

## Technology Procurement: Prelude to Market Transformation

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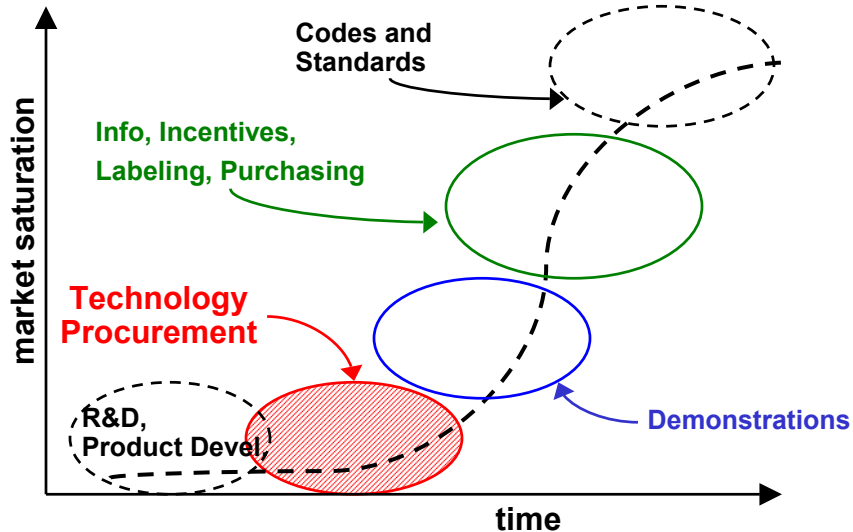
- Marc Ledbetter, PNNL
- Brad Hollomon, PNNL
- Sophie Attali (ICE - Paris)
- *Nils Borg, Borg and Co - Stockholm*

## What is Technology Procurement?



Buyer Demand ↔ New Technology

## Technology Procurement and Market Transformation



## A (Selective) History

1783 – Harrison Chronometer

1829 – “Rocket” Locomotive

1980’s+ – NUTEK/STEM Procurements  
(Sweden)

1990’s – SERP and other US projects

1992 – Energy Policy Act, Sec. 152

1993 – Exec. Order 12845 (Energy Star™  
computers)

1994-99 – IEA Annexe 3

2001-02+ – DOE Technology Procurements

# **Energy Policy Act of 1992**

**“The Secretary shall conduct a study to evaluate the potential use of the purchasing power of the Federal Government to promote the development and commercialization of energy efficient products.”**

**(Sec. 152)**

## **Discussion Topics**

- **Lessons learned:**
  - choosing technologies
  - identifying buyers
  - exit strategy?
- **Future opportunities**
  - products
  - services (?)
- **Role of technology procurement in MT**