

Designing and Deploying Motor System Programs

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Market Transformation Symposium
March 25, 2002



Challenges

- Opportunities are site specific
- Opportunities are by-and-large practice not product based –choosing correct product and design is a significant issue
- Implementation requires specialized skill set
- Identification labor intensive
- Solution development labor intensive
- Per-customer cost can be high



Past Experience – Lessons Learned.

- Compressed air (CAC)
- Municipal water and waste water (AWWA)
- Ontario Hydro (Ontario Power Gen)
- Wisconsin (ECW Performance Optimization)



Lessons Learned

- Need to assemble tool credible technical resources and training
- Need specialized expertise available in the market
- Offering training to engineering does not create demand
- If demand created, market will seek out the training
- Need to target market/application focus
- Non-energy benefits exceed direct energy savings
- Need a tiered screening methodology to identify candidates



Status

- Excellent technical tools and resources available
- Expertise available at the national level
- Market screening methodology available
- Need to assemble all the pieces and pilot



Proposed Program Strategy for Discussion

- Analyze the pump and fan market in the target service territory(ies)
- Identify key market sectors with significant opportunities
- Conduct case studies at representative sites
- Identify key opportunities and solution strategies
- Develop *semi-prescriptive* recommendations for target sectors based on the case studies
- Identify and/or develop local technical assistance resources (preferably from the existing consulting engineering community)
- Deploy an outreach effort to the target audience
- Conduct preliminary screening at interested facilities using a screening tool
- Support solution development and deployment at promising sites

