

# ET Summit 2019

Presented by



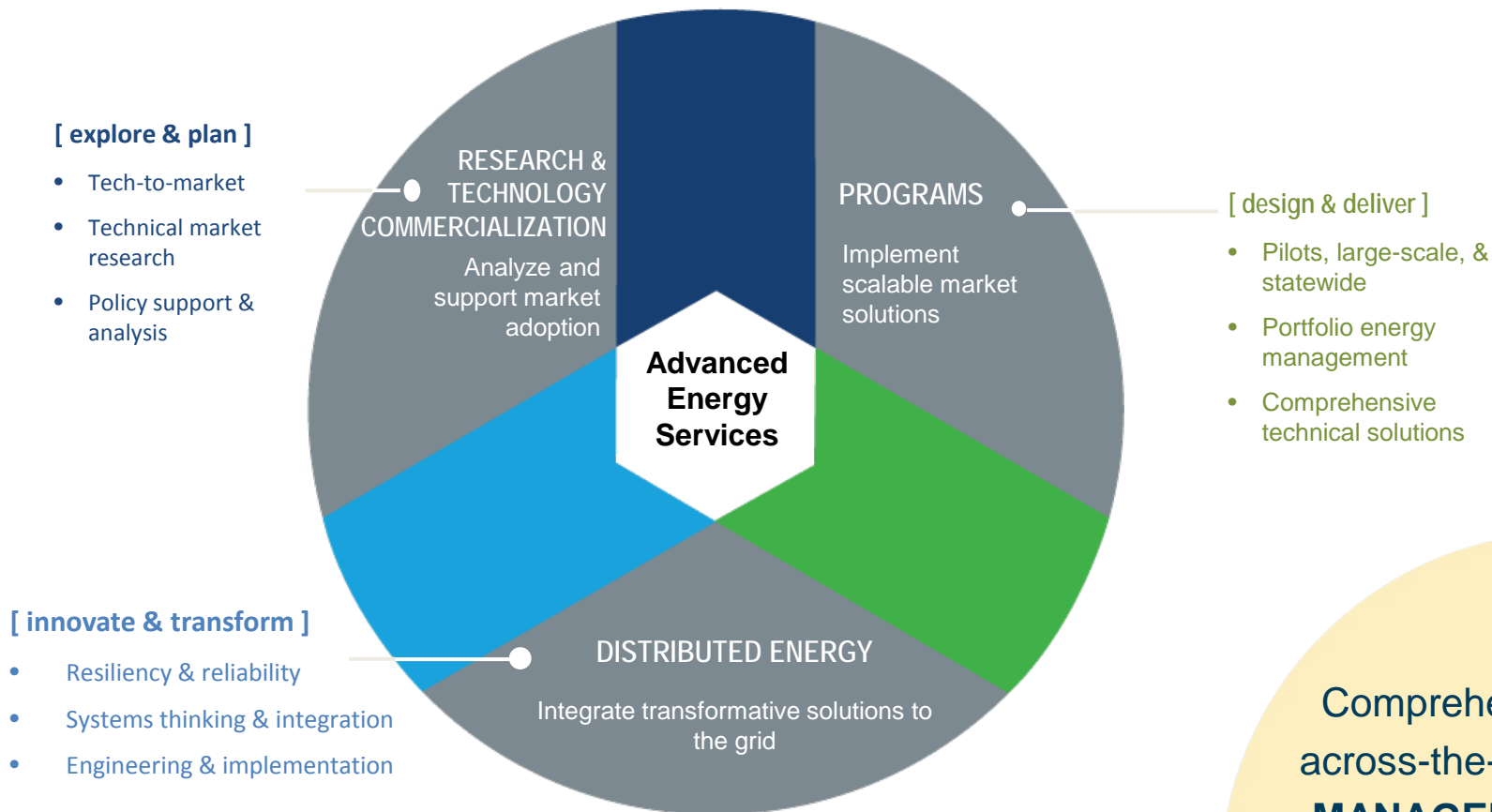
# From Tech to Market

Scaling up Efficiency Beyond Early Adopters

Abhijeet Pande

Vice President







## TECH-TO-MARKET

Technology demonstration and development of scalable market-based approaches and programs.

Move 'beyond widgets' by looking at integrated measure packages and solutions



## TECHNICAL MARKET RESEARCH

Market exploration and characterization, including technology adoption status, barriers, and opportunities.

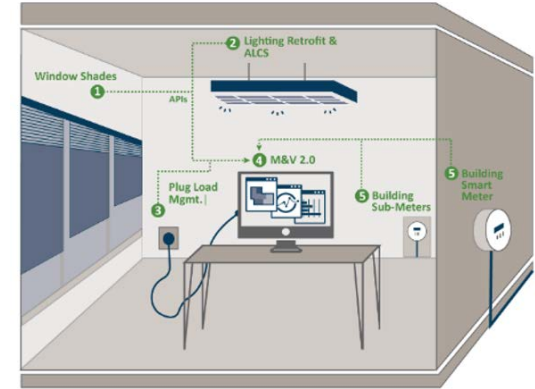


## POLICY SUPPORT & ANALYSIS

Support frameworks for practical market application and oversight.

## California | 2016 - Present

- **CEC EPIC-funded integrated tech package demos for existing buildings:**
  - Leading in Los Angeles: Automated shades, lighting controls/sensors, plug load mgmt., advanced meters, M&V 2.0
  - Best-in-Class Solution: Plug-and-play HVAC and lighting system controls
  - Empowering Big-Box Retail/Grocery: Integrated, pre-commercial HVAC refrigeration, lighting, and building controls
  - Smart Ceiling Fan: Integrated auto-controlled, learning fans and thermostats
- TRC services: tech procurement, field demonstration, market transformation roadmaps, evaluation, knowledge transfer



*Leading in LA technologies*

Large, diverse teams supporting increased efficiency and comfort – e.g., LBNL, NREL, UC Berkeley, DOE, SDG&E, SCE, Kaiser Permanente, Walmart, and technology partners.

Some of the projects discussed today are funded by the California Energy Commission's Electric Program Investment Charge (EPIC) program along with cost share from the California Emerging Technologies Program.

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The essential challenge is to learn from early adopters but adapt solutions that address the majority...

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