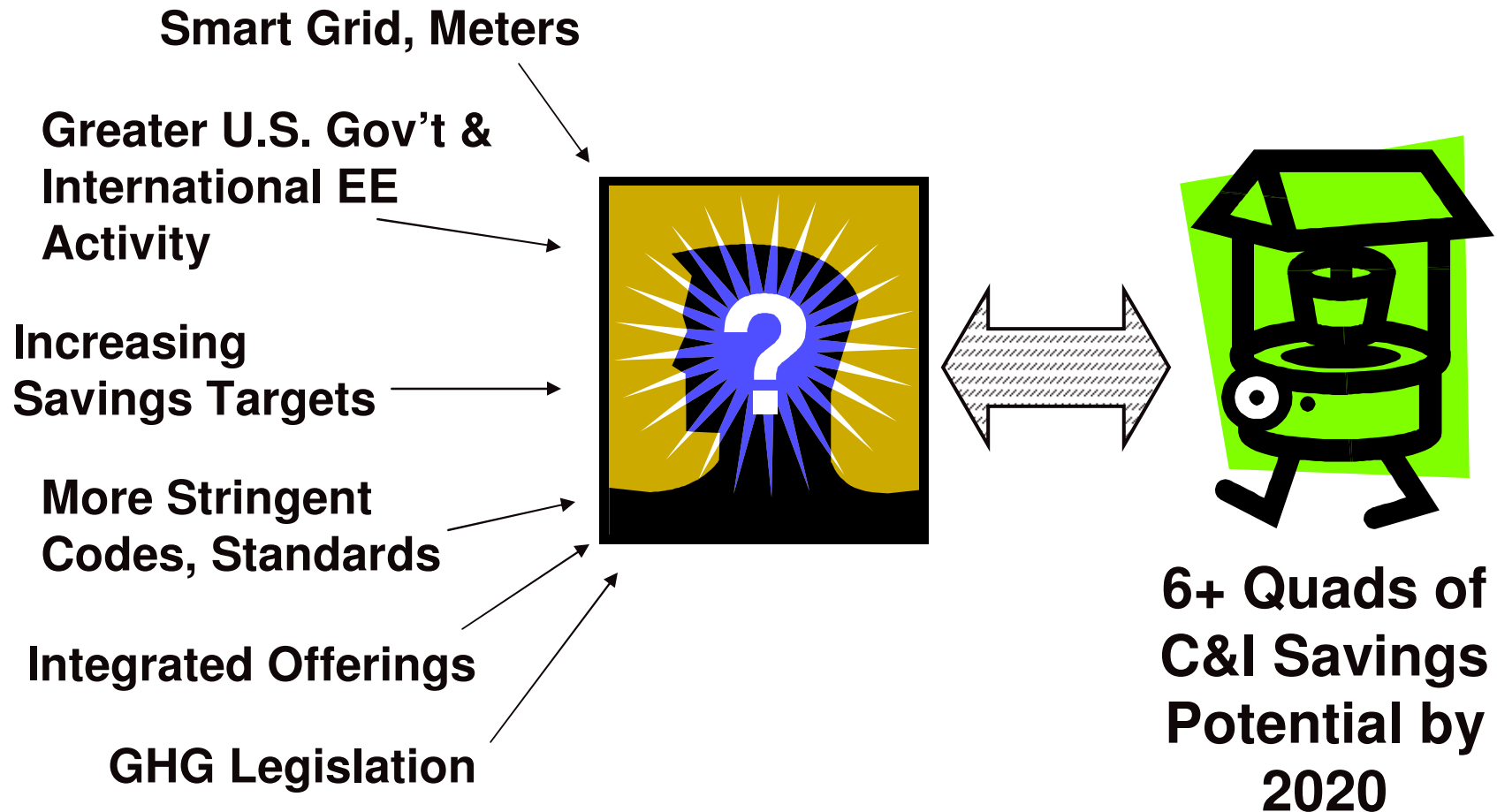
Putting a Program Lens on Energy Management

Jason Erwin & Ted Jones, CEE

September 16, 2010



The C&I Program Landscape



C&I Programs Face Common Needs

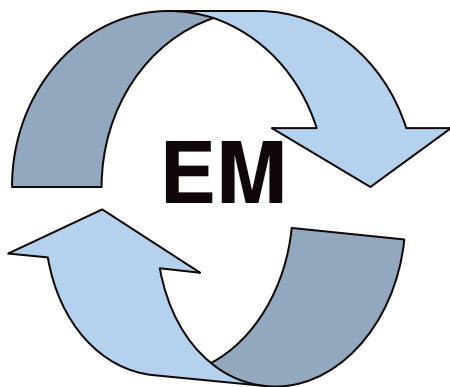


- ▶ How do we achieve greater impact, more quickly
 - Keeping programs cost effective?
 - Pace with codes and standards?
- ▶ How do we tap into much greater savings?
 - When capital is constrained?
 - In a down economy?
- ▶ How do programs, industry and government partners work together to be more effective?

“Energy Management” to the Rescue?

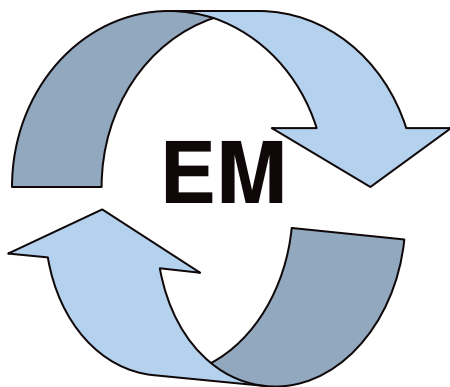


Some CEE Members Finding Value with Energy Management



- ▶ A management system
 - Drive continuous energy improvement
 - Identify, track, M&V
- ▶ An enabler and channel
 - Long-term customer relationship
 - Fills project pipeline
- ▶ A platform
 - Support multiple objectives (EE, demand, self-generation, renewables)

Growing Market Demand for Energy Management

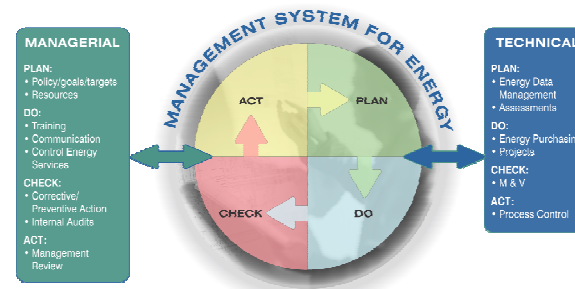


- ▼ Customers
 - Drive down energy costs
 - Track, manage emissions
- ▼ Standardization
 - ISO, ANSI/MSE
- ▼ Technology advances
 - Lower cost of computing
 - Greater access to advanced controls, web enabled technologies
- ▼ Providers
 - Emerging, integrated DSM offerings

There is Momentum



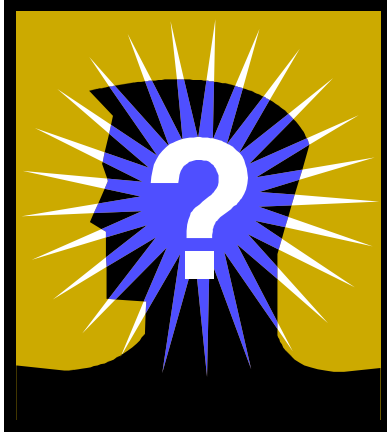
- ▶ State, local, some regional efforts
- ▶ Customized approaches
- ▶ DOE, EPA, NR Canada all active
- ▶ Dynamic market, emerging players
- ▶ Management standards, approaches



**Management System for Energy
(ANSI/MSE)**

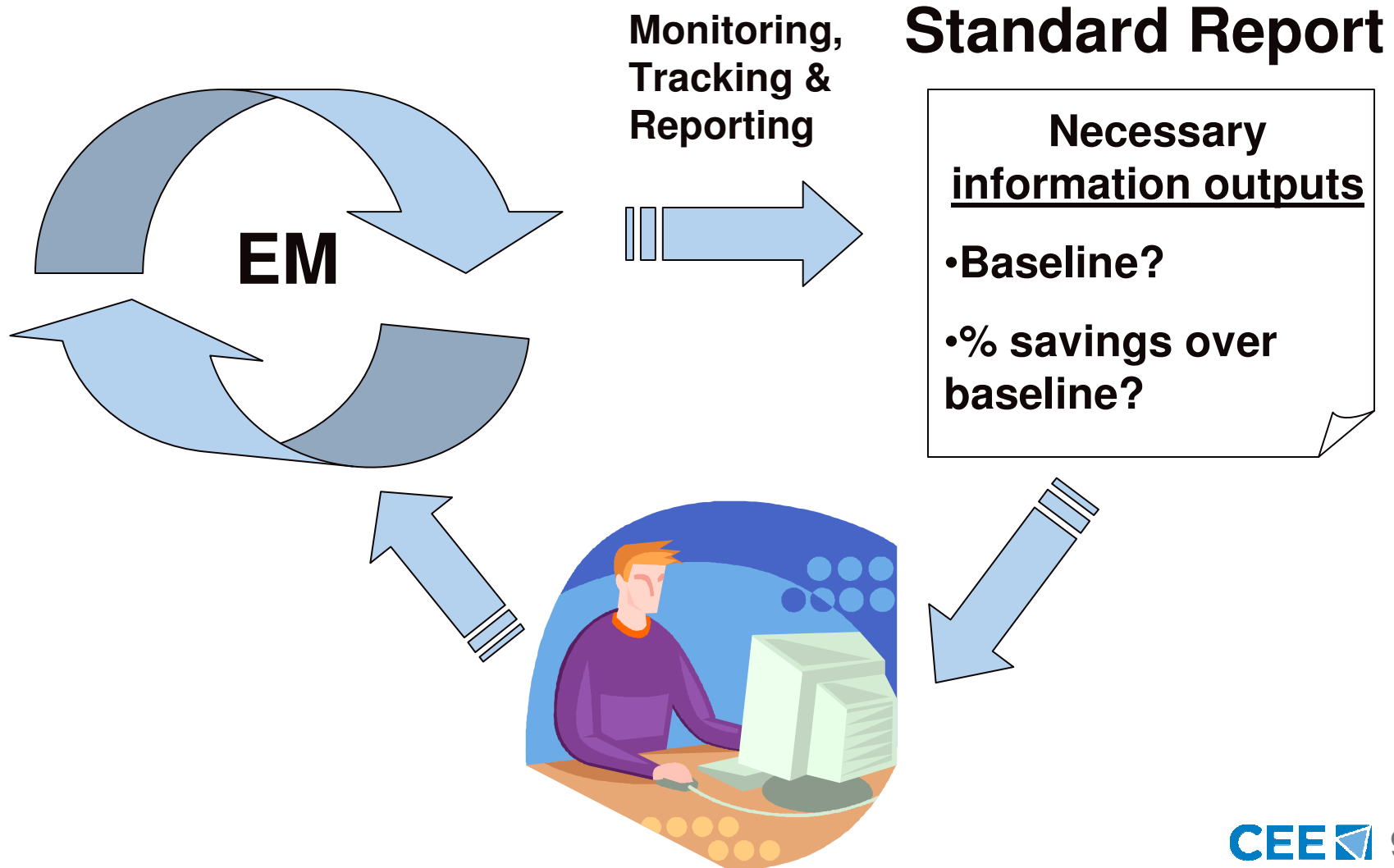
How do We Take it to the Next Level?

Speak with One Voice



- ▼ Communication challenges
 - Definitions and terms
 - Market messages
 - Program approaches
 - Successes, metrics, reporting
- ▼ High program transaction costs
 - Customized
- ▼ Limited ability to scale, replicate across service territories

How do We Take it to the Next Level? A Common Reporting Platform



Program Administrator Perspectives

- ▶ Presentation: Driving Strategic Energy Management in the Northwest, US
 - Scot Davidson, Northwest Energy Efficiency Alliance
- ▶ Invited Discussants
- ▶ Open Discussion

Discussion Questions

- ▶ How do you define an energy management program? What are the necessary elements?
- ▶ In terms of MTR, what information is necessary for to demonstrate continuous improvement and the value for the customer and your organization?
- ▶ Where can a CEE focus (e.g., standardized report) provide value and credibility in the market?

For Further Discussion

Today: 1:30-5:00pm

- ▼ Commercial Energy Management & Information Systems – Part 1
Regent Room, 3rd Floor
- ▼ Commercial Energy Management & Information Systems – Part 2
Regent Room, 3rd Floor

Tomorrow: 8:30-10:00am

- ▼ Sizing-up Energy Management as an Industrial Program Opportunity
Chancellor Room, 3rd Floor

Contacts

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