

Session 7	Session 7A: Supplier Perspectives (Panel)	7B: Strategic Partnership Session Integrated Demand-Side Management - The Next Frontier	Session 7G: Live! InFocus
9:15 AM – 10:15 AM	<p>Moderator: Steve Baab, DNV GL</p> <p>Panelists: Mark Sebree, Franklin Energy; Bobby Robertson, Client Confidant; Marvelene Jones, PECO; Karen Box, Southwest Minority Supplier Development Council (SMSDC); and Karin Cozzi, DTE</p> <p>Join this unique session which focuses on supplier diversity and includes a large electric utility, a significant prime contractor in the energy industry, a diverse small business in energy efficiency, and a certifying agency. Utilities will share what they REALLY want; learn how to partner with other companies to win contracts; and understand what it takes to become a certified supplier. You will engage with large suppliers looking for diverse companies, understand the unique nuances of utility proposals and how to respond; and gain clarity on how to navigate through the maze of certifying your company. You are encouraged to ask questions and get inside tips on how to succeed in this industry.</p>	<p>Moderator: Dave Hyland, Zen Ecosystems</p> <p>Speakers: Griffin Reilly, Con Edison and Greg Wikler, Navigant</p> <p>In response to rapid changes to grid conditions and policy mandates, utilities and implementers are beginning to embrace far broader applications of energy efficiency and demand response programs. This embrace is necessitating taking a more integrated approach to how these programs are being designed and delivered. According to the Lawrence Berkeley National Lab, Integrated Demand-side Management (IDSM) is a strategic approach that helps in designing and delivering a portfolio of demand side management (DSM) programs to customers. While DSM programs have been in place for many years, the IDSM concept is only now beginning to pick up steam and is receiving a significant amount of attention. AESP and PLMA have collaborated to begin exploring what IDSM is and how best to implement many of the IDSM concepts. Explore several IDSM issues with experts in the field with an aim toward helping the industry gain a better understanding of IDSM.</p>	<p>Want to know more about the varied products and services available to you and your company? Stop in to this unique LIVE! InFocus session that will feature up to 16 vendors sharing their solutions, ideas, tips and techniques. Positioned as a ‘speed dating’ session you will have a rare opportunity to gather the latest information and insights on innovative companies delivering the solutions you need now. In 10-minute increments, you can listen to fast paced presentations from the companies that interest you most. So, make it a point to attend this session, hear what industry and consultants are doing, about the markets they serve and the successes they will share.</p>
10:15 – 10:45 AM	Networking Refreshment Break		

Session 8	Session 8A: Supplier Diversity - Expand Your Network	Session 8B: Non-Wire DER Grid Source	Session 8G: Low Income
10:45 AM - Noon	<p>Networking with a twist</p> <p>Here is where you will have the unique opportunity to meet with the stakeholders in Supplier Diversity. You will learn about the breadth and depth of knowledge that small suppliers bring to our industry. You will also network with senior level staff from utilities, large and small implementers and certification bodies. Go home armed with new knowledge and business cards to develop future relationships and partnerships.</p>	<p>Moderator: Justin Chamberlain, CPS Energy</p> <p><i>Ten Non-Wires Alternatives Projects Worth Watching</i></p> <p>Speaker: Tiger Adolf, PLMA</p> <p>Discover key considerations from 10 leading non-wires-alternatives (NWA) projects that are deferring the need for traditional electric grid infrastructure upgrades. The 10 projects include a cross-representation by size, geography, and primary drivers as well as varying technology approaches (e.g., renewable and other distributed generation, demand response, and energy efficiency). In this panel, the SEPA-PLMA project team and select NWA project representatives will share the latest insights from this joint research effort and delve into key NWA efforts taking place across the country.</p> <p><i>Are Time-of-Use Rates the Perfect Match for Behind-the-Meter Energy Storage?</i></p> <p>Speaker: Pragatheeswaran Meyyappan, ERS</p> <p>There is a growing focus on battery energy storage systems as a distributed energy resource (DER) that can directly reduce customer energy costs while also being leveraged by grid operators to relieve congestion and defer transmission upgrades. The speaker will examine how a battery</p>	<p><i>Funny, impactful, or educational: What works in reaching out to hard to reach customers?</i></p> <p>Speakers: Ann Fracas, Apogee; Sarah Colvin, ecobee; Kristol Simms, Ameren Illinois; Brittney Pietro, National Grid; Sarah Schaffer, CenterPoint Energy; and Kent Tomlinson, SWEPCO</p> <p>Share your stories and help your peers better serve hard to reach low income customers. Find out what is working for others in the industry. This lively round robin session will give you an opportunity to work on three different topics as you travel from one table to the next. The guest panelists will share their experience then judge the most compelling stories and prizes will be awarded! We are sure to hear some great stories and walk away with new approaches to reaching those challenging markets.</p>