The 4th National Conference on
Next Generation Demand Response

AUSTIN, TX • SEPTEMBER 14 - 16, 2016

Lower Costs, Improve Reliability, Accelerate Speed, and Improve Energy Efficiency of Demand Response Implementations for the Smart Grid and Beyond

Featuring industry leaders and innovators and new program content and sessions, including:

- The new role of Demand Response in shaping the Smart Grid of the future
- Help customers reduce their demand through energy efficiency and control usage with management programs
- Integrating real-time price formation with demand response resources
- Exploring the key growth areas and services for the future of demand response
- New markets and monetization strategies for energy storage, demand response, and other grid services
- Track, measure, and verify performance of enabling technologies including advanced metering and the associated communications infrastructure

- Participation Criteria and Future ‘Pay-for-Performance’ Metrics in the Demand Response market
- Outlook for energy storage participation in Demand Response
- Beyond Demand Response: The emergence of demand-side management
- Current pilots involving residential, commercial and industrial sectors
- The new role of transactive energy in grid modernization and the shaping of the Smart Grid
- Capitalizing on Demand Response for Building Energy Management Systems: Applying Demand Response to building and facilities energy management

Featuring a Tour of the Austin Energy District Cooling Facility: District Cooling Plant II – Downtown Austin (District Cooling, Thermal Storage)
The next generation of Demand Response is ready to play an increasingly important role as a resource that can act help balance the grid, make it more flexible and strengthen the utility-customer relationship.

We are on the verge of a new opportunity to use demand response to help meet this nation’s power supply needs in the 21st century. With interest in the integration of significant amounts of renewable energy, wide-spread deployment of plug-in electric vehicles, and more efficient use of our existing transmission and generation infrastructure, demand response is poised to complement these initiatives, having a central role in shaping the way the grid is managed and energy consumed.

This conference will help utilities and regulators understand the emerging next generation of demand response and its role in the smart grid revolution and transforming utility business model.

It will focus on how utilities can get the full benefit of Demand Response and Energy Efficiency (EE) programs and offer best practices for design and implementation of these programs to work in conjunction with the rapidly changing grid. It will unite industry experts, regulators, and technology providers to share leading-edge ideas, and move the discussion forward on the opportunities and challenges of progressing demand response’s role in the next generation of the electricity grid.

This event will examine Demand Response market trends, along with new opportunities and challenges and has been updated to provide you with the latest, most up-to-date information driving Demand Response design and implementation.

Conference Speakers:

Christoper Kotting, Executive Director
USNAP Alliance

Karl Popham, Emerging Technologies & EV Manager
Austin Energy

Dan Bradley, Managing Director
Navigant Consulting, Inc.

Vince Faherty, Director, Utility Solutions & Market Development
EnerNOC

Dan Sowder, P.E., Vice President of Power Systems Integration
Doosan GridTech

David Shpigler, President
The Shpigler Group

Michael Panfil, Director of Federal Energy Policy & Senior Attorney
Environmental Defense Fund

Mark Kerbel, CTO and Co-Founder
Encycle

Ross Malme, Partner
Skipping Stone

Scott Jarman, Consulting Engineer
Austin Energy

Mark Lane, Executive Vice President-Demand Response
THG Energy Solutions

Sam Matsumoto, Managing Director
Skipping Stone Japan & Director, ADR Associations

Mike Hanson, Head of Business Development
OhmConnect, Inc.

Zach Einterz, Business Development Associate
Stem Inc.

Erin Keys, Director of Business Development and Strategy
Converge

Robert J. King, P.E., President
Good Company Associates

North American Policy Director
WeatherBug Home

Louis Szablya, EVP Sales & Marketing
Energate

Who Will Attend:

Power industry personnel who need a better understanding of ancillary services. Portfolio managers and traders responsible for formulating bidding strategies for ancillary services. Power plant and systems operations engineers who would like to understand the impact of ancillary services on their plant profitability. Demand Response and aggregation services.

Key titles include:

- Utilities and power generators
- Energy management service providers
- System integrators and consultants
- Energy efficiency and conservation
- Systems, software and IT vendors
- Smart grid technology and software developers
- Commercial and industrial end users
- Regulators and public policy makers
- Investors and financial community
- Emerging load technologies
- Grid operators
- Contact center management professionals
- Usability professionals
- Regulation
- Corporate communication professionals
- Business strategy and planning
- Strategic planning and performance management professionals
- Marketing
- Demand response research
- Manufacturing and vending of DSM products
- Program design
- Customer service, customer care and customer programs
Keynote Presentation: A New Era of Demand Response: Distributed Energy Storage and Distributed Renewable Power

In partnership with the US Department of Energy SHINES (Sustainable and Holistic Integration of Energy Storage and Solar PV) program, Austin Energy is developing and deploying a distributed energy platform and optimizer that integrates high levels of intermittent solar energy and storage to scale for residential, commercial, and grid applications.

The Austin Energy SHINES Project is designed to clear a pathway for utilities to manage energy storage and high concentrations of photo-voltaic solar generation. Based on open standards, the innovative project aims to provide a template adaptable to any region and market structure, enabling utilities to maximize the value to customers, utilities, and grid operators from the rapid increased penetration of distributed solar PV while maintaining reliability, financial sustainability, and power quality.

The Austin SHINES program is being implemented with help from a $4.3 million award from the Department of Energy’s SunShot Initiative under which Austin Energy will launch a real-time platform to enable and promote integrated distributed energy resources, including solar, storage, and smart inverter technologies. Not just a technical feasibility pilot, this project includes approximately 4MW of storage and 4MW of solar and is designed to be phase 1 of a much larger launch and will validate multiple use cases.

This presentation will discuss the forward path, use cases, and conceptual architecture during the initial phase of the project.

Karl Popham, Emerging Technologies & EV Manager
Austin Energy

Karl Popham is the Manager of Electric Vehicles & Emerging Technologies at Austin Energy, the 8th largest public power utility in the nation. He is also a U.S. Department of Energy Principal Investigator for SHINES and several past DOE projects that include smart-grid innovation, renewable energy, energy storage, and sustainable transportation.
9:45 AM

A NEW ERA OF DEMAND RESPONSE: BLurring THE LINES BETWEEN GENERATION AND DEMAND-SIDE RESOURCES

Demand Response capability in North America has grown considerably in the past five years, both at utilities and within competitive markets such as PJM. However, DR technologies and policies have generally relegated DR to a minor role as a last-called resource. This is changing. Power markets and utilities are beginning to rely on DR to meet installed capacity requirements and sometimes even operating reserve requirements. Are we entering a new era for DR?

- DR market characteristics, size and growth
- Con Edison secured DR to meet a critical reliability challenge
- How the industry is evolving

Dan Bradley, Managing Director
Navigant Consulting, Inc.

Dan Bradley is a managing director in Navigant Consulting’s Austin, TX office. Dan’s has worked with utility companies, vendors, investors, law firms, power producers, and large end-user of electricity at the intersection of markets, regulation, assets and companies. His prior client engagements include advising clients on market strategy, market design/making, and strategic investments as well as implementing strategy through procurement. Dan has testified in hearings on renewable energy markets and has represented clients in the NYISO, PJM markets and before the FERC. His recent experience includes the development of the descending clock auction implemented for Con Edison’s “SQDM” program. Dan’s articles have been published in industry journals such as Power Engineering and the Electricity Journal. Dan graduated from Rutgers University, receiving his degree in geography. He earned his MBA from Clemson University at its Europe and North America campuses. Dan lives with his wife and children in Austin, TX.

10:15 AM

MORNING REFRESHMENT BREAK & EXHIBITS
Sponsored by EnerNOC

10:30 AM

THE CONTINUING EVOLUTION OF DEMAND RESPONSE

Demand Response has evolved from a largely manual, emergency-only resource, to an integral part of system planning and operations. Today, demand response is successfully providing a wide array of capacity, energy, and ancillary services products at commercial scale. As technology costs fall and new behind-the-meter resources are leveraged, demand response will become even more dynamic in providing additional grid services.

Key topics include:
- Case studies of demand response providing advanced ancillary services, targeted network relief, and other next-generation use cases
- Integration of behind-the-meter storage into demand response portfolios
- Emerging commercial models enabled by DER

Vince Fahery, Director, Utility Solutions & Market Development
EnerNOC

Vince leads business development activities with EnerNOC’s utility clients in the Americas. Based in Boston, he focuses on expanding opportunities for demand response in North and South America. Prior to his current role, Vince helped to shape EnerNOC’s successful entries into new markets in Europe and Asia, working closely with utilities, regulators, policy makers, and local enterprises. Vince joined EnerNOC in 2011 to lead marketing efforts to commercial and industrial (C&I) customers in open-market demand response programs in New England and New York. Vince holds a BA from Princeton University and an MBA from London Business School.

11:00 AM

ENABLING DISTRIBUTION GRID ENERGY STORAGE SYSTEMS (ESSS) TO PROVIDE DEMAND RESPONSE CAPABILITIES ACROSS THE TRANSMISSION/DISTRIBUTION BOUNDARY

This presentation will describe how 1Energy Systems has developed, in conjunction with Snohomish Public Utilities District and the Bonneville Power Authority, energy storage fleet control software that provides demand response services using energy storage systems to support BPA’s transmission system operations. By providing a scalable command and control infrastructure, an Open-ADR communications interface, and robust optimization logic, these partners have enabled multiple distribution-connected energy storage devices to support both local grid needs as well as bulk power, transmission system needs. This technology highlights how new technologies such as energy storage can participate in transmission demand response markets.

Attendees will learn how to:
- Implement a scalable and standards-based command and control architecture that allows distribution-connected energy storage and other technologies to be effectively aggregated to provide demand response capability to a transmission provider
- Compare multiple bulk power demand response functions to other local and bulk power applications and optimize resource performance to achieve the highest value
- Provide valuable transmission support services using distribution-connected assets without negatively impacting the distribution system

Dan Sowder, P.E., Vice President of Power Systems Integration
Doosan GridTech

Dan Sowder, P.E., is Vice President of Power Systems Integration, Doosan GridTech, responsible for the design, installation and deployment of operational energy storage projects. Dan is a recognized industry expert in energy storage and distributed energy management, leading the design, installation and operation of multiple utility-scale energy storage systems while working in Duke Energy’s Emerging Technology Office. He led multiple grid technology deployments and business model initiatives designed to enhance the value of renewable energy on the grid. Prior to working at Duke Energy, Dan served as a nuclear submarine officer in the U.S. Navy. Dan is a frequent presenter at utility and energy storage industry conferences including DistribuTECH, ESA, and ESNA.

ACI
Tel: 312.780.0700 · Fax: 312.780.0600 · Web: www.acius.net · @aci_us
DEVELOPING TRENDS IN DISTRIBUTED ENERGY RESOURCES

The purpose of this presentation is to describe how Distributed Energy Resources can be included in the electric utility smart grid plans to improve performance. David Shpigler will present methods to evaluate the cost-effectiveness of various implementation options and provide a basis for deciding how to optimize the deployment of a network that would achieve targeted goals for the energy sector. Through analytic approaches, David will delineate alternative technology paths to the completion of a holistic smart grid system and provide methods for cost justifying the implementation of particular applications.

Attendees will learn how to:
• Understand the differing sources of value from DER programs
• Evaluate the business case for DER

David Shpigler, President
The Shpigler Group

David Shpigler serves as President of The Shpigler Group, a strategy management-consulting firm focused on the utility sector. David has worked with a variety of utilities in solving complex issues involving strategic assessment, market analysis, business case development, economic evaluation of network design, and industry benchmarking. David well known within the utility and smart grid arena, publishing research studies with such industry associations as EPRI, EEI, UTC, APPA, NRECA, and NRTC. Over the years, David has led dozens major research efforts on analyzing opportunities in the smart grid, including: Understanding the Smart Grid: from Definition to Deployment, a study that lays out various approaches for electric utilities considering pursuing a smart grid strategy, Smart Grid Economics: Making the Business Case for Smart Network Technology, a report that drills into the elements of the business case for electric utilities evaluating the economic, technical, and operational considerations of smart grid deployment and Distributed Generation and Energy Storage Systems in a Smart Grid: Characterization and Analysis, a paper that looks at the issue of bringing distributed generation and energy storage into a smart grid environment.

WHOLESALE MARKETS AND DEMAND RESPONSE

Demand response can not only reduce pollution but also reduce costs and increase grid reliability when properly incorporated into the electric system. However, regulation and law must allow for efficient outcomes and a level playing field for clean energy resources to provide this ‘trifecta’ of benefits. The Supreme Court’s recent decision (FERC v. Electric Power Supply Association) ensured that demand response – one of the most promising zero-carbon energy resources – can and will be part of America’s energy supply. At the same time, the decision suggests a bright future for all clean energy resources by giving credence to the belief that the most efficient solution should also be the preferred solution.

Key topics include:
• The importance of federal policy in enabling new technology to compete in monopoly markets and a discussion of the recent Supreme Court decision upholding Order 745
• The opportunities created for other clean energy entrepreneurs as a result of the Supreme Court’s assurance that FERC’s demand response policy will stand

Michael Panfil, Director of Federal Energy Policy & Senior Attorney
Environmental Defense Fund

Defense Fund’s Clean Energy Program. His work includes federal and state efforts to design a more environmentally friendly, economic, and efficient electric system. Michael works to reduce emissions throughout the United States by advocating for the deployment of smarter technology, improved design standards, and sustainable practices. His work focuses on issues before and involving the Federal Regulatory Energy Commission (FERC), including FERC v. EPSA, Order 1000, demand response, and the EPA’s Clean Power Plan. He is also actively engaged in matters before and involving regional ISO/RTOs, as well as state public utility commissions in New Jersey, Pennsylvania, and Illinois. Michael’s previous engagements include advocating for demand response, smart grid technologies, and time-variant pricing enhancements in California and New York. Michael has written at length on topics including the smart grid, demand-side resources, demand response, real-time pricing, energy efficiency, and wholesale energy markets. He is admitted to the New York State Bar.
CLOSE OF DAY ONE

1:30 PM

SWARM LOGIC, THE PERFECT COMPLIMENT TO BAS, SOLAR, AND STORAGE

Many organizations have invested heavily in solar and storage initiatives. At the same time, they have implemented complex scheduling through building automation systems (BAS) to help lower usage for the biggest energy consumer for most companies, namely HVAC equipment. Encycle’s swarm logic is the perfect complement to solar, storage, and BAS’s driving peak demand even lower, maximizing demand response participation, and adding a layer of intelligence that delivers maximum HVAC performance and efficiency. Your BAS manages your energy consumption “team”. Let swarm logic be your HVAC “athlete”.

Attendees will learn:

- Solar and storage are large, intrusive projects that make sustainability a revolution
- Swarm Logic drives consumption and peak demand even lower where solar and storage is installed and maximizes Demand Response participation
- Encycle’s EASE powered by Swarm Logic is a low cost, non-intrusive, manageable step all corporations can take that make sustainability and evolution
- Swarm Logic is the perfect complement to existing Building Automation Systems (BAS’s)

Mark Kerbel, CTO and Co-Founder
Encycle

Mark Kerbel is Encycle’s CTO and Co-Founder and as the co-author of Encycle’s Swarm Logic patents. Known for his highly creative intelligence and “can-do” attitude, Mark has been with Encycle since day one. Mark applies his visionary leadership to the development and growth of Encycle through forging strategic industry partnerships and enhancing Encycle’s intellectual property & technology platform.

2:00 PM

TRANSITIONING FROM DEMAND RESPONSE TO DISTRIBUTED ENERGY RESOURCES

Traditional demand response (DR) in wholesale electricity markets has focused on capacity and energy and did not necessarily require full automation. New federal policies and regulation now allow DR to participate in all ancillary services markets. Internet of things (IoT), renewables market penetration and advances in energy storage now create new market relationships and value propositions not only for traditional DR resources but a whole host of new applications for distributed energy resources.

Attendees will learn how to:

- Understand how market is transitioning from DR to DER
- Determine the value proposition for integration of renewables and DER
- Recognize the need for new market models for utilities, aggregators, Smart Grid technology companies and other service providers

Ross Malme, Partner
Skipping Stone

Ross is an Owner, Partner and Member of the Skipping Stone Board of Directors. Ross joined Skipping Stone in May of 2011 and leads Skipping Stone’s Smart Grid and Demand Response Practice. This practice has included leading Skipping Stone’s engagement as Technical Advisor to the US Trade and Development Agency (USTDA) which is focused on export of US Smart Grid Technologies to the developing world. In addition, he serves on the National Energy Standards Board (NAESB) Executive Committee Retail Gas Quadrant, as well as the Advisory Board to the US Secretary of Commerce on Renewable Energy and Energy Efficiency.

2:30 PM

TRANSPORTATION TO TOUR

3:00 PM

AUSTIN ENERGY DISTRICT COOLING FACILITY TOUR: DISTRICT COOLING PLANT II — DOWNTOWN AUSTIN (DISTRICT COOLING, THERMAL STORAGE)

Please note: Tour is Limited to 30 persons

This District cooling facility tour includes an inside look at how district cooling works and the thermal storage tanks which allow Austin Energy to produce chilled water during off electric peak hours.

District cooling was formed as a business unit in 2001 as part of an incentive package for companies to build downtown instead of over the Barton Creek Watershed. District cooling plants specialize in providing chilled water service to large commercial clients that have significant cooling needs for their facilities.

The facility makes ice at night during off-peak hours, and allows for it to melt down during the day, as it is sent through the mostly-underground pipe infrastructure to clients, and makes its way back to the plant to continue the cycle. This redundant chilled water piping system helps offset nearly 15 megawatts of peak demand power on the hottest summer days, thanks to the late-night ice-making in each of the four plants.

4:30 PM

TRANSPORTATION TO VENUE

5:00 PM

CLOSE OF DAY ONE

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### Conference Day Two · September 16, 2016:

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>8:00 AM</td>
<td>Registration Continental Breakfast &amp; Exhibitor Showcase</td>
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<tr>
<td>8:30 AM</td>
<td>Chairperson’s Opening Address</td>
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<tr>
<td>9:00 AM</td>
<td>Innovative Implementation of the Open ADR Certified EPRI Demand Response Automation Server (DRAS)</td>
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<td>Austin Energy has deployed the Open ADR certified DRAS developed by ERPI. The DRAS is cloud hosted and is used in an ERCOT reliability program. The DRAS has been connected to several different Open ADR devices (Virtual End Nodes) to control HVAC and backup generators.</td>
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<td><strong>Key issues to be covered include:</strong></td>
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<td>• Some of the pros and cons of in house deployment of open source software</td>
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<td>• Some of the pros and cons of utility cloud hosted solutions</td>
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<td>• Some methods of security of VTN, Cloud Hosting, VENs, and communication networks using the public internet</td>
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<td><strong>Scott Jarman</strong>, Consulting Engineer</td>
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<td><strong>Austin Energy</strong></td>
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<td>Austin Energy has been operating demand response program since 2001 and was one of the first to adopt the Bring Your Own Thermostat (BYOT) program model in 2013. In 2015 AE began initial deployment of the EPRI DRAS for commercial demand response while continuing to grow the BYOT program. Scott has been in the energy efficiency and demand side management industry for over 23 years and holds a BS and MS in Mechanical Engineering from Texas A&amp;M. Scott and his team has been working with all customer classes to reduce their energy demand and consumption through rebate incentive programs. For the past 3 years he has lead a team to develop a new approach to residential demand response through customer owned equipment.</td>
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<td>10:00 AM</td>
<td>Morning Refreshment Break &amp; Exhibits</td>
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<td>Sponsored by THG Energy Solutions, LLC</td>
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<tr>
<td>10:30 AM</td>
<td>How Flexible Load Can Be Further Optimized To Create Value For All Stakeholders</td>
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<td><strong>Attendees will learn to:</strong></td>
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<td></td>
<td>• Address hurdles preventing effective load management</td>
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<td>• Identify and optimize load flexibility</td>
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<td>• Achieve untapped savings and revenues</td>
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<td><strong>Mark Lane</strong>, Executive Vice President-Demand Response</td>
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<td><strong>THG Energy Solutions</strong></td>
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<td>Mark Lane joined THG Energy’s management team as Executive Vice President of Demand Response Services in January 2013. Lane is recognized as a pioneer in the field of demand response and holds patents pertaining to ADR technology and its application. Mr. Lane’s background includes over 29 years of experience in building automation, thermal dynamics and energy management. He has held the position of: President for RTP Controls, an automated demand response provider; Division President for Micro Thermo, a subsidiary of United Technology; and Director of Sales for Emerson Climate Technologies. Lane’s other patents include a unique secondary refrigerated case design, now used in many of today’s supermarkets. Lane invented THG’s automated demand response system, including both hardware and software design.</td>
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<td>11:15 AM</td>
<td>Negawatt Market: Pay-For-Performance</td>
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<td>Japan regulators have announced that a new Demand Response market, called “Negawatt Market,” will open across Japan effective April 2017. This new DR market comes on the heels of the fully competitive retail power markets that opened in April 2016. Sam will outline how the new DR market will work, define who qualifies to participate and describe the mechanics of the DR market operations. For DR market participants and technology providers, this new Japan market represents an unprecedented opportunity</td>
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<td><strong>Sam Matsumoto</strong>, Managing Director</td>
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<td><strong>Skipping Stone Japan &amp; Director, ADR Associations</strong></td>
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<td>12:00 PM</td>
<td>Luncheon For Delegates &amp; Speakers</td>
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INTEGRATING DEMAND SIDE PROGRAMS INTO GRID PLANNING AND OPERATIONS

The proliferation of two-way energy devices generating constant telemetry data is transforming demand response. Historically employed as a last resort on the most extreme weather days of the year, demand response can now be used as a year-round operational resource offering unparalleled predictability, reliability, and flexibility. The rise of operational demand response can help utilities address critical emerging challenges, such as alleviating constrained load pockets and efficiently integrating distributed energy resources. Because of its increased performance capabilities, operational demand response can also be used to forgo costly new infrastructure investments, or replace bilateral procurements.

Attendees will learn how to:

• Leverage DR beyond an emergency resource
• Integrate DR into grid planning

Erin Keys, Director of Business Development and Strategy
Comverge

Erin Keys is a director of business development and strategy at Comverge. In this role, she helps expand Comverge programs across the Southwest US and create Comverge partnerships with players in competitive power markets. Erin has ten years of experience in the energy industry, including four years at GE Power & Water and just under a year at Opower. After completing GE’s rotational management training program in technical sales, she spent two years at GE’s global headquarters for renewable energy focusing on demand forecasting and emerging market analysis. During a Masters program in engineering at the University of Texas, Erin studied distribution grid reliability, especially in areas with a high concentration of solar PV installations.

USING DISTRIBUTED ENERGY RESOURCES FOR COST-EFFECTIVE DISTRIBUTION DEFERRAL

Utilities and regulators are increasingly considering distributed energy resources (DER), such as demand response and energy storage, for distribution deferral projects. Resource procurements like the ConEdison Brooklyn Queens Demand Management Program (BQDM) and the Southern California Edison Local Capacity Requirement (LCR) have selected significant amounts of DER to defer or offset substation upgrades. This presentation will provide an overview of DER participation in the BQDM and LCR programs, including operating requirements, program rules, and deployment timelines. Discussion will focus on the regulatory, economic, and market factors that make DERs a preferred resource for distribution deferral.

Attendees will learn how to:

• Evaluate factors that lead to favorable conditions for DER deployment as a distribution deferral strategy
• Understand requirements for delivering reliable capacity from aggregated, behind-the-meter resources
• Assess value of distribution deferral as additive to other services, such as demand management, that can be provided by DERs

Zach Einterz, Business Development Associate
Stem Inc.

Zach Einterz is a Business Development Associate at Stem Inc., in Millbrae, CA. He is responsible for identifying and advancing market opportunities for Stem’s energy storage solutions. Stem, the leader in software-driven energy storage, combines big data, predictive analytics and energy storage to simultaneously reduce electricity costs for businesses and, in aggregate, deliver services to the grid.

CALIFORNIA DRAM (DEMAND RESPONSE AUCTION MECHANISM): INITIAL IMPRESSIONS & OBSERVATIONS

The California DRAM allows 3rd parties to aggregate households to provide demand response programs. The ability to attract customers and motivate them to actively participate is a critical factor to success. This presentation will highlight methods for attracting and retaining customers, keeping them engaged and initial findings and results of their participation in the California DRAM.

Key issues to be covered, include:

• How to attract and retain customers
• Initial findings of California DRAM activity
• How to motivate customers and affect consumer behavior

Mike Hanson, Head of Business Development
OhmConnect, Inc.

Mike is responsible for developing strategic partnerships for OhmConnect. He works with Home Automation, Energy Companies and Not for Profit Organizations to build the OhmConnect community. Mike has twenty years of leadership experience five years of experience in Internet of Things and information analytics. He has a documented track record of growing companies and divisions, securing lucrative partnerships, fostering long-term customer relationships, and building top-performing teams. Mike taught as an Associate Professor in the California State University system and is a frequent speaker at industry events. Mike graduated from Arizona State University with a B.S. in Business Administration.
DEMAND RESPONSE: HOW CONSUMERS AND PRODUCERS CAN CONTRIBUTE TO THE PLATFORM’S SUCCESSFUL OPERATION AND VALUE GENERATION PROPOSITION

New energy management and demand response technology platforms are emerging that could be described as the equivalent of Uber in the electric and gas utility markets, but for the heavy regulation already present in that space, regulations based on traditional resources and infrastructure. Whether disruptive new, customer-centric, data-driven information and controls services scale will depend on how regulatory regimes react to their offerings. Whether utilities and markets benefit by the growth of these new companies will depend on how the utilities respond to the opportunity these new services represent. If they view the explosion of consumer controls as a threat, it will be.

This presentation will discuss who the emerging companies are and how they can be viewed as platform companies like Uber or Facebook. It will address how they are being received in the economy generally and how consumers are responding. It will address some of the specific regulatory barriers being addressed today, particularly reducing friction for consumer and producers to contribute to the platform’s successful operation and value generation proposition.

Robert J. King, P.E., President
Good Company Associates
North American Policy Director
WeatherBug Home

Robert J. King is President of Good Company Associates, a business development and policy consulting practice in Austin Texas, and CEO of SPEER, the Southcentral Partnership for Energy Efficiency as a Resource. He is president of the Gulf Coast Power Association, and a board member of the Peak Load Management Alliance, and Mission: Data.

LEGACY DIRECT LOAD CONTROL COEXISTING WITH INNOVATIVE DEMAND RESPONSE

While regular Direct Load Control (DLC) is widely deployed and still serving a valuable service, newer, more economical DLC and Demand Response options are now available to improve overall system performance. Two case studies will show how one platform can be used to serve two very different and unique programs while continuing to support legacy programs; PowerStream’s Advanced Power Pricing program and Energate’s Multi-Unit Residential Building (MURB) solution, the MURBinator.

Attendees will learn how to:
• Legacy systems are still important and critical to system operations
• One platform can coexist with legacy programs as demonstrated through two case studies

Louis Szablya, EVP Sales & Marketing
Energate

STANDARDS-ENABLED DEMAND RESPONSE: COSTS, BENEFITS AND POSSIBILITIES

Christoper Kotting, Executive Director
USNAP Alliance

This presentation will discuss who the emerging companies are and how they can be viewed as platform companies like Uber or Facebook. It will address how they are being received in the economy generally and how consumers are responding. It will address some of the specific regulatory barriers being addressed today, particularly reducing friction for consumer and producers to contribute to the platform’s successful operation and value generation proposition.

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VENUE INFORMATION:

Omni Austin Hotel Downtown
700 San Jacinto Blvd
Austin, TX 78701
For magnificent luxury in the heart of the Texas state capital, Omni Austin Hotel Downtown offers an unparalleled experience for business and vacation travelers alike. Enjoy spectacular views, well-appointed accommodations and easy access to the Austin Convention Center, the Texas State Capitol, and the 6th Street Entertainment District.

About ACI:

Active Communications International, Inc. (ACI) is a leader in conference planning and production. With offices in Chicago, London, Pune, Portland, Poznan and Milwaukee, we produce world-class events focusing on areas of most relevance to our served industry sectors. We are dedicated to deliver high-quality, informative and value added strategic business conferences where audience members, speakers, and sponsors can transform their business, develop key industry contacts and walk away with new resources.