

ConnectivityWeek™

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#ConnWeek

Customer Perspectives & Demand
Response Involvement
(making the case for automation)

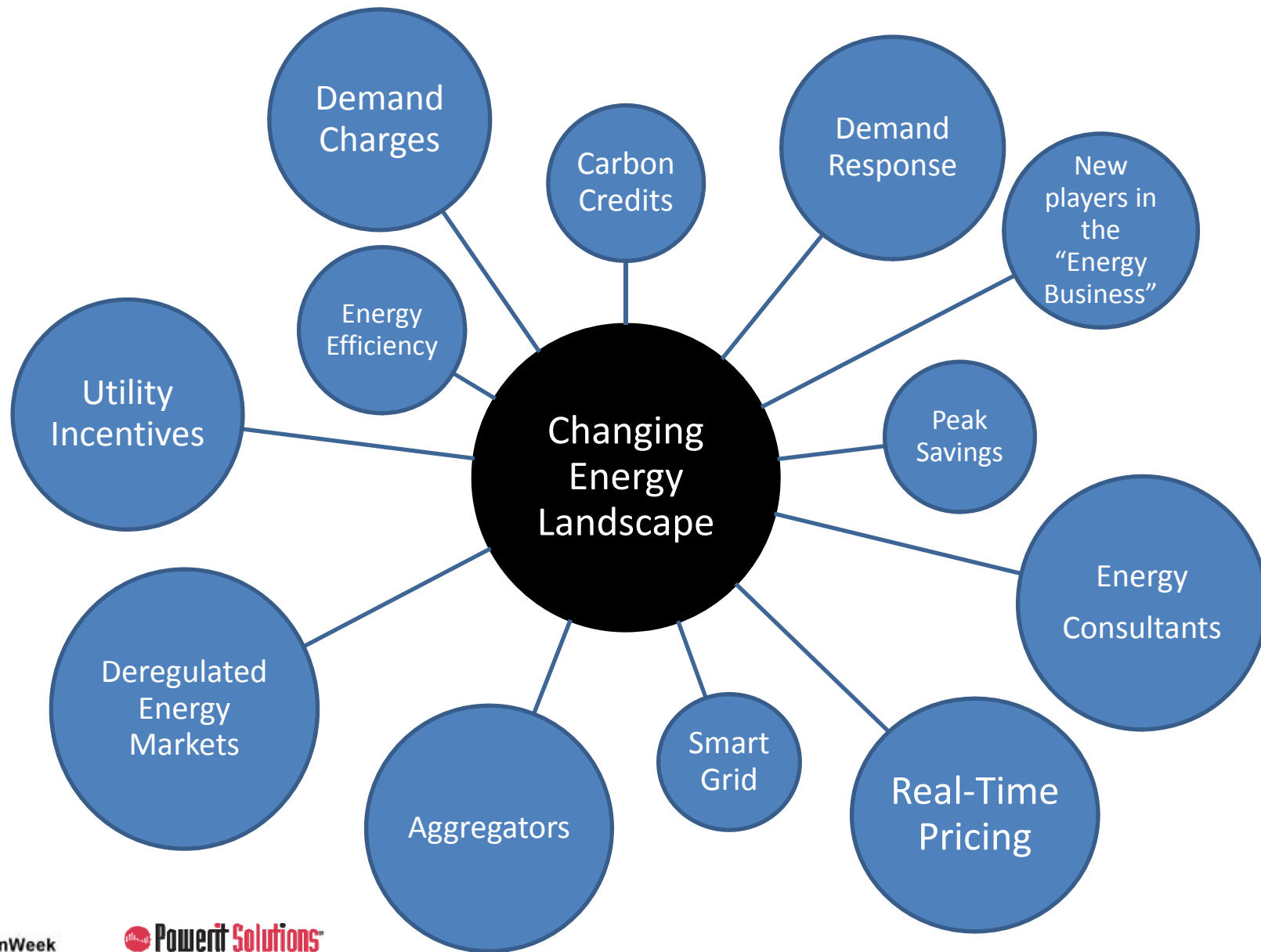
Bob Zak

GM/President

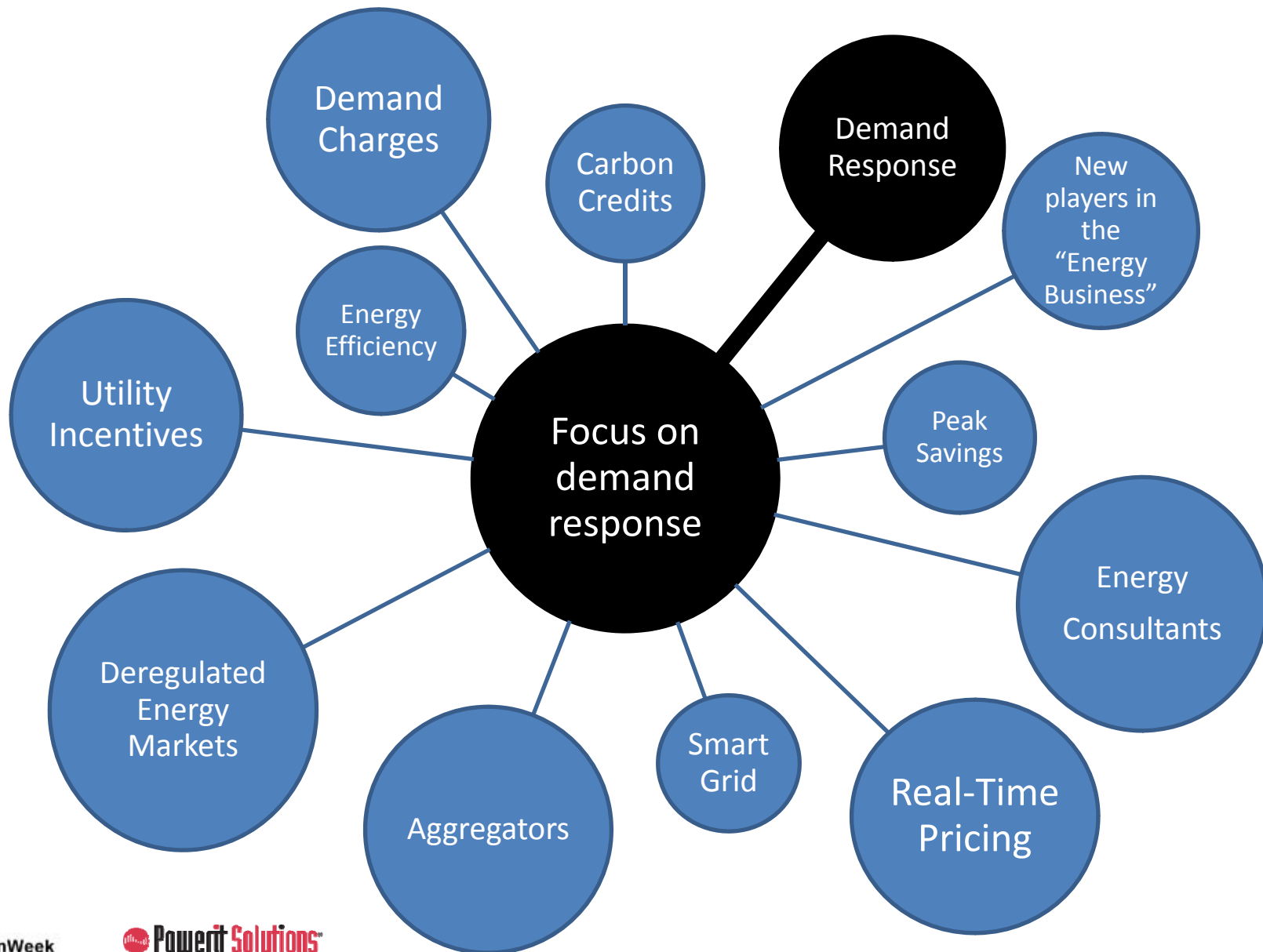
Powerit Solutions

 **Powerit Solutions®**

Many Issues To Consider



Take one....



Levels of DR

Manual DR

Operators receive manual notification, make reductions by hand

Controlled Manual DR

Operators receive notification, make reduction manually using installed control system

Auto DR

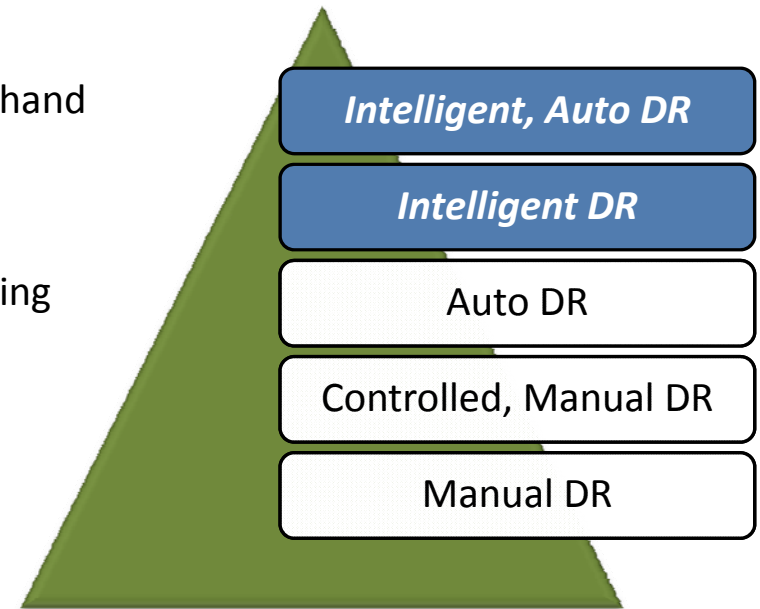
Signal sent by utility or aggregator to site and triggers automatic reduction using fixed list of loads

Intelligent DR

Signal received by utility initiates DR automation & rolling curtailment begins based on user-defined action plan

Intelligent Auto DR

Enables all the qualities of Intelligent DR with the added complexity of a decision tree that allows for the event to be triggered without human interaction at the time of the event.



Customer Perspectives on DR

“Its all Energy Efficiency to me; should be part of an overall plan.”

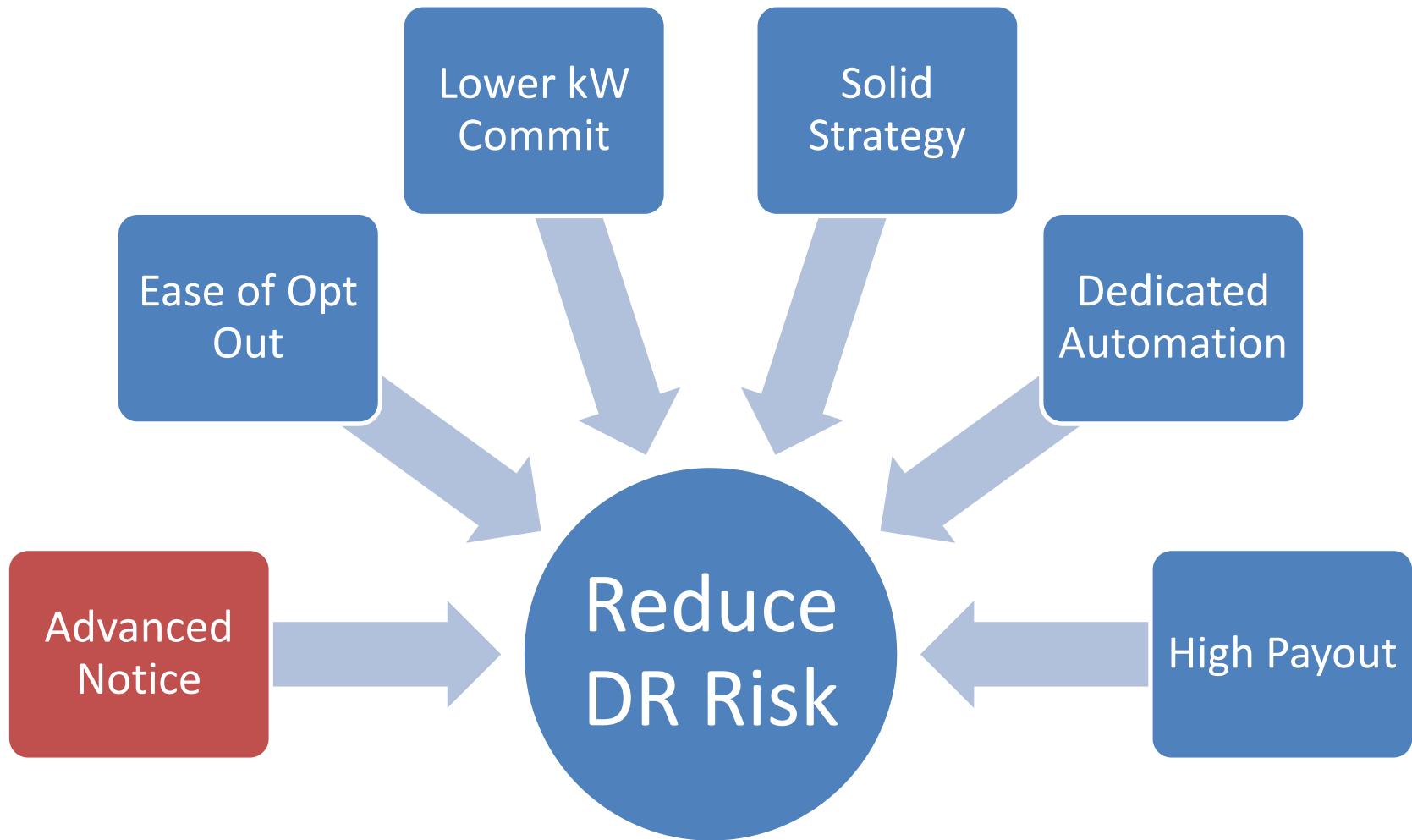
“My participation has dependencies that must be addressed.”

“I want some operational benefit from this effort.”

“If all you do is write the check, the kW is a commodity.”

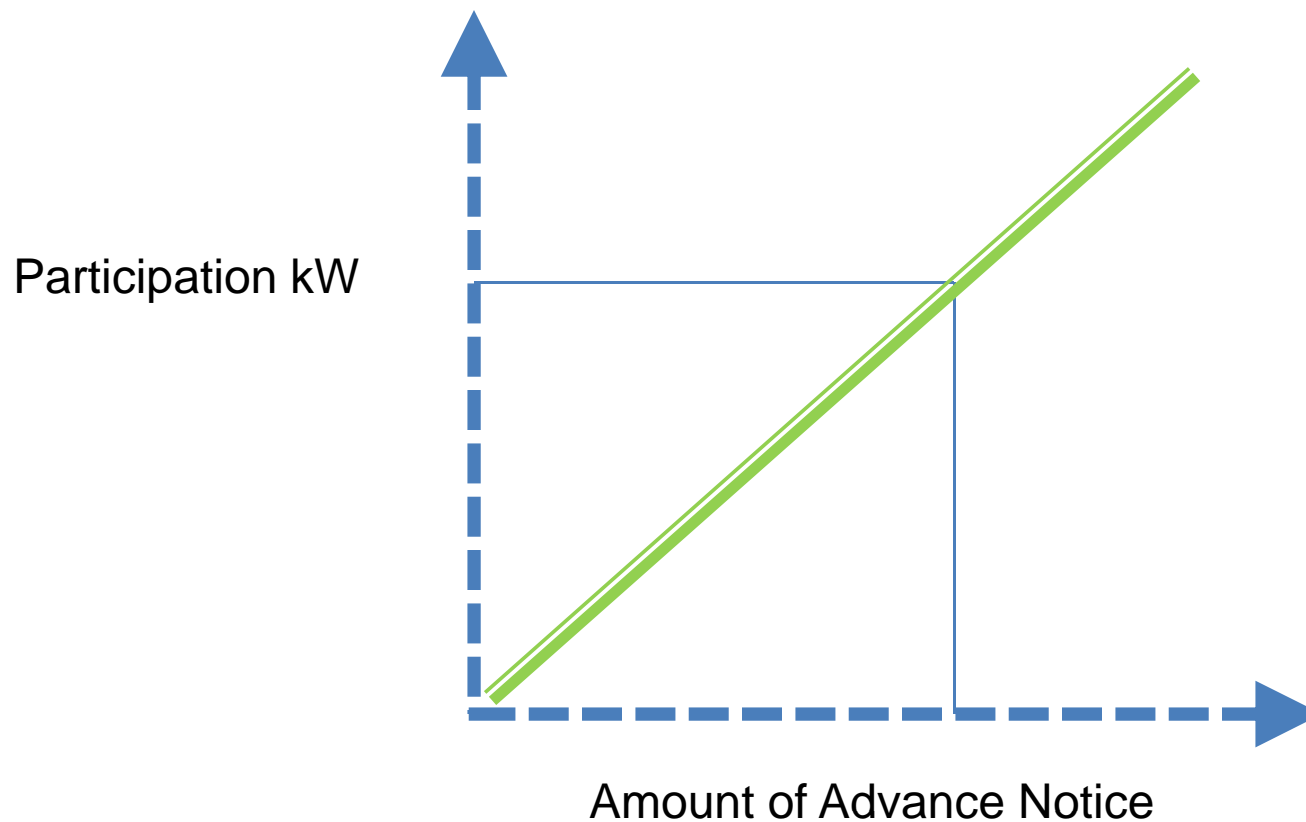
“I must address the risk before I can judge the benefit.”

Must Address Risk



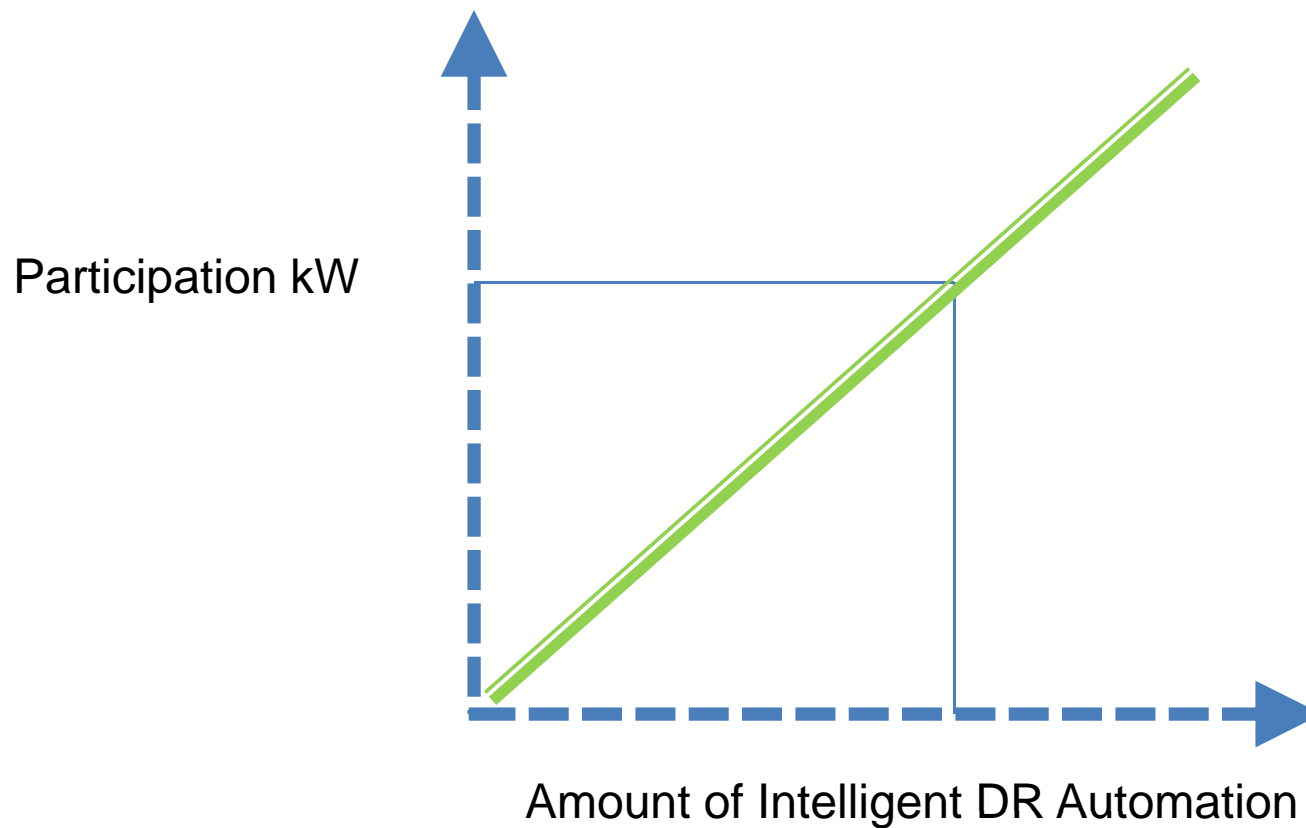
DR Event Advanced Notice

The greater the advance notice, the greater the user kW participation



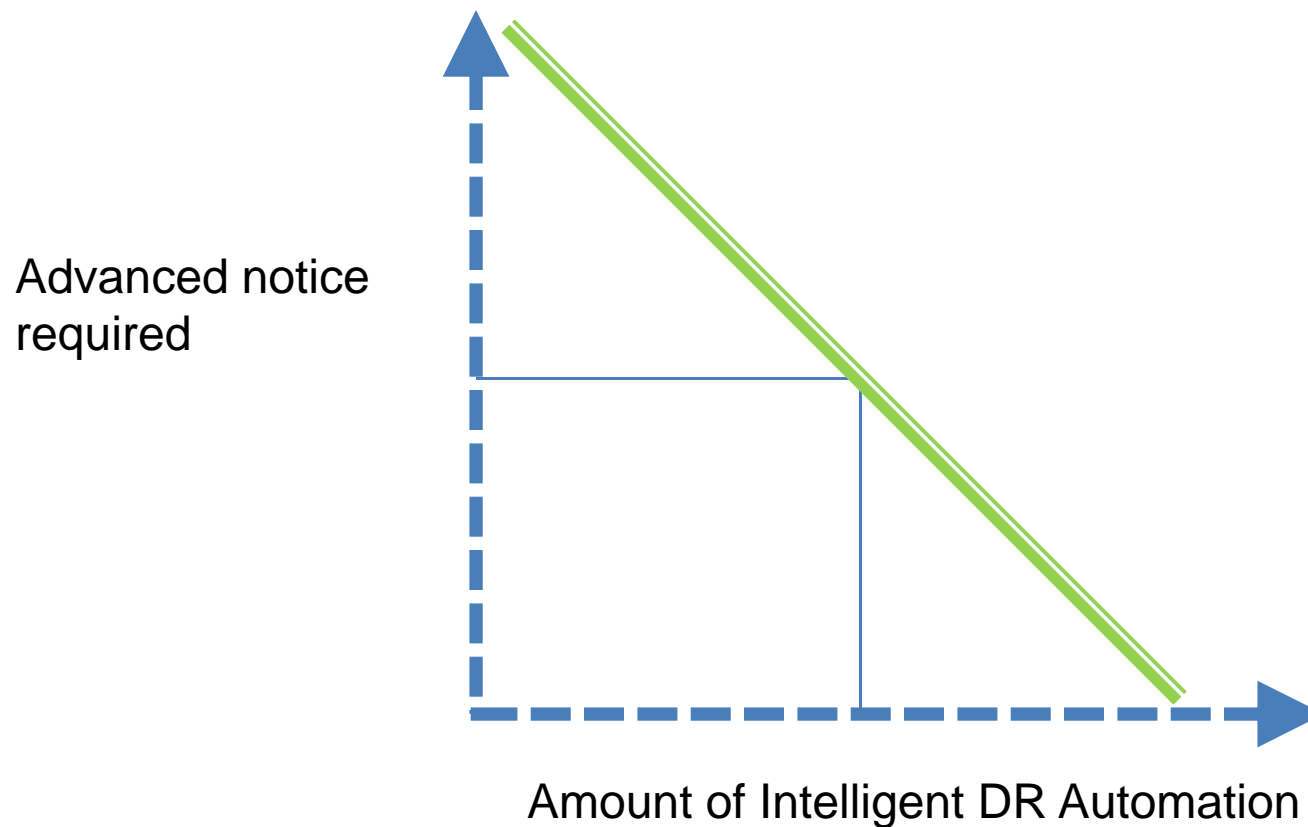
Automating DR

**The greater the level of DR managing automation,
the greater the user kW participation**



Automation Effect

The greater the level of DR managing automation, the lower the requirement for advanced event notice

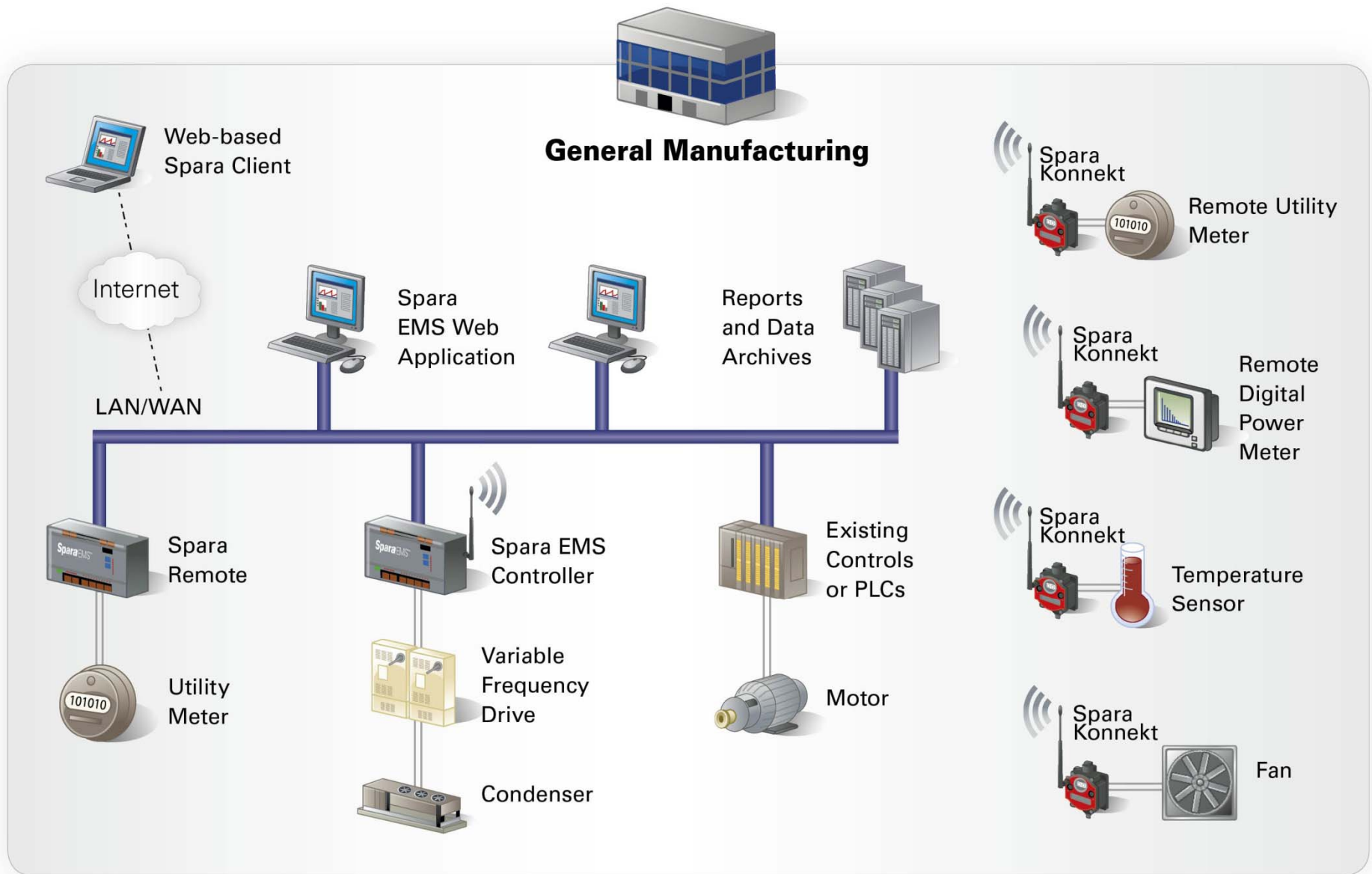


Embrace DR Automation

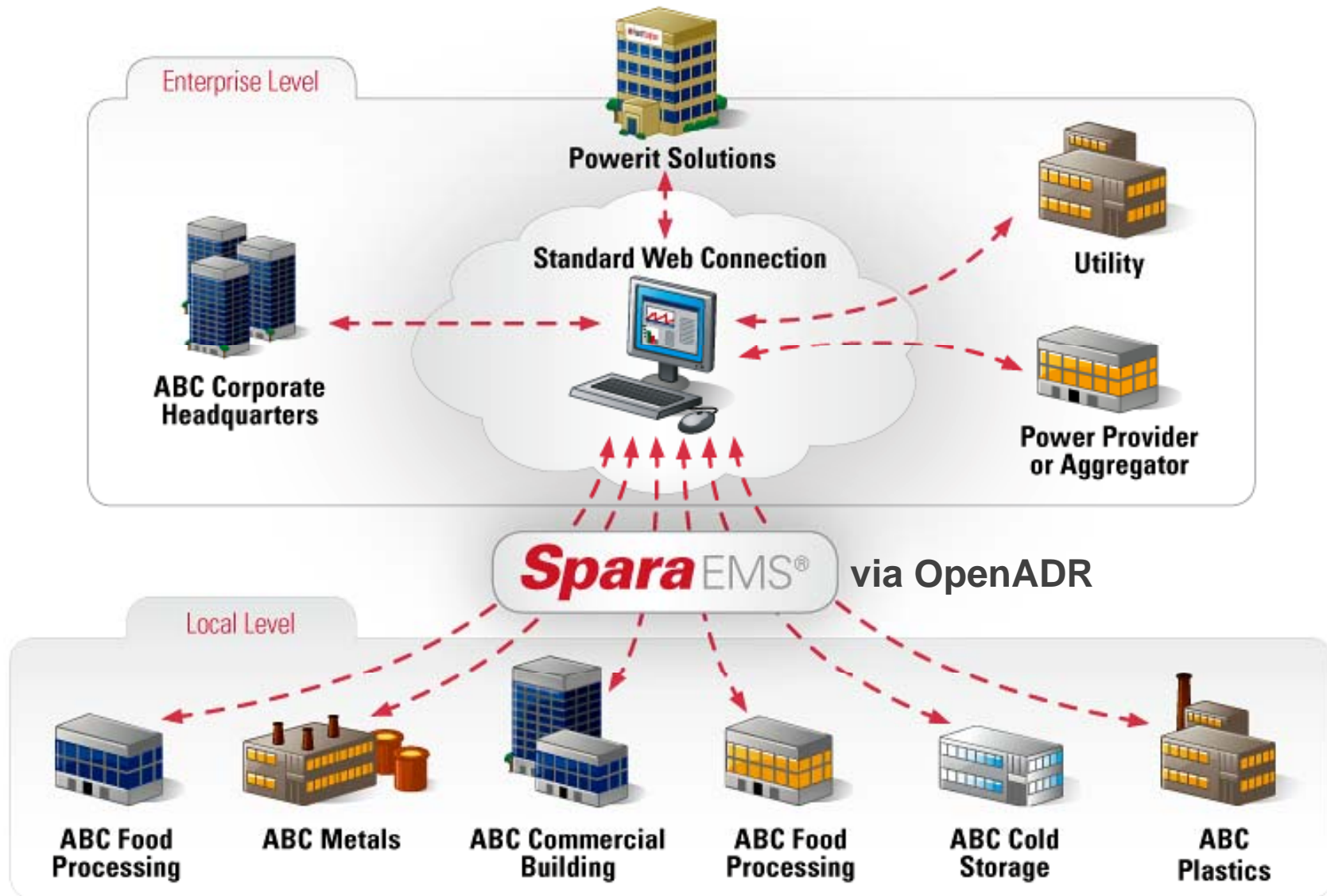
- At one time, automated process controls were viewed as risky and a “nice to have”.
- It was thought doubtful that the internet and standard IT solutions would find their way to the plant floor or equipment room.
- We now know how important automation & data is to productivity, operations, data handling and risk management.
- **Why should automation of demand response be any different?**



Leveraging DR Automated Locally



Leveraging Wide-Area Automation



Thanks



Industrial & Commercial Energy Management Systems



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