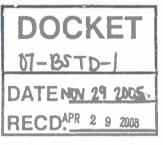




How is System Integration Achieved?

Erich Gunther EnerNex Corporation November 29, 2005



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Analogy – Building a House

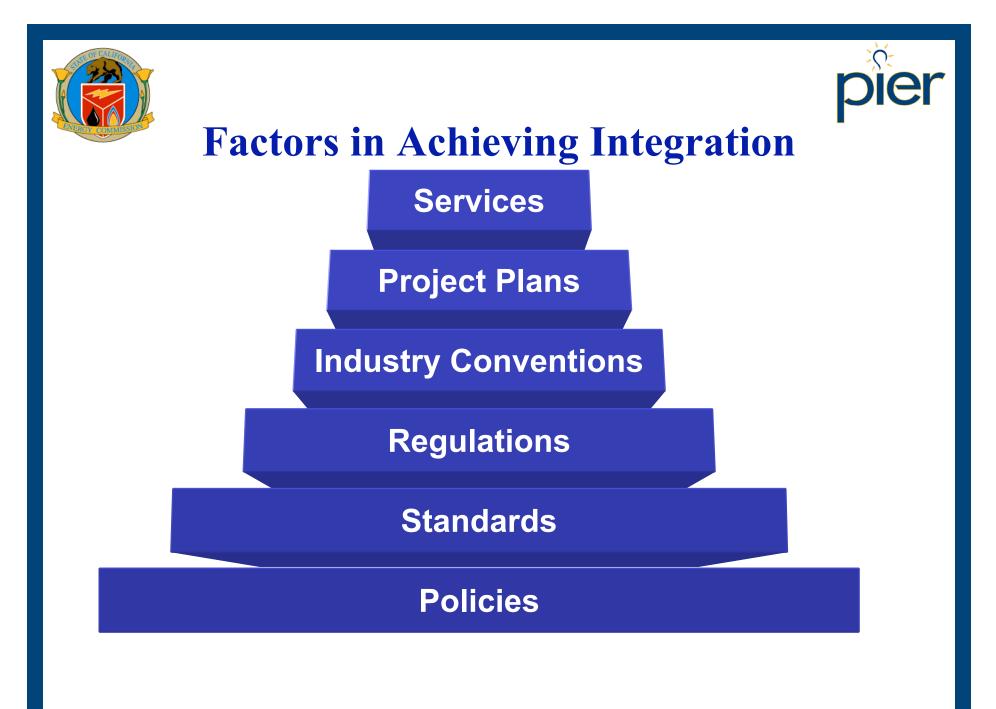
- * A house is an extremely complex, *integrated system*!
- Many people are involved in its creation

Town, developer, contractors, owner...

- * Many strict requirements to be met Safety, security, insurance, contractual...
- * Many interconnecting systems Structure, electrical, plumbing, telecom...
- Many different organizations involved
- Many different processes underway

Why does it work so well?





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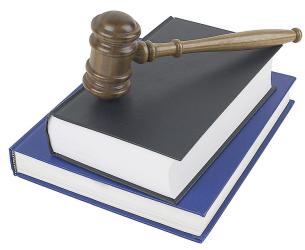


Laws passed to ensure

- Accountability
- Responsibility

* When building a house, e.g.:

- Insurance is required before sale
- All homes must be inspected to be insured
- Inspection must comply with building code
- * When deploying load control, e.g.:
 - All homes must contain a PCT
 - PCTs must comply with regulations
 - Utilities must provide infrastructure



Set general principles of deployment



Standards

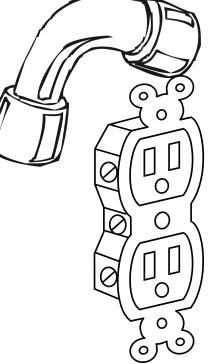
Define particular interconnections

* When building a house, e.g.

- Wire gauges
- Pipe diameters and threads
- Standard lumber sizes
- Tests for smoke detectors

* When deploying load control, e.g.

- Universal Serial Bus
- Ethernet
- Public Emergency System
- Terminal strips
- Information models



Previously agreed by industry – must be selected for use





- * Set minimums required for *safety*, *security*, *expansion*
- ***** When building a house, e.g. building code says:
 - Minimum 16" centers on 2x4 studs
 - Must use fireproof materials
 - Minimum wire gauges, wiring boxes
 - Maximum load on a circuit
 - Drain pipes must be bigger than supplies
 - Number of smoke detectors
- * When deploying load control,e.g. Title 24 says
 - Minimum Number and type of ports
 - Must be secure
 - Must connect to HVAC and WAN
 - Minimum information to display



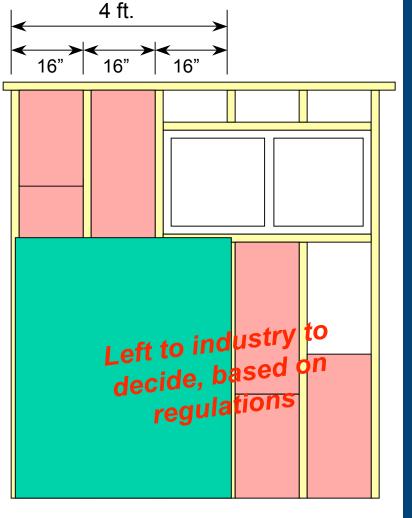
Which standards to apply, and where?





Industry Conventions & Products

- * Compatibilities that "suddenly appear" due to regulations
- When building a house, e.g.
 - 4x8 drywall fits on 16" centers
 - Insulation bats fit into 16" centers
 - Electrical boxes have $\frac{1}{2}$ " lip for drywall
 - Locks and hinges fit common door sizes
 - Electrical panel has expansion slots for circuits up to max service size
- * When deploying load control, e.g.
 - Compatibility with AMI
 - Compatibility with T&D control systems



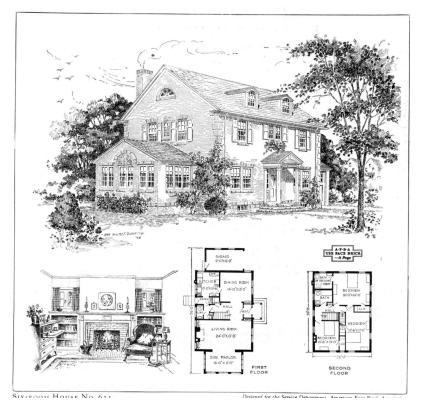




Project Plans

- ***** Requirements for a specific installation
- Choices from options provided by regulations
- * When building a house, e.g.
 - Street layouts
 - Architect's drawings
 - Architectural constraints
 - From *developer/owner*
- * When deploying load control, e.g.
 - Functional specifications
 - Project schedules
 - Vendor contracts
 - From *utility/project manager*

Set the utility's goals for integration



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Services

- New processes and infrastructure
- Business opportunities due to regulation
- * When building a house, e.g.
 - Building inspector, lawyer, real estate agent, insurance agent
- * When deploying load control, e.g.
 - Test facilities
 - Contracted operators
 - Consultants
 - Installers
 - Maintenance companies



Integration through people's effort



Summary so far....

* Establish system integration through:

- Policies to set general principles
- Standards to ensure compatibility
- Regulations to select applicable standards
- Industry conventions to ensure usability
- Project plans to meet utility goals
- Service organizations to apply human labor





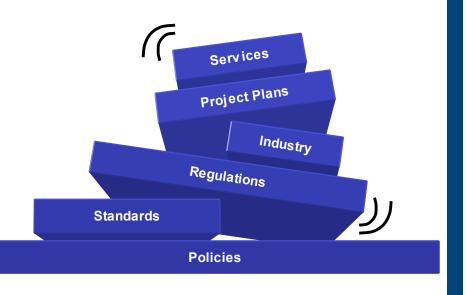


But There's a Problem...

- No analogy is perfect
- Housing is a very mature industry

Load control is just starting out

- Some of the necessary standards *don't exist*
- Industry consensus on best practices is *still building*
- Regulating in too much detail now could *stifle innovation*
- Higher costs, incompatibility...

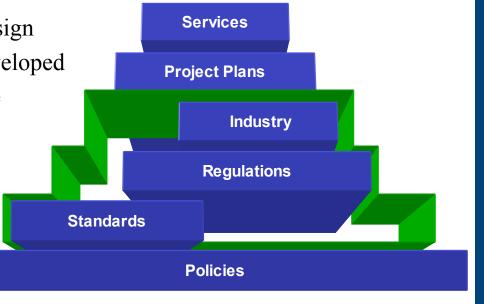






We Need Something New!

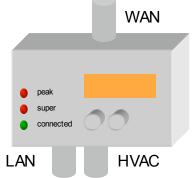
- * A *framework* for change
- * An agreement between industry and regulators
- * A general outline for a category of products
 - Not too specific
 - Describes *requirements*, not design
 - Permits new standards to be developed
 - Encourages industry to innovate
 - **BUT** ensures compatibility!





How Would It Work?

- Convene an industry group
- ***** Define the framework in general
- Don't specify particular standards at first
- * Define the *functions* of the device
- Get agreement on an approach
- Regulate more specifically later









Goals for the "Framework"

Define requirements for an entirely new *type* of product that:

- * Is Commercially feasible
- Fits a regulated environment
- Has a most basic version that is low cost
- * Does no harm!

