

Ecos Consulting: Covina, CA. | Durango, CO. | Portland, OR.

Joint Purchase of PV Equipment: Observations and Opportunities

June 14, 2004

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Agenda

- Introduction to Ecos Consulting
- Explore PV Joint-Purchase Opportunities

Introduction to Ecos

• Ecos Profile

- 50+ Employees with offices in CA, OR & CO
- Resource Acquisition coupled with Sustained Market-Based Approach
- Product and Policy Research
- Help establish markets for new products – 5-15 year cycle
- Seek to have some projects in each phase to keep market moving

Related Ecos activities

- large-scale multi-utility buy-down programs for lighting and windows
- long-term relationships with key market players
- Product research leading to standards: CEC, e.g.
- growing focus on renewables
- JPA renewables experience

Nearby Example

- Nevada program set to begin July 1
- 1000 total installations, 800 residential
- Total incentives \$17.5M, budget total \$21-22M
- Diminishing incentives over 3 years of program under market-based approach
- Ecos responsible for all marketing and residential fulfillment



Joint-Purchase Options

- SCPPA or NCPA
- CMUA
- A single utility
- A non-profit
- A “broker”

NCPA, SCPPA or a Utility

- RFP or RFQ for price points at various levels
- Utilities' use or also on behalf of customers
- Issue: neither covers the whole state or IOUs

- Similar approach, but with larger scale, likely to bring better prices
- Issue: not a traditional role for this group

A non-profit

- form to facilitate the purchase
- gain economies of scale by consolidating utilities purchases and establishing a potential end-use market
- Board would be made up of participants

“Broker”

- A Program Manager like Ecos could serve as an intermediary between manufacturers and utilities and their customers
- Model: upstream computer power-supply purchase runs on fixed fees to support start with variable fees based on activity

Examples

- Northwest Solar Center in Washington facilitates purchase of PV equipment by member utilities
- The Energy Trust of Oregon brings single program definition across state-wide territory

Implications for California

- scale and systematization
- Single point of contact facilitates tailored financing packages—two entities already in the market eager to finance contractors
- Applies to new-construction and retrofit

Next Steps

- Establish subcommittee to determine process, return to next meeting with proposal
- Begin outreach to manufacturers, installers and utility management
- Define and implement a pilot to test approaches