



# *D&M Tracking System Showdown*



# Our contestants:



Tim Maslak,  
VisionDSM



S. 'Bala' Balakrishnan,  
ANB Systems eTrack



Mark Shaw,  
Dynamic DSM



Udi Merhav,  
energyOrbit



Damion Walkup,  
ESG



Dan Merchant,  
Aiqueous PowerPath

# E Source demand-side management (DSM) tracking systems research

## How to Succeed with Selection, Implementation, and Management:

- ID functional specifications and system integrations early
- Secure organizational buy-in from key decision makers
- Engage with IT staff early and often
- Set clear data management expectations with program implementers

# The Showdown

Each contestant gets five minutes and three slides for:

## Round 1: The pitch

- Who?
- What?
- Why?

## Round 2: Apples to apples

- Integration
- Configuration
- Reporting

## Round 3: Q&A

- No slides
- Audience participation
- 30 minutes
- Exhibitors!