

From: [Redacted]
Sent: 10/5/2010 1:03:24 PM
To: 'Haramati, Mikhail' (mikhail.haramati@cpuc.ca.gov)
Cc: Ramaiya, Shilpa R (/o=PG&E/ou=Corporate/cn=Recipients/cn=SRRd);
ljmanning@semprautilities.com (ljmanning@semprautilities.com);
Vireak.Ly@sce.com (Vireak.Ly@sce.com); 'Richard.Genece@sce.com'
(Richard.Genece@sce.com); [Redacted]
[Redacted]
Bcc:
Subject: Re: LMT Meeting request -- RESPONSE REQUIRED by COB tomorrow 10/6

Mikhail,

I'm not sure if these meetings are going to be very productive at this point, as we are not at a point in the process where developing product roadmaps/pipeline templates and choosing technologies makes sense. I understand there may be some lack of clarity as to what product roadmaps/pipelines look like since it is a new concept in the energy efficiency world, but this is a standard exercise for most tech companies and one that I am familiar with. Before we get there, however, we must first conduct a market analysis to see how different products interact and assess a realistic timeframe for a technology / product.

I would be happy to go over the analysis we have done to date, the steps we are taking to meet our goals and the timeline for all our activities. However, I would strongly encourage rescheduling the meetings proposed below so we make the most effective use of everyone's time.

Thank you for your level of engagement and I look forward to sitting down with you at some point to go over our vision for this program.

Best regards,

[Redacted]

From: Haramati, Mikhail [mailto:mikhail.haramati@cpuc.ca.gov]
Sent: Tuesday, October 05, 2010 11:53 AM
To: DLdavis@energy.state.ca.us; tclark@finelite.com; mneils@mneilsengineering.com;
Gregg.Ander@sce.com; jahmed@semprautilities.com; Cscruton@energy.state.ca.us;
csamla@smud.org; jparks@smud.org; Vireak.Ly@sce.com; [Redacted]
Cc: Canseco, Jennifer; Karl Johnson; Michael Siminovitch
Subject: LMT Meeting request -- RESPONSE REQUIRED by COB tomorrow 10/6

Dear colleagues,

The CPUC is taking the lead in arranging two meetings and one conference call within the next two months to focus on the plans and technology list requested of the investor-owned utilities' (IOU) 2010-2012 Lighting Market Transformation (LMT) Program. The purpose of this email is to provide context for

these meetings/call and request your feedback on your availability to participate in these two meetings on the dates specified below.

Context: The overarching purpose of these meetings and conference call is to continue the collaborative process of helping the IOUs achieve their LMT Program goals within the context of the Strategic Plan's new Lighting Chapter. The CPUC will be developing draft templates/guidelines for the Pilot Project Plans and LMT Pipeline Plans that the IOUs are required to develop per the Commission Decision Approving 2010-12 Programs (see attached excerpt).

The first meeting is focused on the project plan and pipeline plan templates called for in the decision. While this is an IOU responsibility, the CPUC is setting up this meeting to help ensure the development and finalization of these templates so other aspects of the program can move forward. The second meeting is an opportunity to vet these plans and technology list with a wider group of stakeholders per the decision direction.

The goal is that between the two meetings, the IOUs will be able to populate and finalize these templates to the best of their ability at this point in time.

The CPUC will also convene a conference call after the first meeting to discuss and resolve any issues encountered by the IOUs as they begin to develop their draft Plans. Please note that while the IOUs may not be able to fully populate the Plan templates at this time, these meetings provide opportunities to establish a process for developing these Plans, share feedback regarding the draft Plans, and continue ongoing dialogue regarding the LMT Program.

Please respond by COB on 10/6 to let me know your availability for the two meetings and conference call on the dates described below.

1. Strategy Meeting

Purpose:

- Obtain feedback on draft templates/guidelines for Pilot Project Plans and LMT Pipeline Plans
- Obtain agreement regarding the order in which LMT Pipeline Plans will be developed for the technologies/applications identified in the LMT Program Implementation Plan (PIP; see attached)
- Obtain agreement on the number of draft Pilot Project Plans and LMT Pipeline Plans to be presented by the IOUs during the Collaborative Workshop

Proposed Dates: Oct 21 (preferred) or Oct 26

Location: CLTC (Davis, CA)

2. Check-in Phone Call

Purpose:

- Discuss IOU progress on generating draft Pilot Project Plans and draft LMT Pipeline Plans
- Resolve any outstanding issues in preparation for Collaborative Workshop

Proposed Dates: Nov 2 (preferred) or Nov 11

Location: Conference line information will be distributed in advance of the call

3. Collaborative Workshop

Purpose:

- IOUs to present and obtain feedback on draft Pilot Project Plans and LMT Pipeline Plans
- IOUs to present and obtain feedback on 2010-2012 LMT Program activities; clarify planning activities versus implementation activities
- Determine best ways to work together on ongoing LMT Program efforts

Proposed Dates: Nov 18 (preferred) or Nov 23

Location: CPUC (San Francisco, CA)

Again, please respond by COB tomorrow to let me know your availability for the two meetings and conference call on the dates described above.

Regards,

Mikhail Haramati
Regulatory Analyst, Energy Efficiency
California Public Utilities Commission

And Consultants to the CPUC:
Jenna Canseco, KEMA Inc.
Karl Johnson, CIEE
Michael Siminovitch, CLTC

Mikhail Haramati
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