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Comments from AGGIOS, Inc.

Additional submitted attachment is included below.

AGGIOS is a 10 people startup from Irvine, CA. We have developed a new software-defined power management technology that reduces energy consumption of electronic plug load devices, like TVs, set top boxes or computers. For details why plug load device energy matters please see:

<http://www.latimes.com/nation/la-na-power-hog-20140617-story.html>

In 2013 the research activities at UC Irvine's CalPlug Institute founded by the Commission gave us the business idea. Same year we have received Commission's EISG grant (in 2nd attempt) to demonstrate energy savings potential in set top boxes. In 2014 the SoCal EvoNexus incubator provided us with the business guidance, and the Irvine Company offered the working environment at their The Vine facility. Finally, in 2015 the California Energy Commission saw a fit with state's energy efficiency research program and awarded us (again, in 2nd attempt) with a two-year EPIC grant for the project "Mobile efficiency for plug load devices". Obviously, what looked initially like luck to us, is a well-aligned relationship between various institutions and companies to foster innovation in Southern California. AGGIOS is now deploying its technology in first devices and is spearheading a new IEEE standard to make it easier for the electronics industry to develop energy efficient plug load devices.

Our experience is a proof that the innovation support system established by the Commission works well, but yes, it can be improved further. Thank you for the opportunity to participate in the panel discussion and provide our comments below.

1. What are some concerns and challenges facing the private sector, including small businesses and entrepreneurs, when considering applying for grant funding opportunities?

It is hard for startups to compete with established research organizations if only the project writing skills and the basic research idea, without the path to widespread market adoption are evaluated. We recommend forming separate research solicitations for research institutions and small businesses.

2. How can the California Energy Commission better increase awareness of the research programs to California private sector companies?

Publish the success (and also failure) stories, engage with companies early using minigrants, like the EISG. The Commission should make sure that the amount of EPIC funds spent on the investment logistics (going to intermediary funds, clusters, incubators, advisors) is kept at reasonable levels. The large majority of funds should always reach the researchers and innovators who are expected to make the real difference.

3. What are some ideas to encourage private sector companies to apply for research funding?

The Commission should actively help with the regular communication between the fund recipients and the industry to enable further research, investments or exits for the businesses after the EPIC grant period ends.

4. Besides grant funding, what else can the Energy Commission do to help California private sector companies to be successful?

Promote achievements and motivate communication with the investment community. The Commission is certainly aware that once the EPIC program was put in place, the California IOUs cancelled their own energy innovation investment programs, so unfortunately no opportunity for follow up investments by IOUs after an EPIC project is finished.