

Crossing the Other Chasm: Transferring Emerging Technologies into Programs

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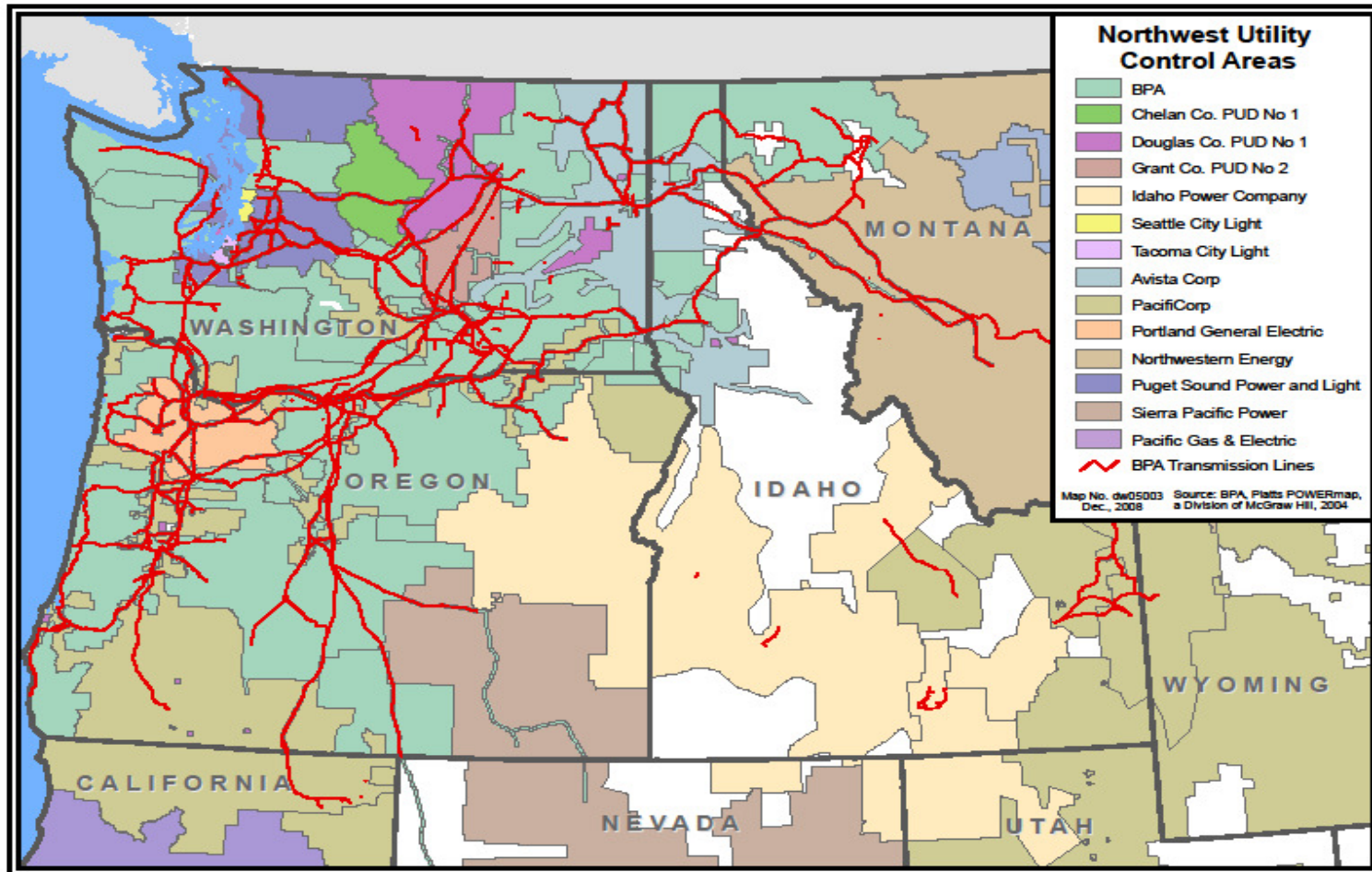
*ACEEE National Symposium on Market Transformation
April 12, 2011*



Overview

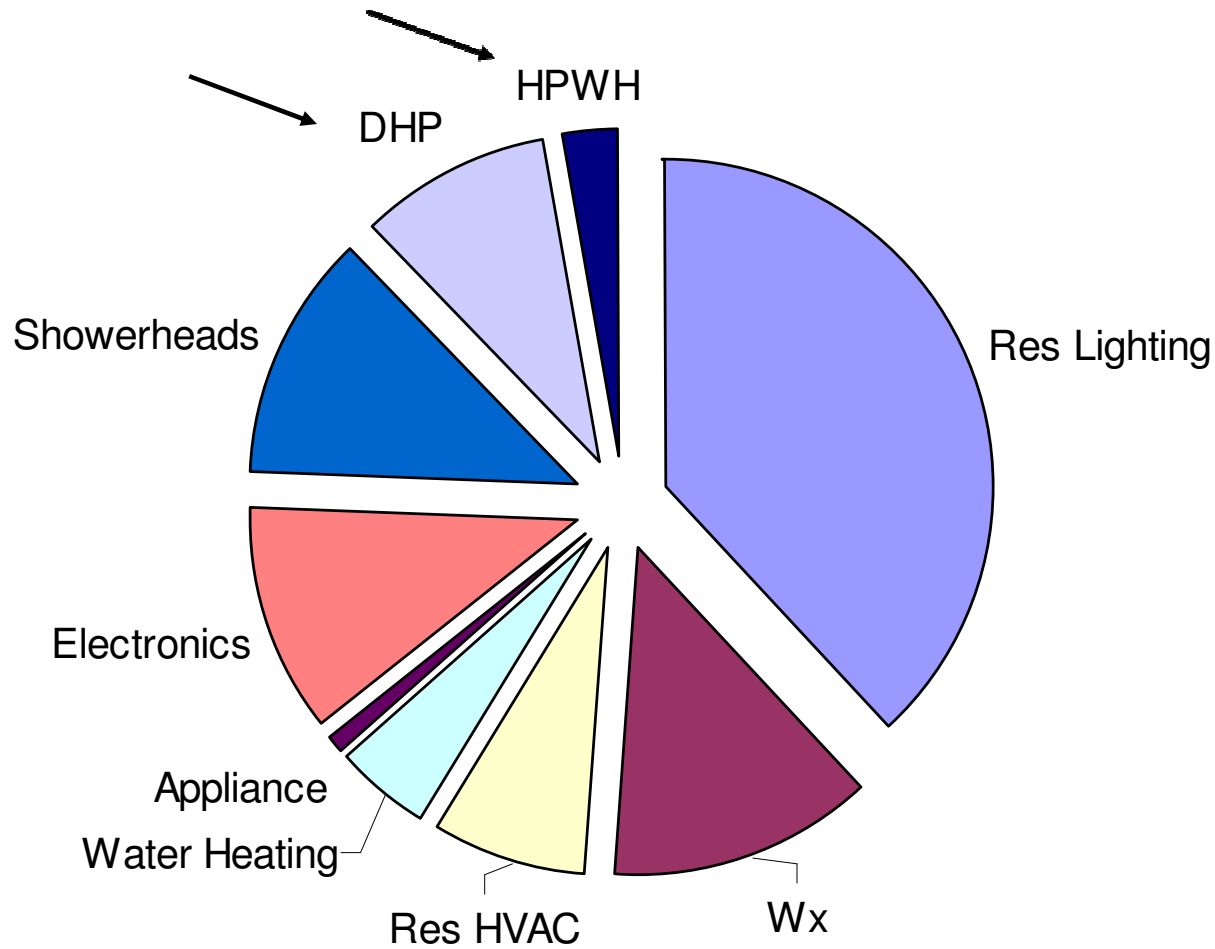
- Bonneville Power's role in the region
- Emerging Technology scoping
- Process (modeling, pilots, evaluation)
- Larger scale testing, refining assumptions
- Address program/delivery issues
- Next steps

BPA region



What's driving us?

Goal: 1200 aMW in 5 years (504 for BPA)

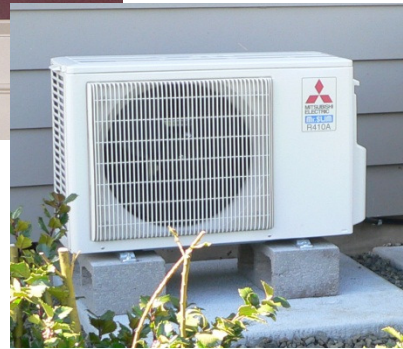


Emerging technology scoping

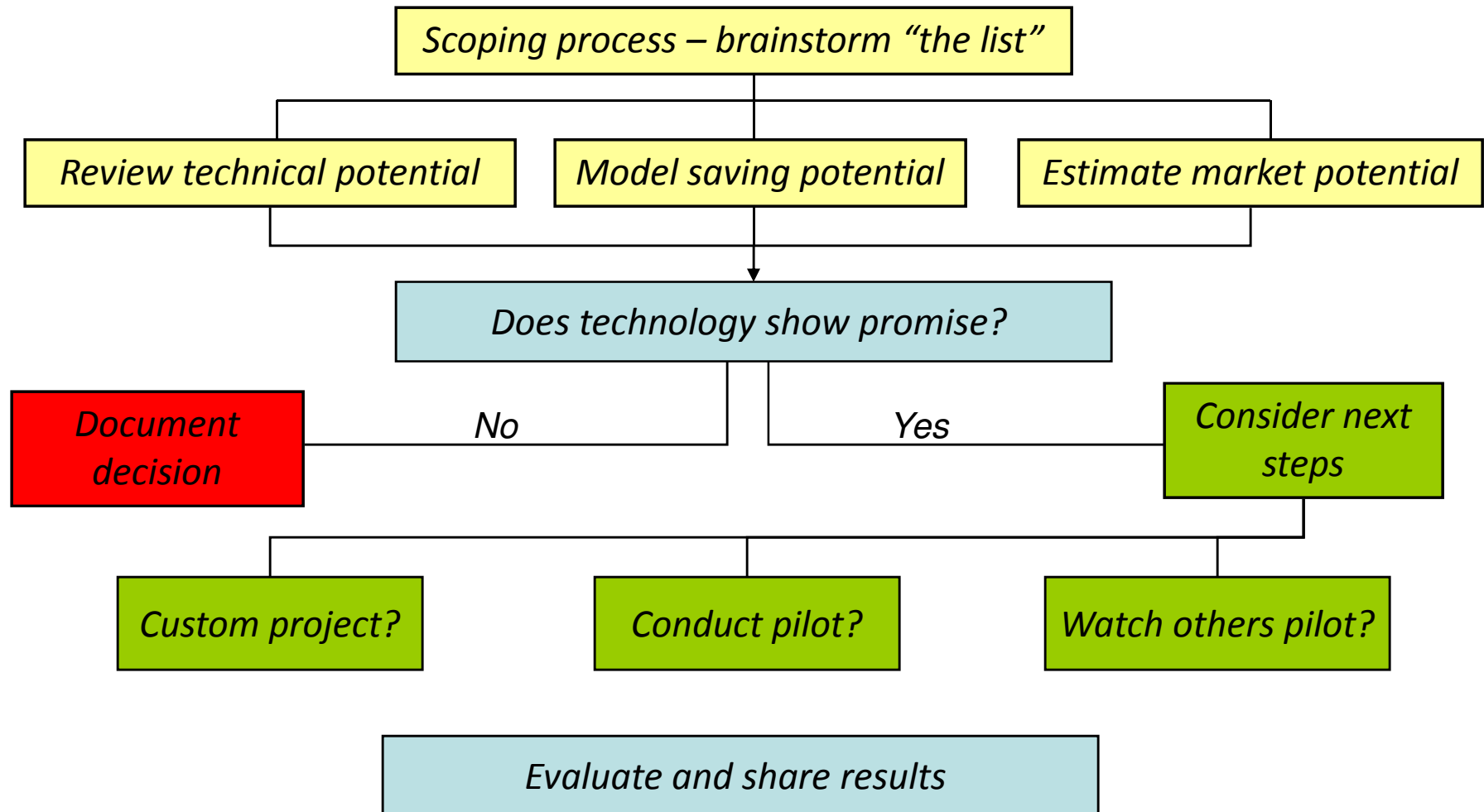
- Collaborative process – engineering/programs
- Broad scan of emerging technologies (“the list”)
 - Estimate of savings and market potential
 - Consideration of program accessibility
 - “Readiness”
 - Ranking/prioritization
- Seek out reports/data (secondary research)
- Conduct the study (primary research)
- Watch/fund someone else (primary research)



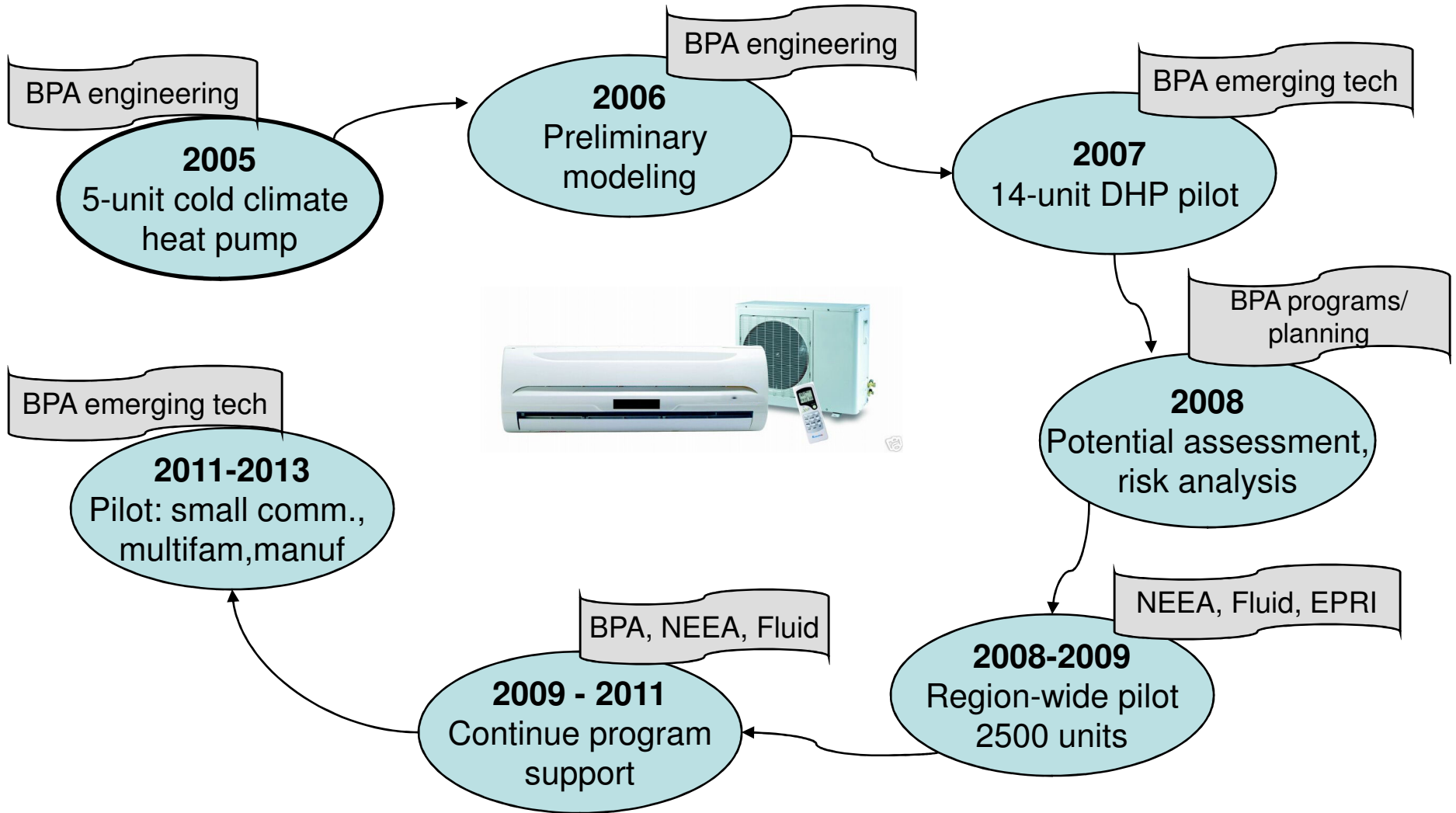
Emerging Tech & Programs review



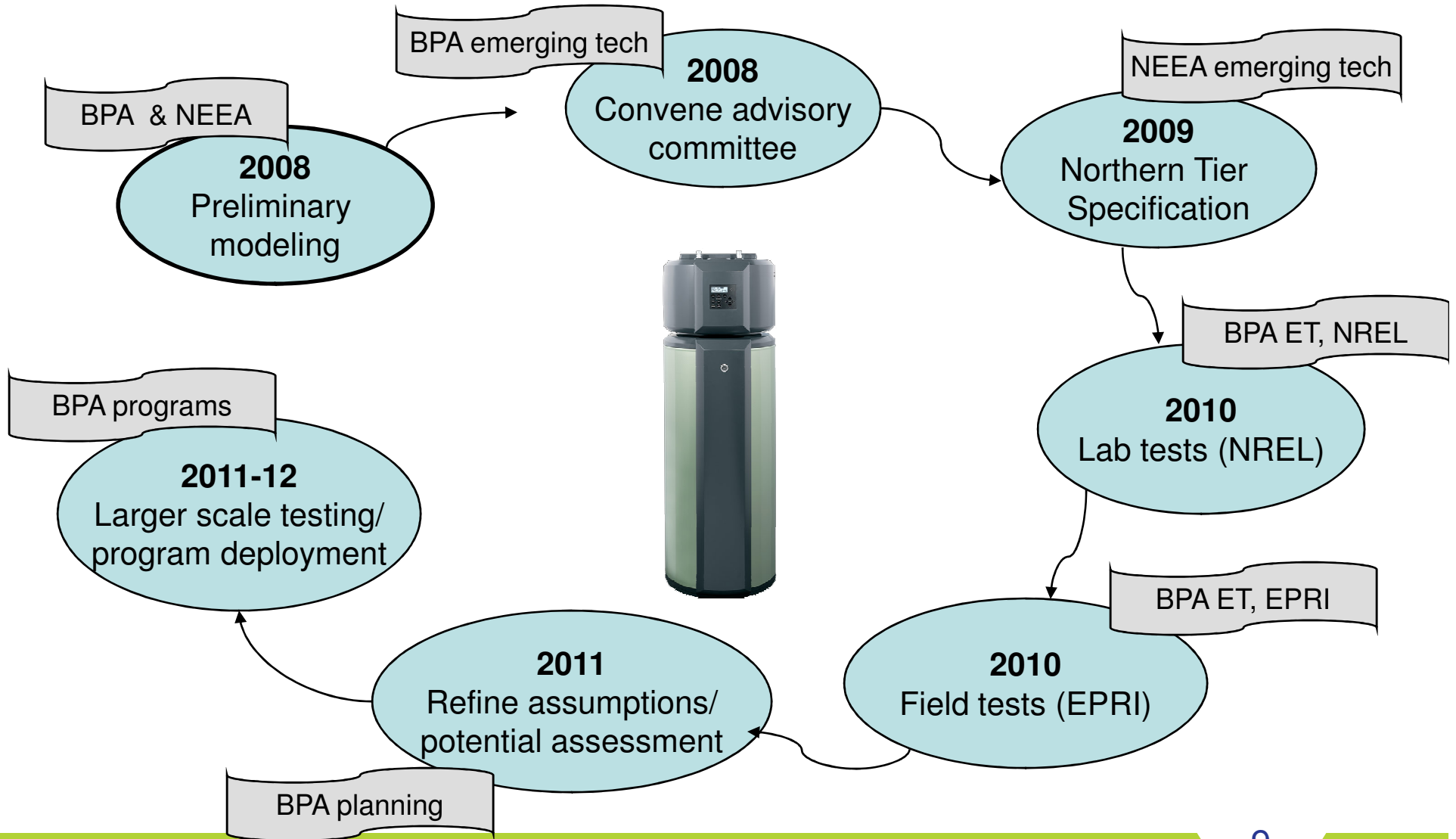
Emerging technology process



Ductless heat pumps (initially SF zonal)



Heat pump water heaters



What makes it work

- Integrate planning and evaluation team early
- Availability of funding
- Considering the “best buy”
- Don’t fear disagreement from stakeholders
- Be persistent, keep process moving
- Remember that failure is possible outcome
- Test programmatic solutions
- Share the credit 😊

Share what you learn

BPA Lab testing, in field testing

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BPA reports and studies can be found at

http://www.bpa.gov/energy/n/emerging_technology/projects.cfm