

Testing and Product Performance Prospective of an Energy Efficiency Program Administrator



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(Todd Winner – ERS / Efficiency Maine)**

Why do we offer “system benefits” programs?

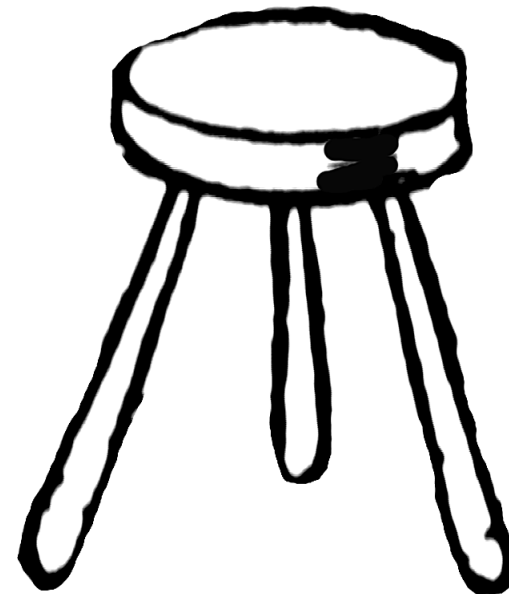


- Save energy and demand
- Acquire “resources” – avoid power production and infrastructure
- Maintain acquired savings – ensure persistence of savings
- Help technologies sustain themselves...the whole notion of:

MARKET TRANSFORMATION!

The three legged stool of market transformation

- ***Market Transformation happens when:***
 - ***Unfamiliar technology finds acceptance in the marketplace***
 - ***In some cases, volume drives down costs; may drive up investment in R&D***
 - ***Building codes and federal/state standards change.***



“The facts” - how SBC programs help transform the market

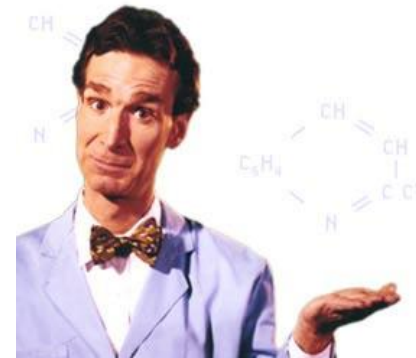
- Helps offset the cost of technologies that save energy
- Provides another channel for emerging technologies, like solid state lighting
- Provides another view towards understanding market barriers that need to be addressed
- Includes the education component – helps end users and specifiers understand the technology
- Contributes to the volumes in the market needed to sustain a technology



SSL Test Standards – Why this is important to SBC programs?

Its all about sustaining the savings and gaining acceptance in the marketplace

- Ensuring that technology, in this case solid state lighting, will last.
- End users and specifiers have a basis to compare SSL products and data to adequately design spaces.
- Helps manufacturers set baselines for technology, targets for performance and gauge the impact of future improvements to products



How do national initiatives help SBC programs

- An SBC program administrator covers a regional geography
- Requirements and product listing adopted across a broader footprint fosters more uniform expectations and messaging
- A national focus provides SBC program administrators with an exchange that helps the knowledge base for technology, issues and solutions
- Through a national forum, SBC administrators can provide some objective feedback to the marketplace and receive some in return



Thank you

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