



E SOURCE

Efficiency & Demand-Response Programs Service

MEMBERSHIP BENEFITS

The *E Source Efficiency & Demand-Response Programs Service* helps utilities gain efficiencies by implementing industry best practices that affect the entire lifecycle of demand-side management (DSM) programs and portfolios—from design through implementation and evaluation. Members get access to analysis and tools that can help you more-effectively execute your programs and benchmark your results against other utilities. We supply our members with guidance on how to reduce operating costs, defer capital expansions, and flatten your load curves, while making energy and demand savings more effective and less expensive.

WHAT YOU GET WITH THE EFFICIENCY & DEMAND-RESPONSE PROGRAMS SERVICE

Member Inquiries. Get just-in-time answers and consulting assistance from our experts by asking us your questions, bouncing ideas off of our researchers, or contacting us whenever you need an unbiased, third-party perspective. We'll answer your questions about program design, implementation, and evaluation for efficiency, demand response, and renewable energy.

Web conferences. Our web conferences give you a unique opportunity to collaborate and interact with industry experts and your peers who are also being challenged to meet rapidly growing goals for energy efficiency without having to travel to a meeting or conference, saving you time and money.

Research findings. You'll have access to our comprehensive library of research, analysis, and tools—including DSMdat, our exclusive DSM programs database—along with actionable profiles of innovative and experimental programs.

E Source DSM Executive Council. Nominate one high-level DSM leader to be part of our exclusive executive-only council. Council members come together twice per year to share wisdom and war stories. Members tackle strategic and management issues in a closed-door, peer-group setting where frank conversations can take place. Recent topics have included strategies to achieve the doubling of goods and budgets, the intersection of smart grid and DSM, behavior-change programs, relationships with regulators, and whole-building programs.

E Source Forum. In this exclusive annual event for E Source members, we offer a special DSM topical track as well as tracks in Customer Service, End-Use Technologies, Marketing & Communications, and Intelligent Grid. Past session topics have included “deep-dive” programs, successful partnerships with vendors and contractors, optimizing your demand-response portfolio, and the impact of U.S. federal funding on DSM portfolios.

Monthly e-mail newsletter. Each month you'll receive an insightful article that showcases the best utility programs and unravels key strategic and policy issues driving today's DSM market, along with top picks from recently released DSM resources.

ANSWERING YOUR DSM QUESTIONS

Here's a sample of some Member Inquiry questions we've been answering for our *E Source Efficiency & Demand-Response Programs Service* members:

- Which vendors provide DSM program management systems, and what features do they provide?
- What mechanisms do residential behavior-change programs use to create energy savings?

- Are any utilities offering incentives for light-emitting diodes in outdoor lighting applications?
- Which community programs provide financing for energy-efficiency and renewable energy projects?
- What market penetration ranges can I expect from a residential load control program?

ACCESS OUR EXCLUSIVE DSM PROGRAMS DATABASE

DSMdat is our all-inclusive database that contains information on more than 2,100 DSM programs in the U.S. and Canada. It provides the most user-friendly and comprehensive reporting available today on energy-efficiency, load management, demand-response, and customer-sited renewable generation offerings from electric and gas utilities, government agencies, and nonprofit organizations. We update the database monthly, so you'll always have the most current information. Members save time and gain efficiencies by using DSMdat to:

- Learn what programs other utilities in your state or province—or in the entire U.S. or Canada—are running
- Do an internal comparison of your portfolio of programs versus other similar utilities
- Find out how much of an incentive other program administrators offer
- Learn what measures other programs include

IMPROVE PROGRAM DESIGN AND EXECUTION

With the latest independent, unbiased, and well-documented research, you'll be able to stay current on what's happening with DSM programs across North America. We deliver actionable profiles of innovative and experimental programs and keep you up-to-date on the issues driving today's DSM market. Recent reports include:

- Utility DSM Budget and Goals
- Counting on Custom Programs for Savings
- U.S. Electric DSM Spending
- Energy Star Launches Comprehensive Commercial Building Pilot Program
- Attribution Issues: The Net Versus Gross Savings Debate
- Lessons Learned from Comprehensive C&I Programs
- Partnering with Cities

JOIN INTERACTIVE DISCUSSIONS WITH YOUR PEERS AND INDUSTRY EXPERTS

Our web conferences provide opportunities to learn what others are doing and to ask questions about hot topics. We also archive them, so if you miss one you can always watch and listen to it later. Recent web conferences include:

- Utility Relationships with Regulators and Governing Bodies
- The Impact of New Federal Equipment Efficiency Standards
- How to Manage a Contractor Network
- Small Biz Direct Install Programs—A Panel Discussion
- Effective Program Design for Appliance Recycling Programs

INDUSTRY EXPERTISE

Members of the *E Source Efficiency & Demand Response-Programs Service* now have access to DSM expert Tim Stout. Tim has more than 25 years of energy-related experience in planning, implementing, and evaluating energy-efficiency and demand-response programs as well as in managing regulatory relationships and filings. Before joining E Source, he was vice president of Energy Efficiency: Customer & Markets at National Grid, responsible for overseeing all electric and gas efficiency programs delivered by National Grid in New England and New York. Tim serves on the board of directors of the American Council for an Energy-Efficiency Economy (ACEEE) and has served on the board of the Northeast Energy-Efficiency Partnerships (NEEP) and the Consortium for Energy Efficiency (CEE). Members can contact Tim Stout directly whenever they need advice or input on utility programs.