EnergySavvy at a glance

Cloud software company bringing DSM into the 21st century

CUSTOMER ENGAGEMENT

PROGRAM AUTOMATION & PORTFOLIO TRACKING

MEASURE ACTUAL SAVINGS
EM&V Challenges

- **Data Lag**
  Slows utilities, implementers, and regulators

- **Effort-Intensive and Paper-based**
  EM&V costs can consume 5% of program budgets

- **After the Fact**
  Backwards looking analysis doesn’t allow for optimization

- **Estimates**
  DSM programs are primarily built on deemed savings
Data analytics play a role in EM&V 2.0, which can “...replace other [EM&V] methods that are more labor-intensive and intrusive to customers.”

EM&V 2.0 can “...reduce the cost of EM&V but also provide the program implementer and administrator near instantaneous feedback on program performance. This will help the implementer make improvements to the program sooner and increase it’s effectiveness.”
Optix Quantify
Billing analysis for all projects in a program, in an on-going manner, with comparison groups

Key outcomes
• More timely insight
• More granular insight
• Complements traditional evaluation
• Measurement of program and factor influence

What it is not
• Replacement for formal EM&V
• Right solution for all program types

Utilizes accepted M&V protocols
What you saw: EM&V 2.0 is real today

Metered Savings ➤ Use real-world impact of programs to measure

Census Approach ➤ Measure every project instead of sampling

Actionable Insights ➤ Turn data into useful information & support decisions

- Program Optimization
- Streamlined EM&V process & costs
- Greater transparency & reliability for EE
- More reliable EE value for markets
- Targeted marketing
- Customer engagement
- EE for constrained load pockets
- Greater value for EE as a resource
Greater Attention on New Approaches to EM&V Nation-Wide

Example: New York’s REV Track 1 Order

“As REV recognizes the pace of technology and its ability to redefine our electric system, so too can advances in technology be used to challenge and enhance our traditional approach to EM&V”

Pages 307-308, Released February 26, 2015
Ways that SEE Action can help Savings Measurement Software

• Continued leadership in the conversation
• Define a framework for utility adoption of savings measurement software
  • Guidelines for software readiness
  • Practices for adoption
  • “Bridge” from EM&V 1.0 to EM&V 2.0 to avoid putting utility goals at risk
• Today: Help refine and articulate principles for utility adoption of savings measurement software
Savings Measurement Software - Principles for Utility DSM Programs

• **Accurate and clear about precision** – avoid bias, state precision, avoid false precision

• **Reliable** – stable, robust estimates over time

• **Transparent** – methods must be subject to scrutiny, and results must be explicable

• **Standards-compliant**

• **Built upon best practices in EM&V** – must draw upon the status quo without being limited by it

• **Appropriate to program (and application)**

• **Ensure security and privacy**
Jake Oster  
Sr. Director, Regulatory Affairs  
(802) 598-1175  
jake@energysavvy.com

Tim Guiterman  
Director, EM&V Solutions  
(802) 557-4755  
tim@energysavvy.com

Charlie Ellis  
Sr. Product Director  
(206) 229-5649  
charlie@energysavvy.com