

Source Upstream

Technology Trends and Opportunities for
Upstream Programs

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Energy Efficiency



Policy and Ratings



Distributed Energy
Resources



Intelligent Energy
Services

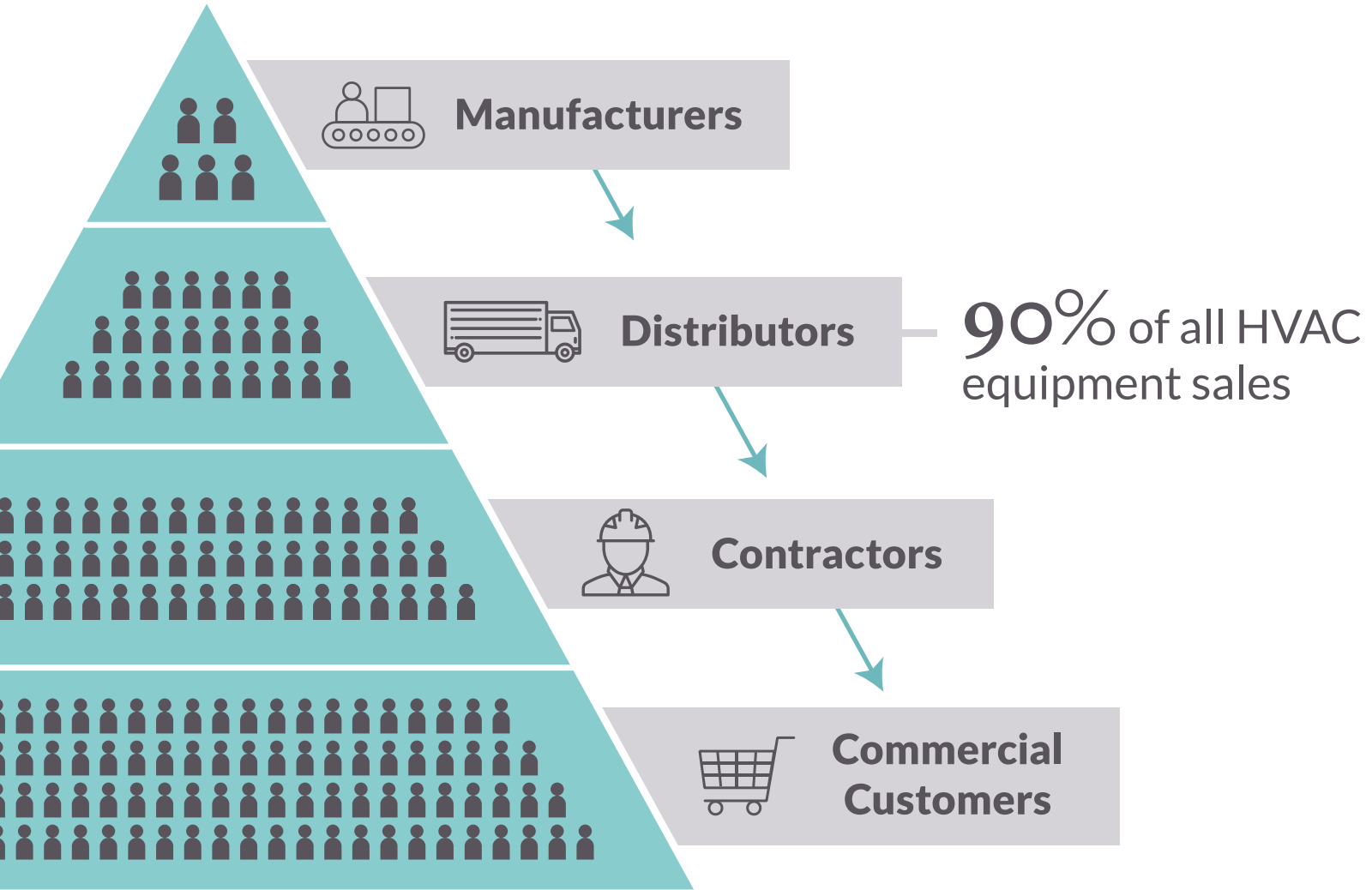
About Energy Solutions

Mission: Create large-scale energy and environmental impacts by leveraging market-based solutions.

Why Upstream could be important in your portfolio?

- 1 Increasing savings goals
- 2 Establish market relationships – short and long term
- 3 Access to valuable sales and device performance data





4

Influence

5

Flexibility

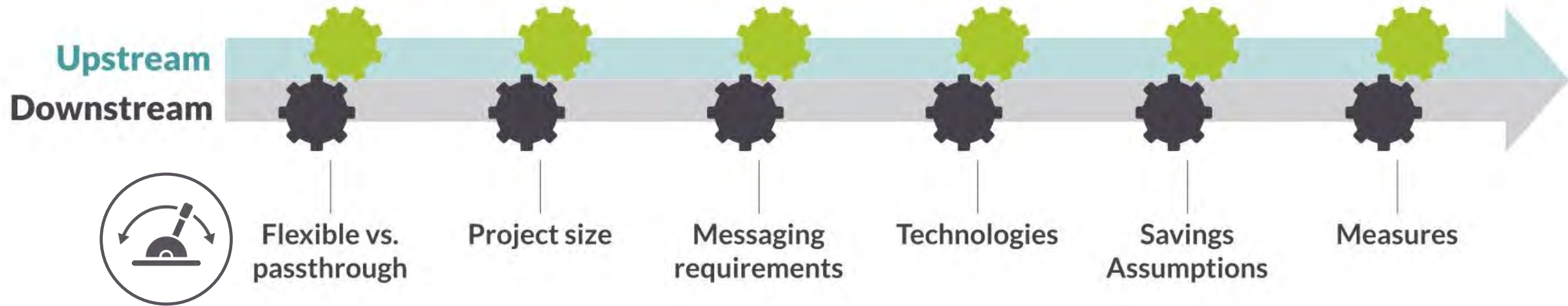
81% of buyers purchased what was recommended by distributor ††



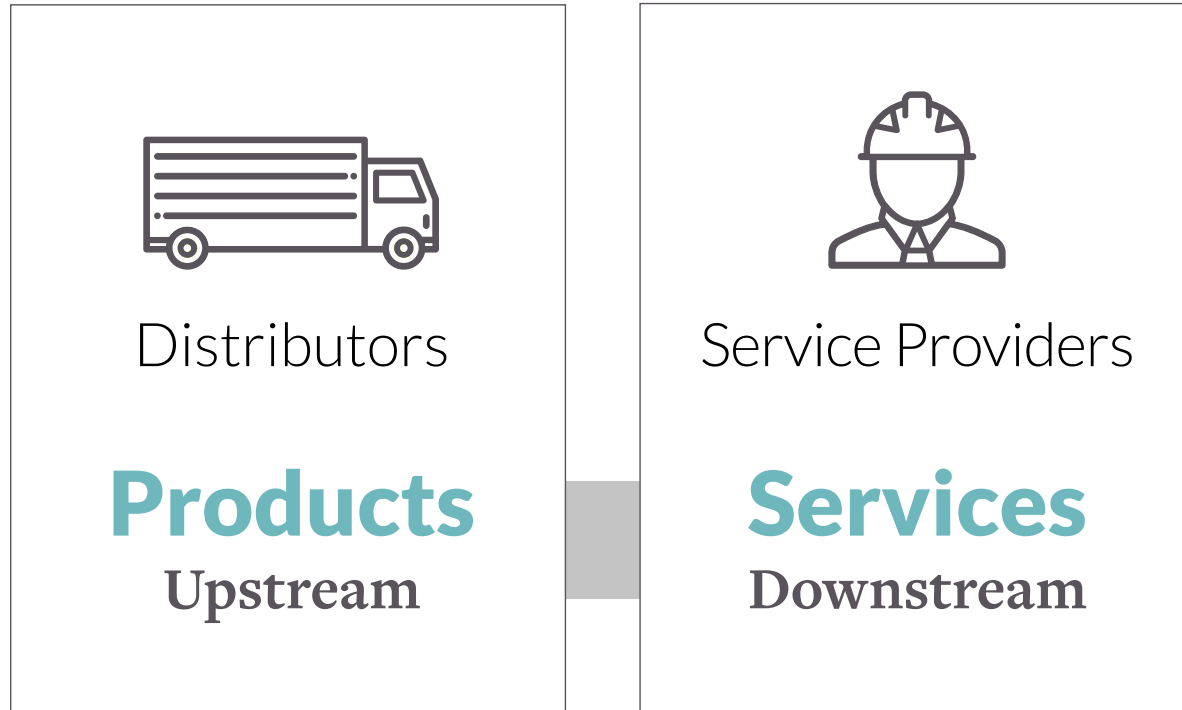
††Source: California PUC NTG Study, September 2016.

Opportunities for Upstream Programs

- Upstream programs run in parallel with downstream programs



Opportunities for Upstream Programs



- Maintain customer touchpoints
- Direct customer outreach
 - Service-based follow ups



Electric Technology Trends



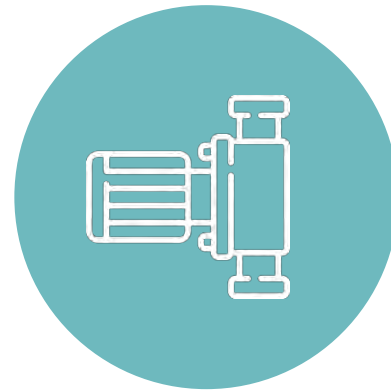
Lighting

IESA 2020 standard on lamps (8-20% of upstream lighting savings)



HVAC

Increased saving through performance curves (250 -400%), VRFs



Pumps

Circulator pumps



Electrification

Space heating, water heating, cooking, VRFs, EV infrastructure



Gas Technology Trends



Foodservice

Proven reliable gas savings, with excellent customer touchpoints



Water Heating

Tankless in multifamily and high-rise





Market Actor – Implementer alliance
delivering upstream programs nationwide

Proven upstream experience.

Deep industry relationships.

Unparalleled access to data and technology.

Confidence and scalability.



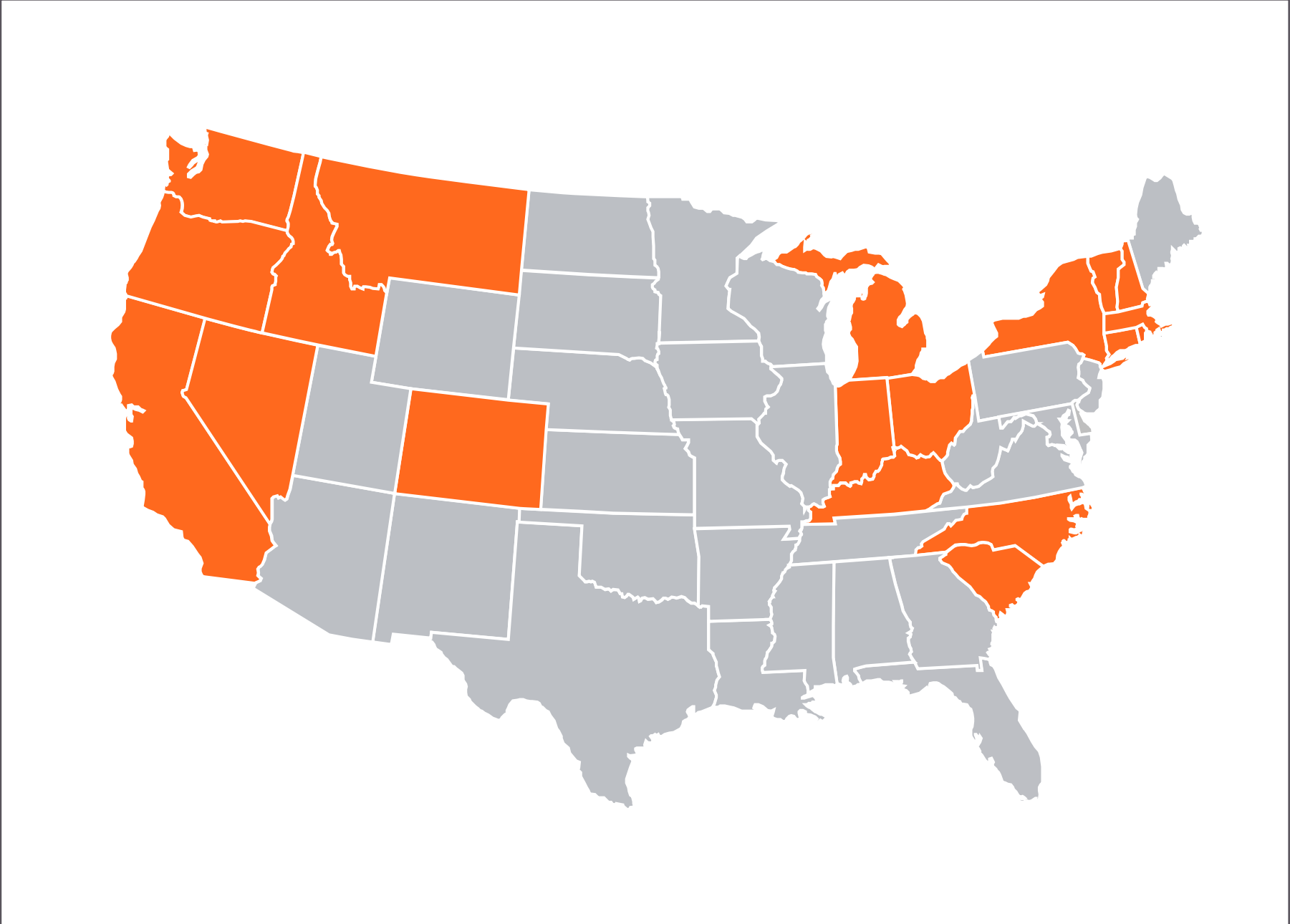
SOURCE
upstream



VEIC



**Energy
Solutions**



Source Upstream Program Benefits

To Utilities

1. Market-vetted program designs
2. Pre-committed market actor participation
3. Program impacts supported by market data
4. Steady influx of new technologies and measures

To Market

1. Consistent data processes and requirements
2. Formal input on program design
3. Confidently base business models around programs



Thank You

Contact:

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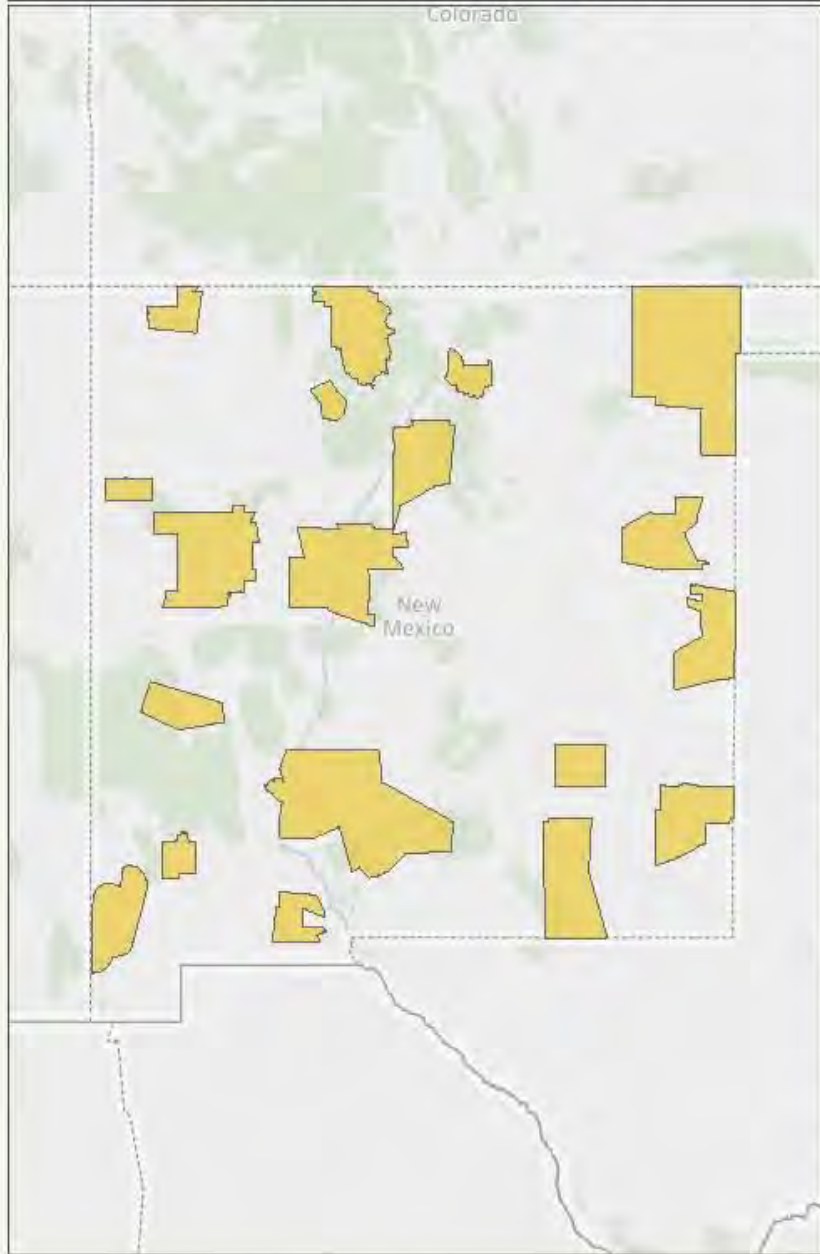
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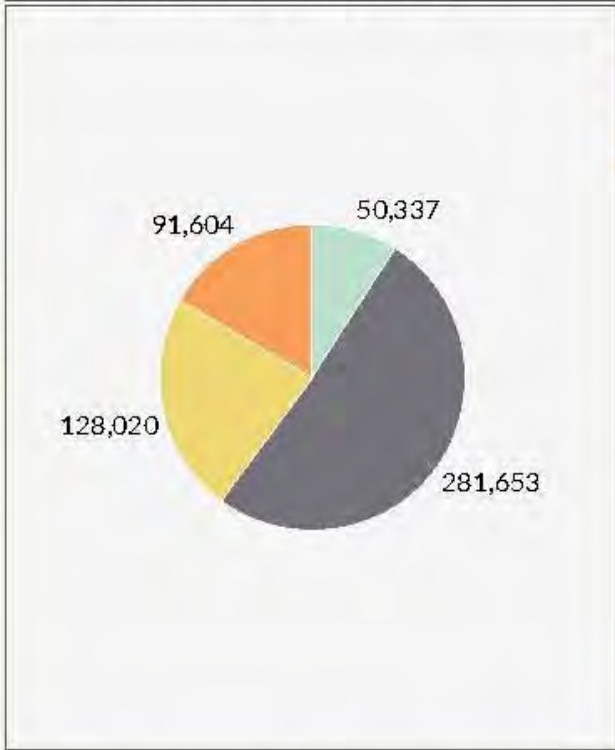


Potential Southwest Water Heater Programs

New Mexico Gas Company Service Territory



Therm Savings by Technology



Name
New Mexico Gas Company

- Measure Names
- DHW Tier 1 Therms Savings
 - DHW Tier 2 Therms Savings
 - Storage WH Therms Savings
 - Tankless WH Therms Savings

Key Performance Indicators

Total Therms Savings	551,615
Total Units	473

