

Ethan Goldman, Director of Customer Solutions

Flexible Demand as a Grid Resource



In ISO-NE's recent auction:

4,040 MW of energy efficiency

34,839 MW of total capacity

More than 10% of capacity is EE!

Picking
Technologies?

Using Averages?



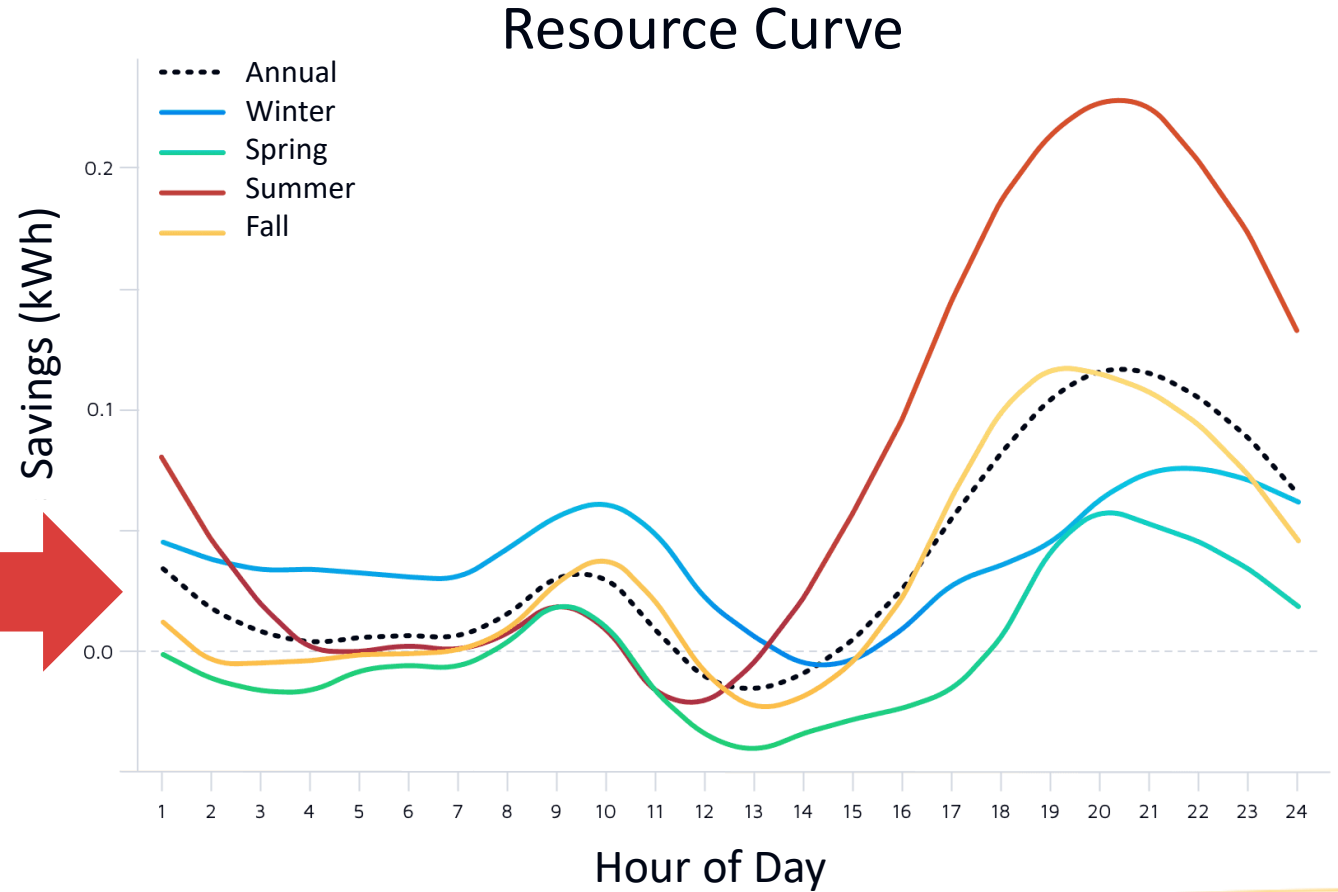
Fraud and
Abuse?

Getting Less Than
You Paid For?

**Meter Your
Savings!**



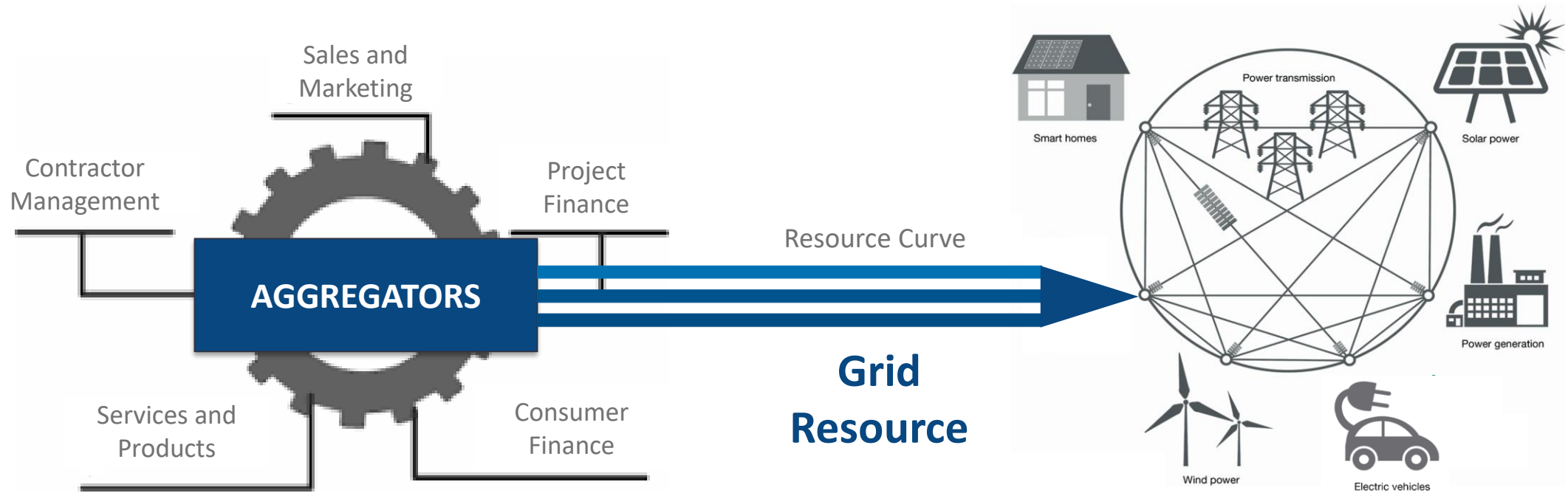
Automatically Meter Energy Savings



Program Savings are a Distribution



Align Incentives with Pay-for-Performance

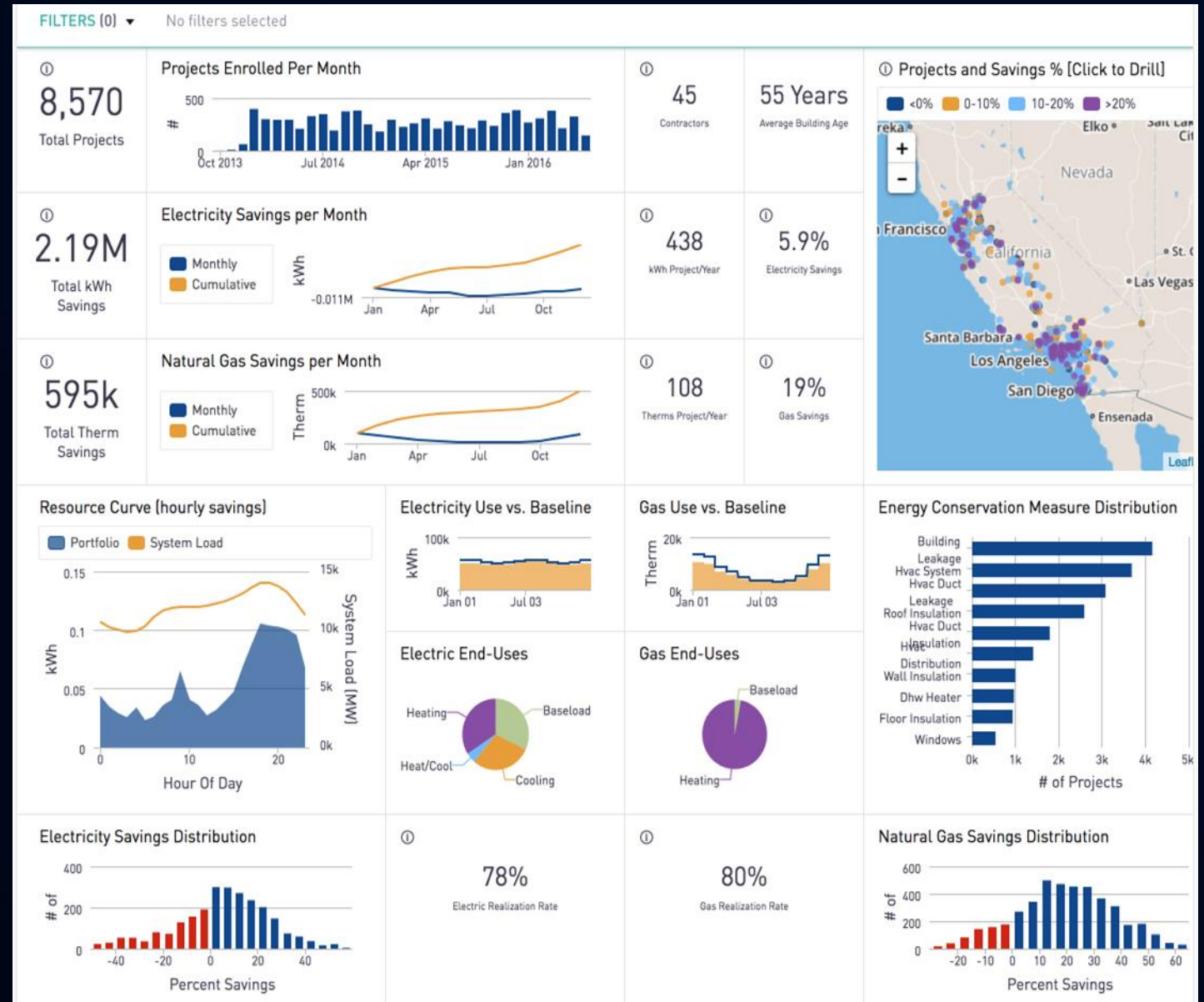


Savings Comfort Health



Business Model:

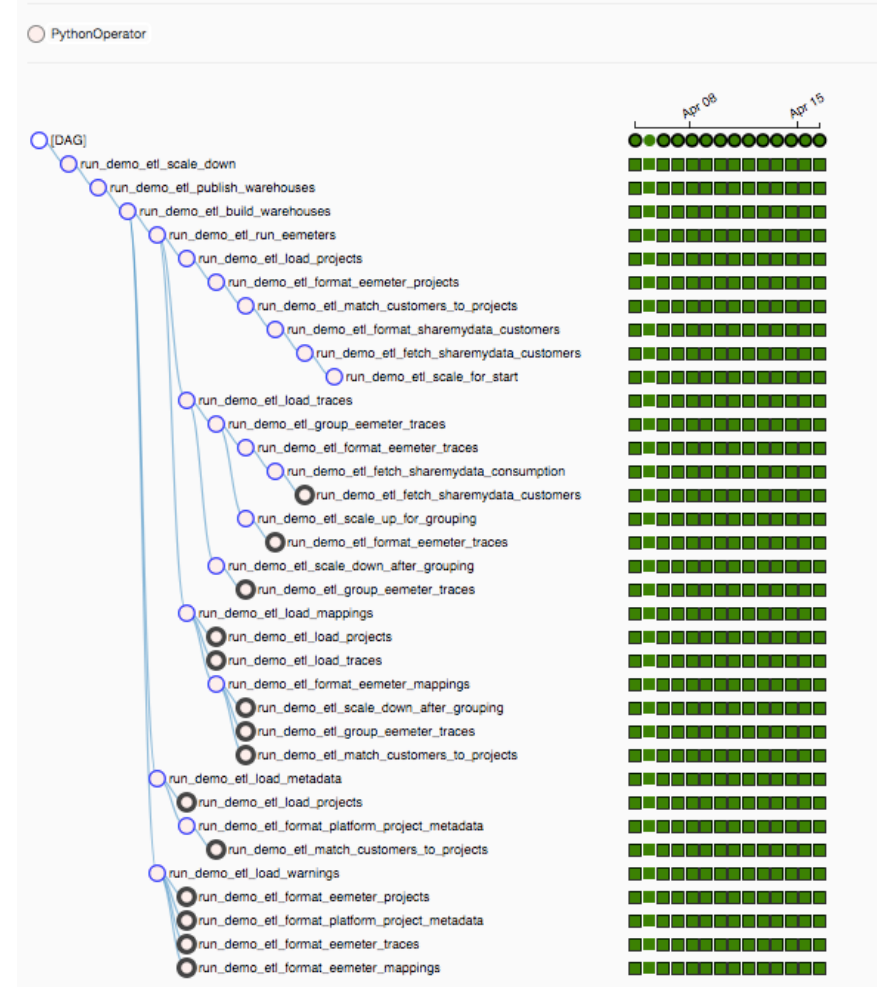
Enterprise Software as a Service



Millions of Meters Analyzed



Our Competition



Open Source Methods and Code



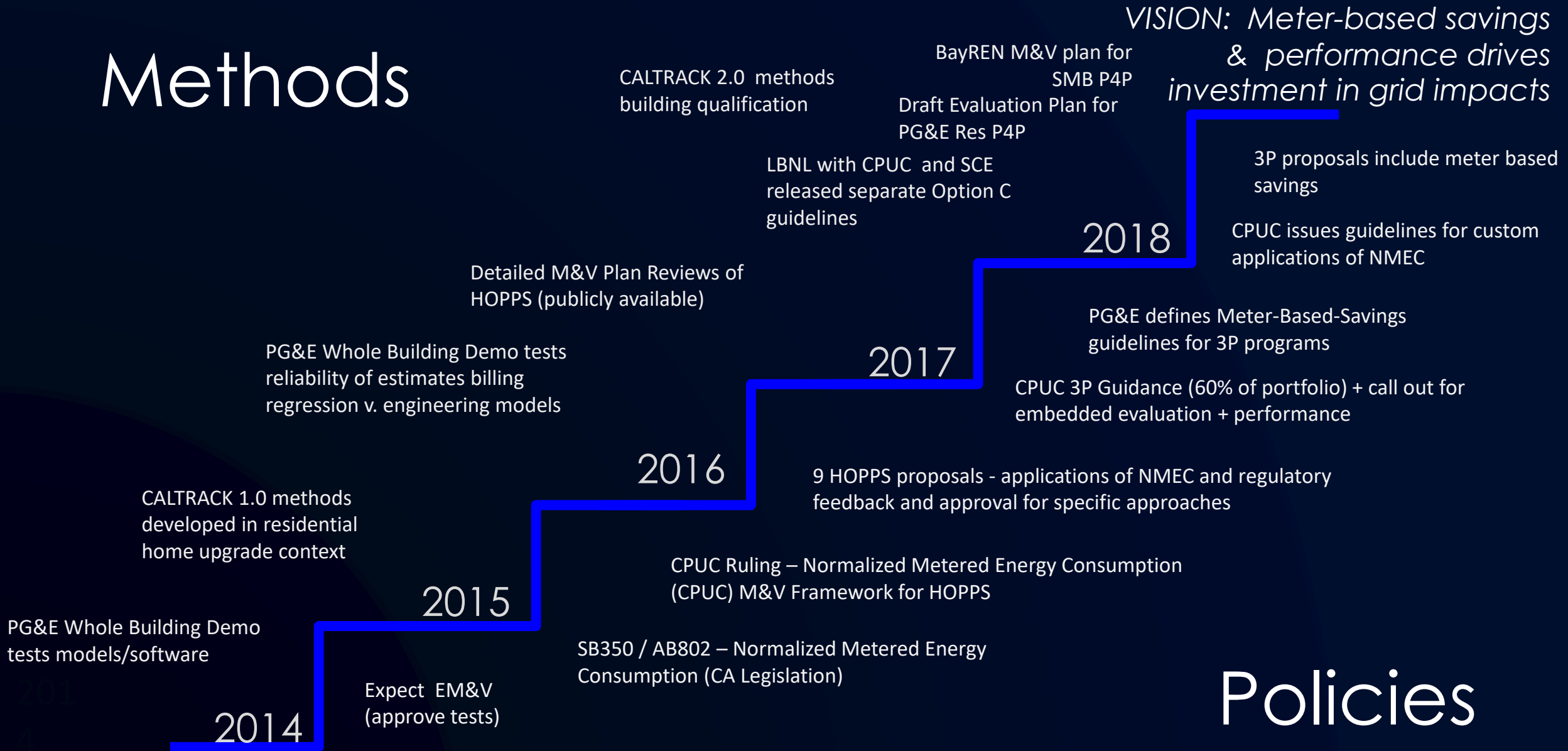
- Standard Calculation Methods for Energy Efficiency and Electrification
- Monthly, Daily, and Hourly
- Public 60 Stakeholders Empirical Process
- www.CalTRACK.org



- Python CalTRACK Engine
- Open Source [Apache 2.0](https://www.apache.org/licenses/LICENSE-2.0)
- How It Works: <https://goo.gl/mhny2s>
- Code Repo: <https://goo.gl/qFdW4P>



Methods



Policies

STATUS QUO: Deemed savings & disconnect with grid impacts or performance

Regulatory Foundations

California Legislature:

SB 350
AB 802

CPUC:

Application
17-01-013

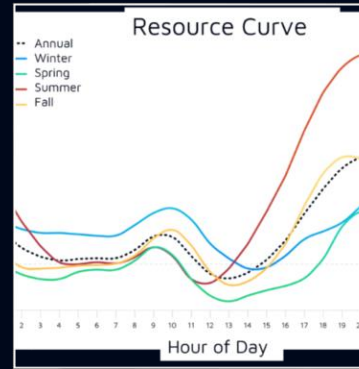
“The energy efficiency savings and demand reduction achieving the targets established pursuant to paragraph (doubling of EE by 2030) shall be measured taking into consideration the **overall reduction in normalized metered electricity and natural gas consumption** where these measurement techniques are feasible and cost effective.” – SB 350

Meter Your Savings!

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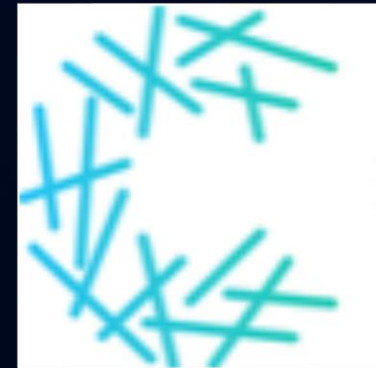
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Visibility

Transparency



Accountability