

BUILDING CAPACITY IN EMERGING TECHNOLOGIES: A PROGRESS REPORT

**A presentation to the California Public
Utilities Commission at En Banc**

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AGENDA

The Tier III Initiative in California

- Goals and Objectives
- Our Logic Model

Program Update

- Module I
- Module II
- Results to date

Next Steps



ATMI MODULE I


MODULE I (UCLA)	Thursday, June 7	Friday, June 8 (Anderson)	Saturday, June 9 (Engineering Dept)
7 to 8am		Breakfast	Breakfast
8 to 10am		Strategic Thinking Phillip Leslie (UCLA)	Emerging Technologies I (Energy Efficiency, Telecommunications & Networking) Rajesh Gupta (UCSD)
10:30am to 12pm		Value Chain Strategy Phillip Leslie (UCLA)	Emerging Technologies II (Smart Grid) Rajit Gadh (UCLA)
12 to 1pm		Lunch	Lunch Tour of Labs Rajit Gadh (UCLA)
1:30 to 3pm		Financial Statements as a Management Planning Tool Eric Sussman (UCLA)	ATIP Al Osborne, Kambiz Aghili & Phillip Leslie
3:30 to 5pm		Financial Management and Its Relation to Value Creation Eric Sussman (UCLA)	Company Presentations Al Osborne, Kambiz Aghili & Phillip Leslie
6 to 8pm		Dinner & Speaker Ed Leamer (UCLA)	Dinner & Speaker Tom Georgis & Stephen Mullenix (both are Senior Vice Presidents at SolarReserve)

ATMI MODULE II

MODULE II Lawrence Livermore National Labs	Thursday, September 13	Friday, September 14	Saturday, September 15
7 to 8am		Breakfast	Breakfast
8 to 10am		Technology Innovation & Strategy Phillip Leslie (UCLA)	Creative Pricing in Business-to-Business Transactions Terry Taylor (UC Berkeley)
10:30am to 12:30pm		Low Energy & Demand Response Technologies Mary Ann Piette (LBNL)	Innovative Product & Service Delivery Terry Taylor (UC Berkeley)
12:30 to 1:30pm		Lunch	Lunch
1:30 to 3:30pm		Commercializing Energy Efficiency: A Strategic Approach Ben Finkelor (Energy Efficiency Center, UC Davis)	Smart Grid Technology for the 21 st Century Electric Grid and the Commercialization of Public-Funded Research Merwin Brown (California Institute for Energy & the Environment, UC Berkeley)
4 to 6pm		Session with Utility Sponsors	Session with Utility Sponsors
6 to 8pm	Dinner & Speaker Patricia Watts (President & CEO of FCI Management)	Dinner & Speaker Jonathan Goldman (Level Up Analytics)	

RESULTS TO DATE

Excellent Cooperation from Partners

- University of California Faculty
 - The National Laboratories
 - Utilities (PG&E, SCE, Sempra, Verizon)
 - Participation by DBEs
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NEXT STEPS

Robust Discussion with Utilities

- Involve Prime Contractors
- Key Emerging Technologies

Module III schedule for January 2013

Begin Year 2 Selection Protocols

- Activate Advisory Committee

Concluding Comments

