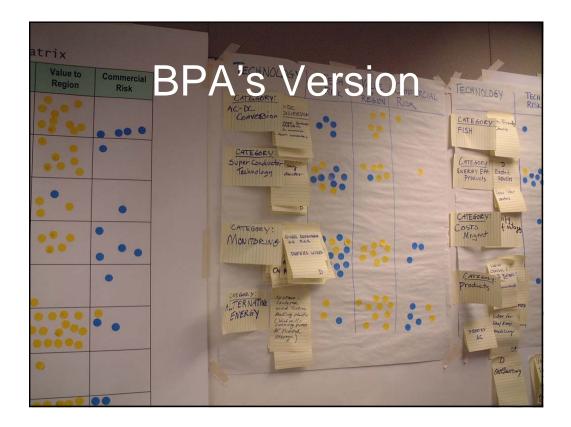
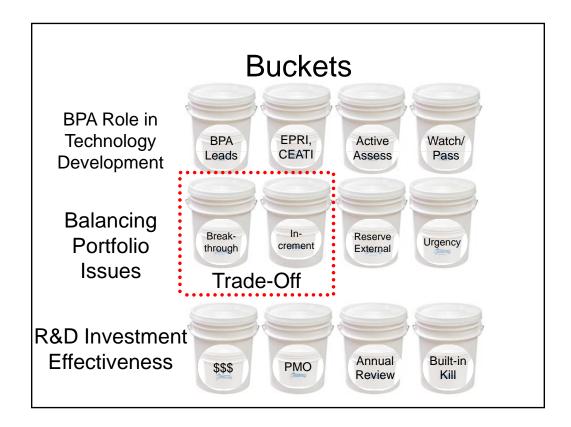


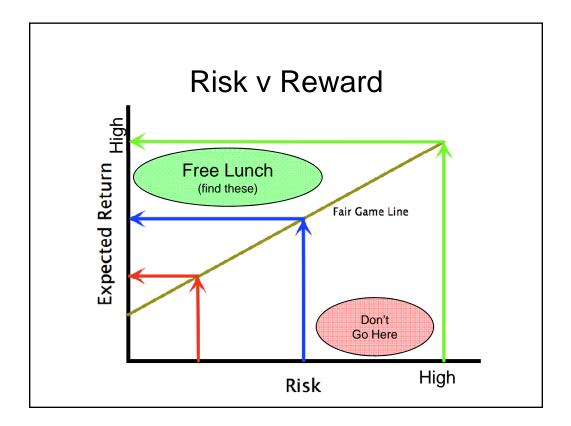
Doesn't the Utility Industry Have an R&D Org?

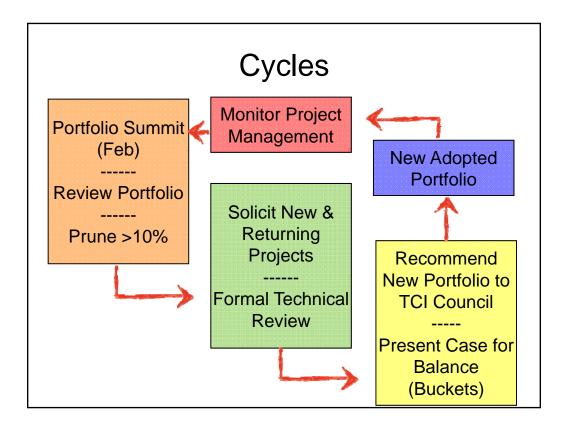
- Yep the Electric Power Research Institute (EPRI)
- Not yet as effective as it needs to be do they use good R&D practices?
 - Some they have a portfolio and public research agenda. But no effective project kill decisions, and only good (not excellent) project management practices.

Some Research isn't Collaborative

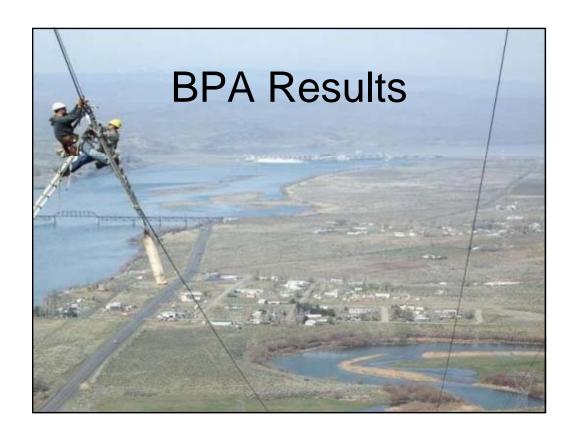












Ductless Heat Pumps

- Heat Pump technology assessment capability
- Installed more than 4,800 ductless heat pumps into homes in the Pacific Northwest
- Success resulted in expansion of program for small business applications
- Provides future savings to BPA

Value Delivered = \$Millions in Least Cost Energy

Seismic

- Reduce the seismic acceleration by: 50% for 500 kV equipment; 30% for 230 kV and 115 kV equipment &10% for 69 kV equipment
- Created tools for equipment designers to validate models of seismic mechanics & perform representative analysis and design approach



Value Delivered = \$000 Millions Faster System Restoration

