



ICT Innovators Forum

Engaging Solution Providers to Accelerate the Commercialization of R&D for the Benefit of Society

Matt Wakefield, Director

Walt Johnson, Technical Executive

Innovator Challenges and Opportunities

Clarifying Utility R&D Desires

- Clearer understanding of Utility “Needs” and “Wants”
- More Utility engagement in strategic R&D planning
- A joint forum for discussing R&D strategies

Facilitating Marketing Opportunities

- Increased awareness of the innovative characteristics of available products and services (“capabilities”)
- Unbiased assistance for non-traditional ICT Solution Providers entering the utility market

Focused EPRI Program

- Value proposition directed toward solution providers unclear
- Focused participation within existing EPRI structures
- Coordinated with existing EPRI research to align with EPRI goals

Trusted and Unbiased Expertise

- Identification of industry trends affecting product and service roadmaps (“gaps” and disruptions)
- Application of new technologies in EPRI lab and utility field tests for unbiased evaluations

Motivation: Seeking a Win/Win/Win Situation

Solution Providers

- Clearer view of Utility needs and activities
- Consensus view of long-term Utility wants
- Facilitated interactions with Utilities and EPRI

+

Utilities

- Up-to-date information about Solution Provider capabilities
- Focus on interoperable vendor products
- Improved alignment between Utility long-term plans and Solution Provider roadmaps

+

EPRI

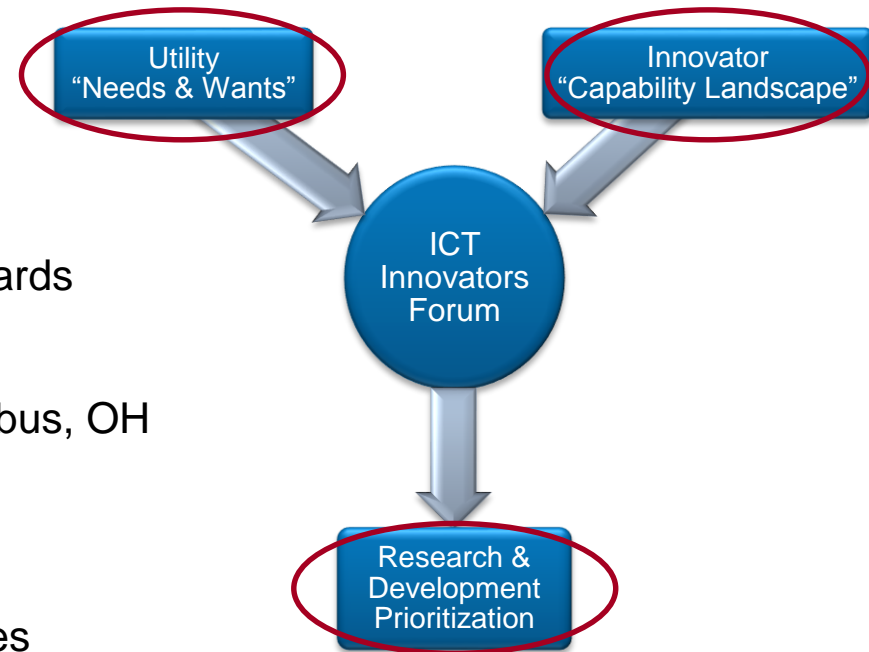
- Identification of gaps between Utility needs and Solution Provider capabilities
- Guidance for research plans and projects
- Accelerated commercialization of EPRI R&D

EPRI ICT Innovators Forum

The EPRI ICT Innovators Forum: Advancing Strategic R&D for the Grid

Approach – *New Program Coordinated w/ICT:*

- Annual utility “Needs and Wants” survey
- Annual “Capability Landscape” survey
- R&D Prioritization from Gap Analysis
 - Emphasis on open technologies and standards
- Annual Meeting at the EPRI PQ Meeting
 - 2015: June 22-24 hosted by AEP in Columbus, OH
 - Optional: Discounted Exhibitor Space
- Periodic Webcasts
- Identification of Collaborative R&D Opportunities



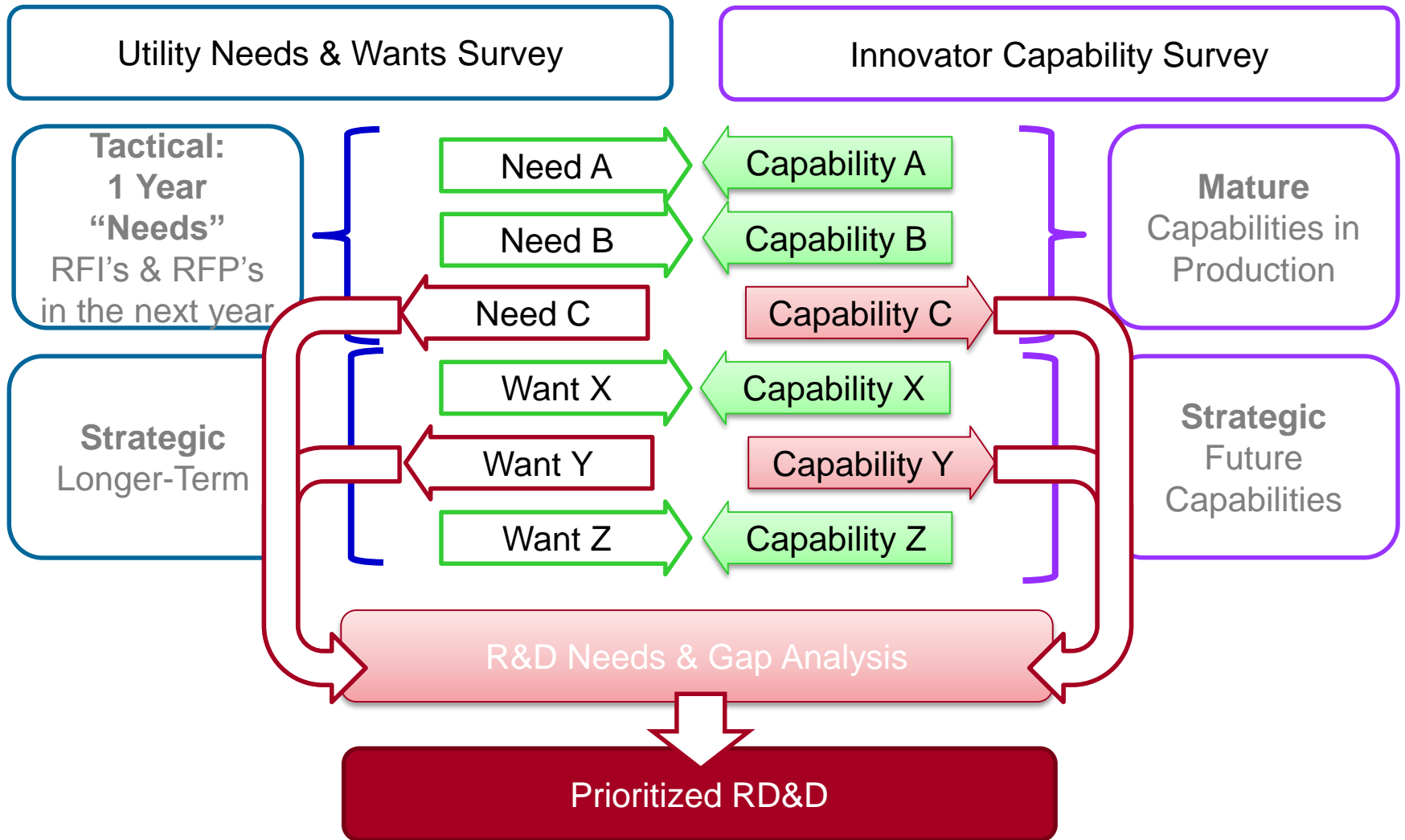
Result –

Accelerated Commercialization of ICT-related Research for the Electric Industry!

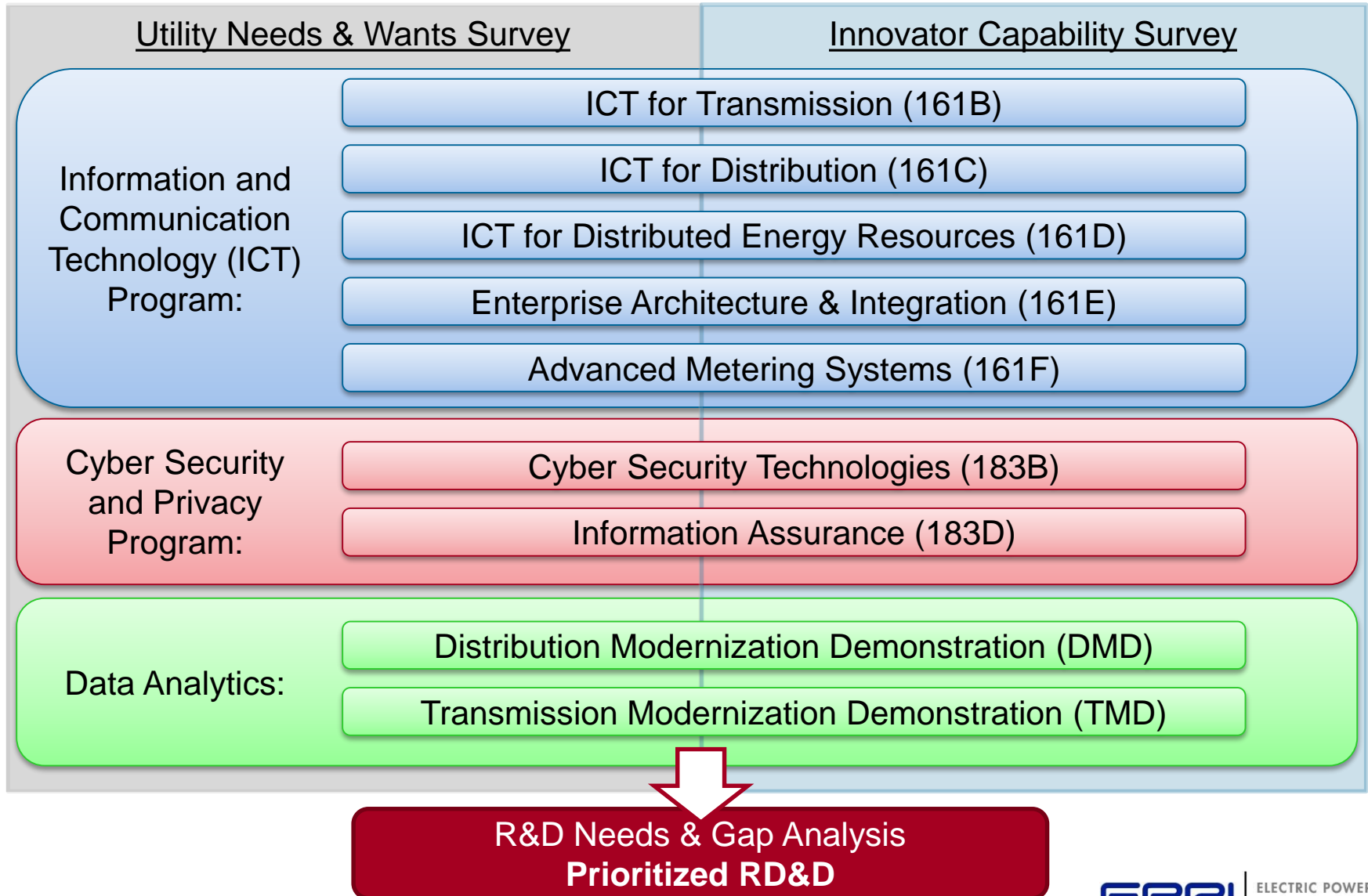
Key Success Criteria:

- ***Solution Providers' Products Meet Utility Needs***
- ***Utilities Deploy Products Commercialized from EPRI R&D***

Primary Activity – Strategic R&D Survey to Prioritize EPRI R&D (Aligned w/ICT & Cyber Programs)



Surveys Align with ICT, Cyber Security Programs and Data Analytics Demonstrations



Utility “Needs and Wants” Survey

- What it is:
 - A survey of utility decision makers regarding technical aspects of their immediate and future solution plans
 - Could include both functional and nonfunctional characteristics of solutions
 - Would cover subject areas of interest to Forum members
 - Could also include subject areas of interest to EPRI programs
 - Administered to ICT program utility members
 - Technologies and capabilities included would be aligned with “Capability Landscape” survey questions
- How it will benefit the EPRI programs and utility advisors:
 - Provides a consensus overview of the immediate plans and future technology directions other utilities expect to pursue
 - Useful for validating current intentions and/or suggesting new possibilities

What We Leverage from Other EPRI Programs

- Survey development assistance from ICT, Cyber Security, and DMD/TMD advisors to guide question content:
 - Ranking Questions (0 = no interest; 5 = essential)
 - “Rank your {current need | future desire} for the following technologies on a scale of 0 to 5:...”
 - “Rank your {current need | future desire} for the following {functional | nonfunctional} characteristics on a scale of 0 to 5: ...”
 - Engagement Questions (0 = none; 5 = full deployment)
 - “What is your organization’s current level of engagement with the following technologies: ...”

Supplier “Capability Landscape” Survey

- The “Capability Landscape” Survey will be developed from the User Needs and Wants Survey and probe the supplier’s capabilities and intentions
 - Sample Supplier Question (0 = not available; 3 = offers additional capabilities [explain...])
 - “Does your {current | planned} product or service provide the following capabilities:... (matched to Wants & Needs questions)”
- How it will benefit the EPRI programs and Utility Advisors:
 - Provides a general overview of the current and future capabilities of products and services
 - Useful for validating or adjusting future plans and research priorities and/or suggesting possible new research interests

Gap Analysis

- We will match the responses regarding needs/wants with current/planned solution offerings and look for gaps in capabilities or timing.
 - Asking similar questions to both utilities and vendors is very important so we can do the gap analysis
- How it will benefit the EPRI programs and Utility Advisors:
 - Gap analysis can reveal misalignment between supplier offerings and utilities' current and future plans
 - Reviewing the gap analysis with respect to EPRI (and vendor) research plans can help focus or prioritize efforts to accelerate commercialization of our R&D

Annual Program Outline

Note: The Final Annual Plan to be Vetted by Participants

Q1

Introductory
Webcast & Goals
for 2015

Develop Survey
Designs

Selection of Chair
& Vice Chair

EPRI R&D
Roadmap Review

Q2

Q2 Webcast

Finalize and
Administer
Surveys

Annual Meeting

- June 22-24, 2015
- Columbus, OH
- EPRI Power Quality / Smart Distribution Conf. June 24, 2015

Q3

Q3 Webcast

Compile Survey
Results

- Utility Needs & Wants
- Solution Provider Capabilities
- Gap Analysis

EPRI R&D
Roadmap Input

Q4

Q4 Webcast

Publish Survey
Results

(if not published already)

Input into 2016
Plans & Priorities

2015

Together...Shaping the Future of Electricity

Walt Johnson (Technical Information)

- hwjohnson@epri.com, (650) 855-2013

Scott Sternfeld (To Join the Project)

- ssternfeld@epri.com. (843) 619-0050