



Emerging Technologies Summit

MAKING THE CONNECTION:
From Energy Efficiency Innovation to Delivery

April 19 – 21, 2017

Modeling Makeover: Creating Business Models to Advance Tech Developer and Utility Goals

Moderator: Dr. Bartosz Wojszczyk

Managing Partner

Decision Point Global, USA | APAC



Different Context

2000+ / 70% / 3-5 years

Obsolescence and ROI

\$1 vs. €30

9/10 failure rate

Energy Poverty

30M+

Digital Darwinism

Uneven speed of change and adoption

Crowd-funding

vs. corporate and/or government balance sheets

**Disruptive Innovation
Multisided Markets**

No asset ownership, stranded assets, etc.



Panelists

- **Maxwell Dworkin**, COO, Correlate
- **Travis O'Guin**, Director of Business Development, Axiom Exergy
- **Josh Brock**, Director of Market Development, Renovate America
- **Andrew Nih**, Supervisor for Energy Efficiency Financing programs, San Diego Gas & Electric

