How Technologies Move Through the Framework

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Moving technologies through the framework—

• Utilities have a time-tested process...
  – It takes a lot of time to move through the process
The Utility ET Review Process

You knock on the door of the utility...
And knock...
And knock...

The door opens and...
Blue skies and sunshine...
Or...

Death Spiral?
It’s a bit of both...

We have seen tremendous success—

- Most major efficiency measures went through utility ET programs before moving to full markets—
  - T-8s, T-5s, LEDs and myriad applications
  - HVAC efficiency improvements
  - Motor efficiency improvement
  - Many others
- Codes and Standards improve due to ET program assessments
It’s a bit of both...

We have seen failures...

• The utility process usually takes a lot of time
• Small companies often do not have the capital to continue operations through iterative ‘pilot’ tests
  – Too much time required
  – Too many changes required
  – Too much money required
• But...utilities do a good job of weeding
Let’s hear additional viewpoints

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