

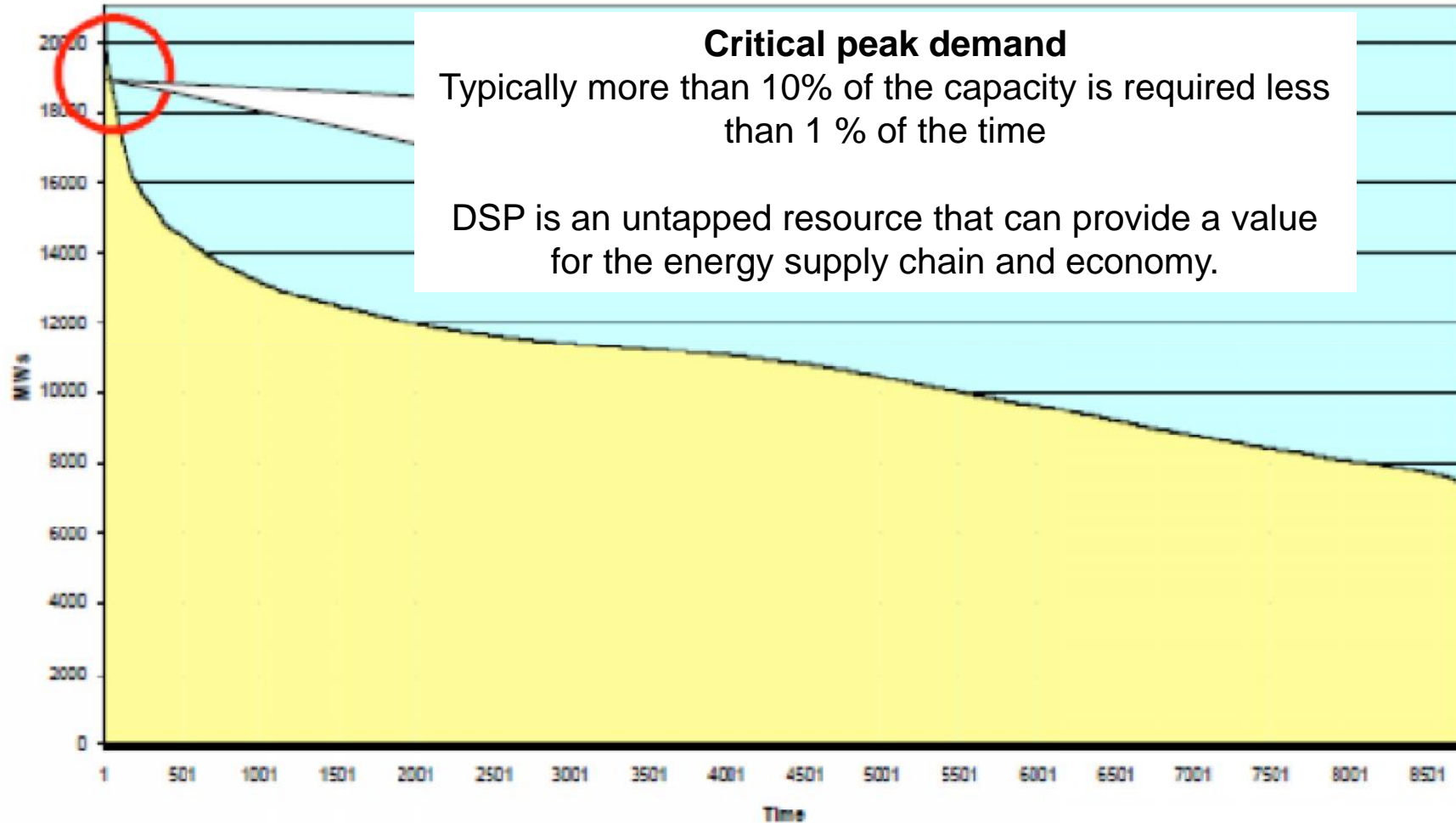


Demand side participation “an untapped resource”

19 April 2012

Honeywell

Grid wide benefits



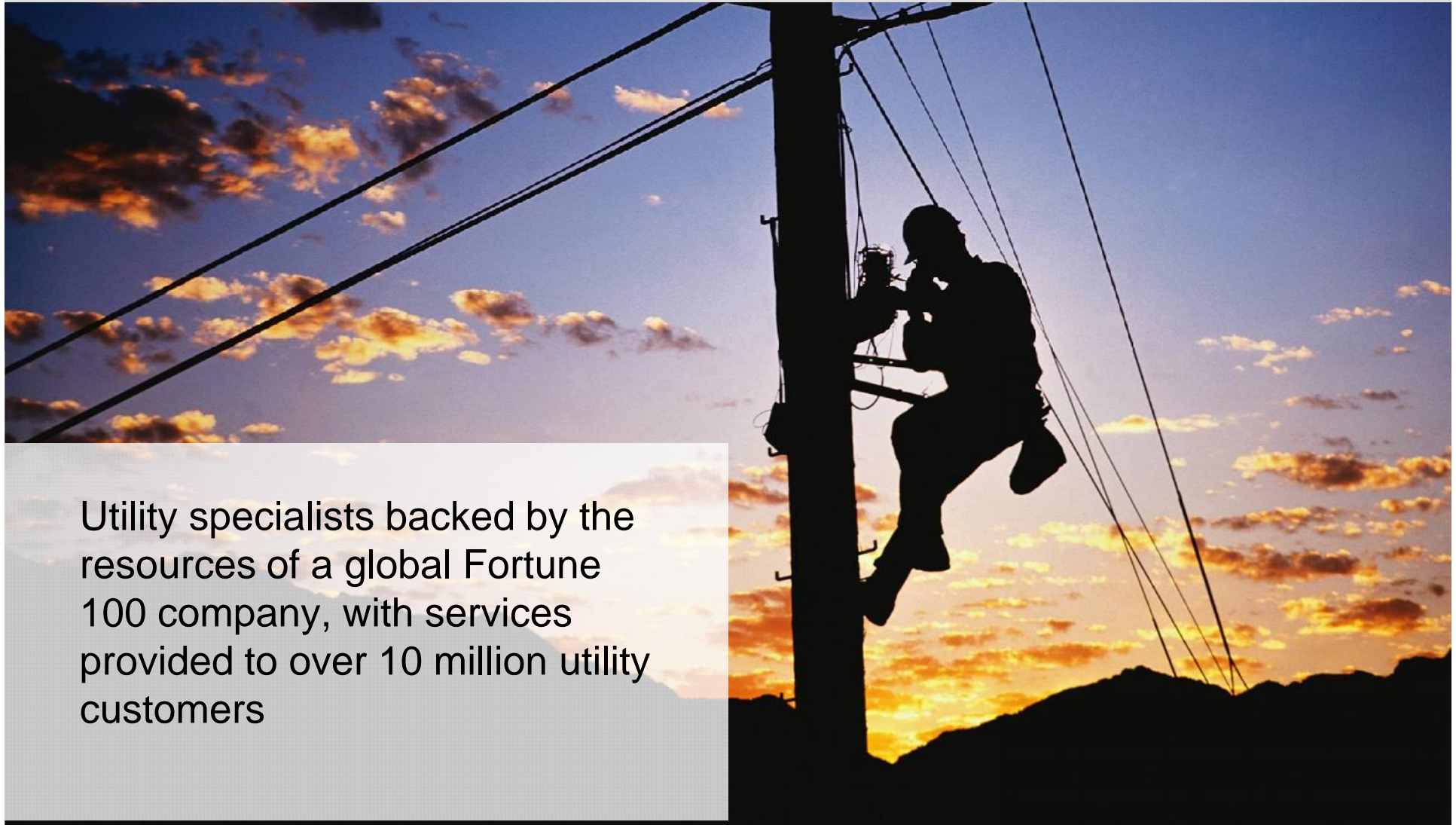
Factors to enable supply chain interaction

- Awareness and education
- Standards
- Reliability tests
- Enabling technology
- National co-ordinated planning
- Regulatory support to foster a competitive market
- Discuss the role of regulated and non-regulated markets to invest in demand management infrastructure

Point of view

- A competitive market will enable existing and new entrants to provide choice and new services
- Success:
 - DSP offered as “first response” strategy with significant benefits to the economy.
 - Customers have access to multiple markets
 - Co-ordination with other schemes to reward participants who reduce demand (eg NABERS, DM incentive schemes etc)
 - New entrants offering services to overcome skill, knowledge and technology barriers.

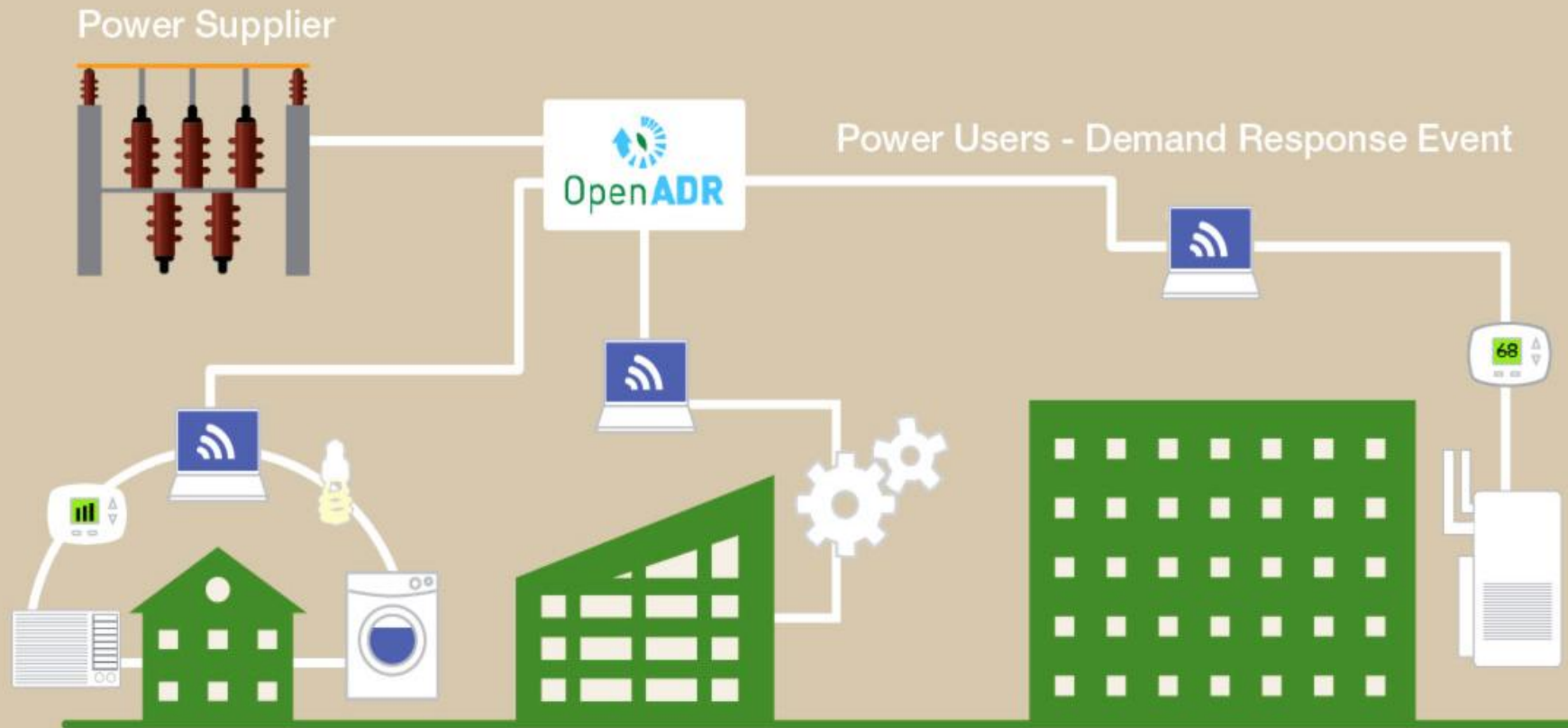
Honeywell Utility Solutions



Utility specialists backed by the resources of a global Fortune 100 company, with services provided to over 10 million utility customers

Auto DR Programs

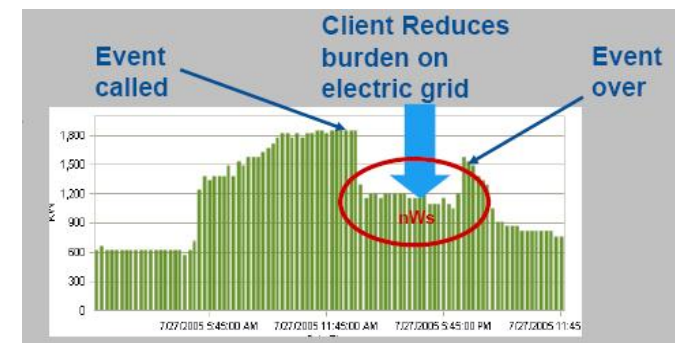
Today's Untapped Potential



Automatic Response to Peak Demand Events Delivers Optimum Peak Reduction

Customers are an untapped resource

- Energy management strategies are becoming more sophisticated and dynamic.
- Customers understand that there are times when the cost to supply is far greater than the cost to curtail.
- Customers “will change their behaviour when they are given a predictable and reliable signal”
- For Auto DR
 - Customers want to remain in control.
 - Automation is essential to avoid fatigue.
 - Customers want access to many markets.



Achieving Shed Goals One Building at a time

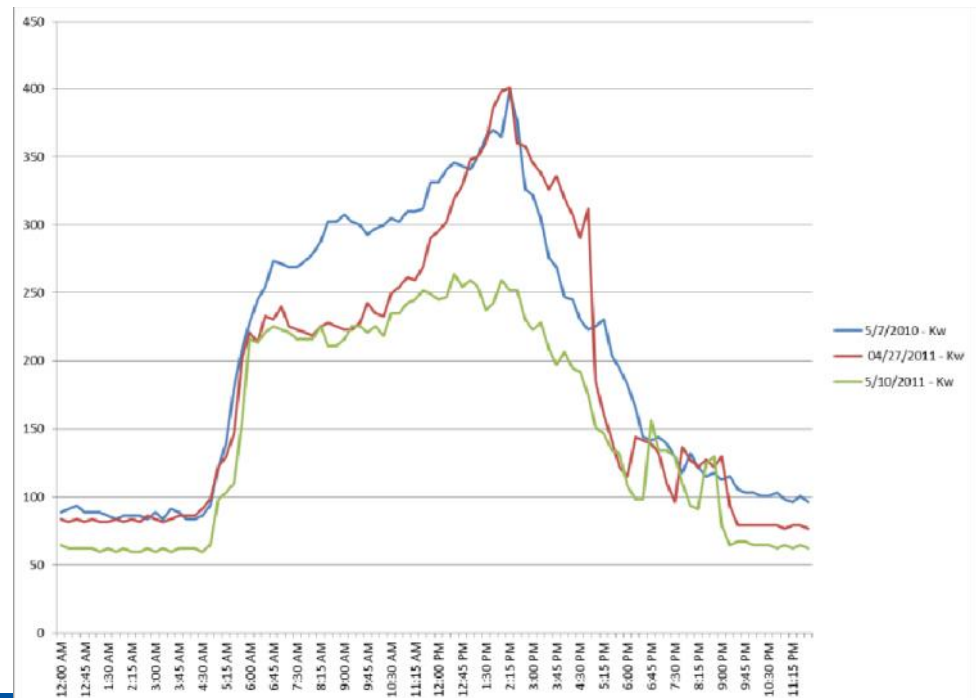
SMEs Shed Schemas

- Raise global temperature during Critical Peak event (32 kW)
- Forklift battery charging of forklifts to off-hours during SCE Critical Peak Pricing events (38 kW)
- Control lighting in production areas during non-production hours (48 kW)
- Shut off exhaust fans in production areas during non-production hours (6 kW)

Expected shed 96 kW

Actual shed was 146 kW

First Event of 2011: > 200Kw
(June 21, 2011)



What we would like to see?

- A market for all participants to innovate
- Discuss the role of regulated and non-regulated markets to invest in infrastructure
- Review of the timeline challenges
- National plan to address the rise in peak demand
- National guidelines for all forms of demand side participation
- Recognition of peak demand reduction in NABERS

Questions / Comments?

