

# ET Summit 2019

Presented by



# How Technologies Move Through the Framework

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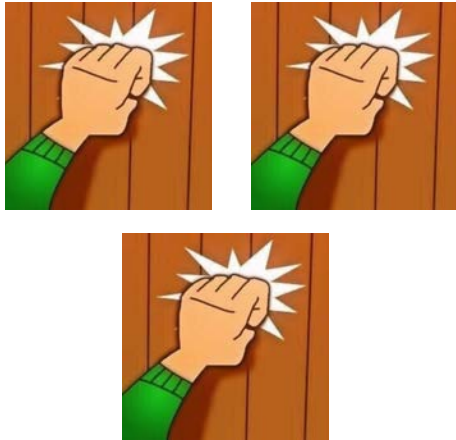
Director of Customer Care and Marketing  
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## Moving technologies through the framework—

- 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

- Kim Erickson, the Consortium for Energy Efficiency
- Bryan Jungers, E Source
- Chris Vallis, Livingstone Consulting

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