

Technology Procurement: Opportunities and Challenges for the Future

Brad Hollomon
Pacific Northwest National Laboratory

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Continuity

- Buyers and actors
 - Sequential products for same customer groups
 - Program phases for same product
- Staged product advances
 - Apartment-sized refrigerators
 - CFL's and fixtures
- Stages of innovation
 - R&D
 - User requirements

Comprehensiveness – CEE/HECAC Example

- Incentive efficiency levels
- Procurement (design, outcome)
- Technical assistance (Cool Choice, NYSERDA)
- Consumer information (www.pnl.gov/uac; Others)
- Standards
- “Dem bones”

Coordination

- Buyer coordination at the core of technology procurement calls for a national institutional framework
- More actors than anticipated are often involved
 - HUD financing and technical monitoring for refrigerators
 - Lab testing and public incentive programs for lighting products
- Institutional capabilities and linkages will make each successive procurement easier and more likely to succeed