

powering the people NEXT GENERATION UTILITY

Thursday, March 6, 2014 • 1:00 pm - 6:00 pm • The Newseum 555 Pennsylvania Avenue NW • Washington, D.C.













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On a Smarter Planet, energy is provided more responsibly and efficiently. Through a unique combination of industry knowledge and expertise in business and technology, IBM is helping energy and utility organizations build a smarter energy value chain while they develop a more sustainable future. With experience in leading the development and adoption of smart grids worldwide, we can help you increase operational excellence, improve customer relationships, and provide "cleaner" energy. IBM has the right people and the solutions, practices,

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Agenda

12:00 p.m.	Registration and Innovation Alley Exhibit Area (light lunch fare)
1:00 – 5:45 p.m.	Program
1:00 p.m.	Welcome: Lisa Wood, Vice President, The Edison Foundation
1:15 p.m.	Keynote: Electric Power Industry Challenges and Opportunities Heather R. Zichal, Former Deputy Assistant to President Obama for Energy and Climate Change
Panel Discussions	
1:45 – 2:30 p.m.	New Technologies are Changing the Power Sector: Meeting Challenges and Capturing Opportunities
2:30 – 3:30 p.m.	Positioning the Power Grid for the 21st Century and Beyond
3:30 – 4:00 p.m.	Break, Innovation Alley Exhibit Area Open
4:00 – 4:45 p.m.	Ensuring an Affordable, Reliable, Secure, and Clean Energy Future
4:45 – 5:45 p.m.	Wrap Up Discussion: Next Generation Utility
Reception	
5:45 - 7:45 p.m.	Reception in Innovation Alley Exhibit Area



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program



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Welcome



Welcome to **Powering the People**, our annual celebration of innovation in the electric sector. This year's focus is the *Next Generation Utility*.

Significant changes are already underway all across the power sector. Innovations and new technologies are fundamentally changing how electricity is generated, delivered, and used. These changes are making the power grid more flexible, more resilient, and more reliable.

Power companies and their technology partners are deploying digital communications, thousands of sensors, and millions of digital "smart" meters to create an intelligent, resilient, and enhanced digital power grid.

Change creates challenges. Today you will hear from some of the people who are meeting these challenges – and are turning them into opportunities.

In the first panel, technology company executives will discuss some immediate opportunities that are creating value for utilities and their customers; they will also outline the real-life challenges of implementation.

In the second panel, electric utility executives will focus on the challenge of enhancing and transforming the power grid in real time, while still providing safe, reliable, and affordable electricity to the nation's consumers, businesses, and industries.

In the third panel, utility commissioners representing different states will discuss some of the specific issues associated with regulating a rapidly changing power sector and how they are meeting those challenges.

Electric utilities, technology companies, regulators, and policy makers all have an important role to play in positioning the power grid for the 21st century and beyond. The final panel will bring these key players together for a dialogue about the *next generation utility*.

In addition to the program, our Innovation Alley exhibit space spans three critical areas where some of the new technologies and innovations discussed today are happening – customer apps, game-changing resources, and the next generation grid. Stop by and take a hands-on tour.

I hope you enjoy today's event.

Lui Woor

Lisa Wood Vice President, The Edison Foundation Executive Director, Institute for Electric Innovation

New Technologies are Changing the Power Sector: Meeting Challenges and Capturing Opportunities

Based on actual experience, technology company executives discuss immediate opportunities for utilities and technology companies to partner in the areas of outage and risk management; grid investment management; customer service optimization; and implementation challenges.

Moderator:



Kevin C. Fitzgerald

Executive Vice President and General Counsel, Pepco Holdings, Inc.

Kevin Fitzgerald is Executive Vice President and General Counsel of Pepco Holdings, Inc. (PHI). He has more than two decades of legal experience in the utility and energy industries, most recently serving as Executive Partner for Client Development Strategic Planning and a member of the Executive Committee for Troutman Sanders. In 2006, he was awarded the prestigious Pro Bono Legal Service

Award from the John Carroll Society. Fitzgerald is active within the Edison Electric Institute, and is an advisory board member to the Electric Power Research Institute. He is a graduate of The George Washington University, where he earned his Juris Doctor in 1991, a master's degree in 1988, and a bachelor's degree in 1985.

Panelists:



Ed Abbo

President and Chief Technical Officer, C3 Energy

Ed Abbo is the President and Chief Technical Officer at C3 Energy. C3 Energy offers smart grid analytics SaaS solutions that enable utilities to realize the full promise of their investments in the smart grid. Mr. Abbo was formerly Senior Vice President at Oracle Corporation responsible for Oracle's application and SaaS products including CRM, ERP, and Supply Chain products. Prior to joining Ora-

cle in 2006, he was Senior Vice President of Technology and Chief Technology Officer for Siebel Systems. During his twelve-year tenure at the company, he was a member of the Siebel executive management team and led Engineering, Industry Products, and Sales Consulting organizations. Mr. Abbo earned a M.S. degree in Mechanical Engineering from the Massachusetts Institute of Technology and a B.S. degree in Mechanical & Aerospace Engineering from Princeton University.



Brad Gammons

General Manager, IBM Global Energy and Utilities

Brad Gammons is General Manager for IBM's Global Energy and Utility Industry with responsibility for the industry's strategy, sales execution, solution development, operations and marketing. Prior to his current position, Brad served as Vice President of Energy and Utilities Sales and Solutions, Industry Business Leader for Energy and Utilities in the Americas, and as a Segment Executive for ERP and

Supply Chain Solutions for IBM's Communications Sector in the Americas. Before joining IBM, Brad served as a Captain in the United States Air Force. Brad is a member the IBM Industry Academy and the IBM Integration and Value Team. He is also the Co-Chair of the Smart Grid working group of the US-China Energy Cooperation Program.



Rodger E. Smith

Senior Vice President and General Manager, Oracle Utilities

Rodger E. Smith joined Oracle Corporation in 2011 as Senior Vice President and General Manager for Oracle's Utilities Global Business Unit. He is responsible for leading a worldwide team in the sales, services, product development, R&D, industry strategy and marketing for mission-critical applications designed specifically for the utilities industry.

Positioning the Power Grid for the 21st Century and Beyond

Utility executives discuss some of the challenges they face as they modernize the power grid in real time by adopting new technologies, integrating distributed energy resources, and meeting increasingly clean power mandates while still providing reliable, affordable, and secure electricity 24/7.

Moderator:



Theodore F. Craver, Jr.

Chairman, President, and CEO, Edison International

Theodore F. Craver, Jr., is Chairman, President and Chief Executive Officer of Edison International, the parent company Southern California Edison, one of the nation's largest electrical utilities, Edison Energy, and Edison Mission Group. Craver serves on the Board of Directors of Health Net, Inc. He is on the Board and serves as a Vice Chairman of the Edison Electric Institute. Craver is on the Board of the Electric

Power Research Institute, the Board of Trustees of the Autry National Center and the California Board of Trustees of The Nature Conservancy. Before joining Edison in 1996, Craver served as Executive Vice President and Corporate Treasurer of First Interstate Bancorp from 1991 to 1996. Craver also served as Executive Vice President and Chief Financial Officer of the wholesale banking subsidiary from 1986 to 1991.

Panelists:



Leslie Sibert

Vice President, Distribution, Georgia Power Co.

Leslie Sibert is Vice President of Distribution for Georgia Power Company, a subsidiary of Southern Company. She is responsible for overseeing the company's electric distribution system, including its planning, maintenance, operation, design, and construction. Sibert began her career in 1982 as a cooperative education student and has progressed through various areas of transmission and

distribution operations, retail/wholesale sales, customer service, and labor relations. In 2001, Sibert was elected to serve as Georgia Power's Vice President of Transmission. Since 2009, she has been in her current role as Vice President of Distribution. Sibert earned a bachelor's degree in electrical engineering from the Georgia Institute of Technology. Sibert also completed the Professional Management Program at Harvard Business School and the International Women's Forum Fellows program.



Eric E. Silagy President, Florida Power & Light Company

Eric Silagy was appointed President of Florida Power & Light Company in December 2011. Previously, Mr. Silagy served as Senior Vice President of Regulatory and State Governmental Affairs. Prior positions include responsibility for managing merger and acquisition activities. Before joining NextEra Energy, Mr. Silagy served as Vice President, Mergers, Acquisitions & Divestitures at Entergy Whole-

sale Operations and as Vice President and Managing Director, Southeast Asia, for The Wing Group, a subsidiary of Western Resources. He was also Chief of Staff for U.S. Senator J. Bennett Johnston of Louisiana. Mr. Silagy is currently a member of the Board of Directors of Enterprise Florida, Chair of the Florida Chamber of Commerce, member of the Florida Council of 100 and on the Board of Trustees of The Benjamin School (North Palm Beach, Fla.). He holds a Bachelor of Arts degree in economics from the University of Texas at Austin and a Juris Doctor from the Georgetown University Law Center.



David M. Sparby

Senior Vice President, Group President, Xcel Energy and President and CEO, Northern States Power Company - Minnesota

Dave Sparby is Senior Vice President and Group President, responsible for the four Xcel Energy operating companies, and President and CEO of Northern States Power Company - Minnesota. He oversees the four utility operating companies with a particular emphasis on NSP - Minnesota. Sparby serves on the board of

directors for the College of St. Scholastica, the Saint Paul Riverfront Corporation and the William Mitchell College of Law.



Michael Yackira

Chief Executive Officer, NV Energy

Michael Yackira joined NV Energy in January 2003. He became Chief Executive Officer in August 2007. Prior to that Michael was Corporate Executive Vice President and Chief Financial Officer (December 2003 to February 2007) and Executive Vice President, Strategy and Policy (January 2003 to December 2003). Yackira spent more than a decade as an executive with FPL Group, serving in sev-

eral positions, including President of FPL Energy. He is the current Chairman of the Edison Electric Institute. A native of New York City, Yackira is married and resides in Las Vegas.

Ensuring an Affordable, Reliable, Secure, and Clean Energy Future

As the nation's power grid moves beyond traditional supply resources to integrate increasingly clean energy resources, distributed resources, demand side resources, and new technologies, state regulators discuss the challenges they face in regulating a rapidly changing power sector.

Moderator:



David Cash

Commissioner, Massachusetts Department of Public Utilities

David W. Cash was appointed a Commissioner at the Massachusetts Department of Public Utilities by Governor Deval Patrick in June, 2011. Prior to this appointment Dr. Cash was the Undersecretary for Policy in the Massachusetts Executive Office of Energy and Environmental Affairs (EEA). In this role, Dr. Cash advised the Secretary of Energy and Environment on an array of issues including energy,

land management, water management, oceans, wildlife and fisheries, air and water quality, climate change, environmental and energy dimensions of transportation, and waste management. He was one of the architects of clean energy legislation and implementation in the first term of the Patrick-Murray Administration, including the Green Communities Act, the Global Warming Solutions Act, the Green Jobs Act and the Clean Energy Biofuels Act. Recently, he led the Secretariat's effort in developing the Massachusetts Clean Energy and Climate Plan for 2020, which provides a roadmap of policies and programs that will lower energy costs, create clean energy jobs, and reduce greenhouse gases. Prior to working for the Commonwealth, Dr. Cash was a research associate at the John F. Kennedy School of Government at Harvard University, and a Lecturer in Environmental Science and Public Policy. He also taught science in the Amherst, Massachusetts public schools from 1990-1993. He received a Ph.D. in Public Policy from the Kennedy School at Harvard in 2001, and a B.S. in biology from Yale University in 1987.

Panelists:



Susan Ackerman

Co-Vice Chair, NARUC Committee on Electricity, Chair, Oregon Public Utility Commission

Susan Ackerman was appointed to the Oregon Public Utility Commission (OPUC) in 2010 and reappointed in 2012. She became Chair of the Commission in June 2012. Prior to the OPUC, she was a lawyer in private practice representing a variety of clients in electricity and natural gas matters. She currently serves as

Second Vice President of NARUC, on the NARUC Board of Directors and its Executive Committee, is co-Vice Chair of the NARUC Electricity Committee, on the Executive Committee of the Advisory Committee of the Electric Power Research Institute, and co-chairs a workgroup of the SEE Action Network.



Betty Ann Kane

Chairman, Public Service Commission of the District of Columbia

Betty Ann Kane has served on the District of Columbia Public Service Commission since March 2007 and as Chairman since March 2009. She previously served three terms as a member of the DC City Council and as Executive Director of the DC Retirement Board. Chairman Kane is a member of the NARUC Board of Directors; a member of the NARUC Telecommunications Committee; a NARUC

appointee to the Virtual Working Group on Education, Training and Best Practices for The International Confederation of Energy Regulators; and Chairman of the Board of the NRRI, the research arm of NARUC. She is a past President of MACRUC. Chairman Kane also serves in two FCC-appointed positions, as Chairman of the North American Numbering Council and as a member of the Joint Conference on Advanced Telecommunication Service.



Robert Kenney

Chair, NARUC Committee on Energy Resources and the Environment, Chairman, Missouri Public Service Commission

Chairman Kenney is an active member of NARUC, serving as Chair of the Committee on Energy Resources and the Environment. He is the Immediate Past President of the Organization of MISO States. As President of the Organization of MISO States, Chairman Kenney led efforts to enhance and strengthen the role

of the state regulatory sector in the MISO market. Previously, Chairman Kenney was Chief of Staff to the Missouri Attorney General and a litigator with a large St. Louis law firm. He was also a Missouri Assistant Attorney General in the Consumer Protection Division. Chairman Kenney earned his undergraduate degree from Hampton University in Hampton, Virginia and his law degree from Saint Louis University School of Law.



Ellen Nowak

Commissioner, Wisconsin Public Service Commission

Ellen Nowak was first appointed to the Wisconsin Public Service Commission in July 2011 by Governor Scott Walker. She was reconfirmed for a new, six-year term in March 2013. She also serves on the Committee on Energy Resources and the Environment for the National Association of Regulatory utility Commissioners. Prior to her appointment, she served as the Chief of Staff to Waukesha County

Executive, Dan Vrakas. From 2002-2006, she served as legal counsel and subsequent Chief of Staff to the Speaker of the Wisconsin Assembly. She also later worked as the deputy director of School Choice Wisconsin. From 1998-2002, Ellen practiced business litigation at Mallery & Zimmerman, SC in Milwaukee. Ellen has a law degree from Marquette University and a Bachelor of Science from the University of Wisconsin – Milwaukee.

Wrap Up Discussion: Next Generation Utility

This panel ties it all together in a lively discussion among all of the panelists, including utility executives, technology company executives, and state regulators, about the utility of the future, challenges, opportunities, and next steps.

Moderator:



Bob Rowe

President and CEO, NorthWestern Energy

Mr. Rowe is President and Chief Executive Officer of NorthWestern Corporation. He is Chairman of the Western Energy Institute and Co-Chair of The Edison Foundation Institute for Electric Innovation. Previously, he was Co-Founder and Senior Partner at Balhoff, Rowe & Williams, LLC, a specialized national professional services firm providing financial and policy advice to clients in the telecommunications and

energy industries. Mr. Rowe served as Commissioner and Chairman of the Montana Public Service Commission from 1993-2004, and also served as President of the National Association of Regulatory Utility Commissioners (NARUC). Mr. Rowe resides in Helena, Montana. He holds a BA from Lewis and Clark College in Portland, Oregon, and a JD from the University of Oregon.

innovation alley

What *actually* engages your customers?

"I think for me the benefit was the first reward I received. I actually got something in return for my effort, and that in itself has made it fun." — Wendy M.

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Innovation Alley - Customer Apps







Baltimore Gas & Electric

BGE's Smart Energy Rewards[®] program is an innovative residential demand response program that includes robust price signals, comprehensive customer education, pre-event notifications to help customers reduce their consumption during summer peak demand events, and post-event notifications showing customers the bill credit they earned.

Consolidated Edison

Con Edison is leveraging social media to create an entirely new customer experience. Social media and mobile innovation are changing the way people communicate, entertain themselves, consume information and conduct business. As one of the nation's oldest and largest utilities, Con Edison has developed a number of apps and text message features to provide critical information and educational tips to their customers.

DTE Energy

DTE's Insight app puts real-time home energy usage data at the customers' fingertips. DTE Insight links your smartphone to your home's advanced meter to help customers discover their energy usage. Several phased rollouts are planned and DTE anticipates the app will deliver verified energy savings along with increased customer engagement and satisfaction.



Pacific Gas and Electric Company

Pacific Gas & Electric

Pacific Gas & Electric's Business Energy Checkup is an online energy audit tool serving 325,000 small and medium business (SMB) customers. The tool helps SMB customers visualize and understand their energy usage and spend, complete an energy profile of their business, receive tailored energy savings recommendations, and create an energy savings plan which can then be acted against to encourage continuous improvements. This solution helps SMB customers understand their energy usage behavior and implement energy saving projects. The Business Energy Checkup is in use by commercial, industrial, and agricultural customers as well as in classrooms helping PG&E to further educate current and future customers on demand side management.

Innovation Alley - Game-Changing Resources









AES

AES' 40 MW Tait Energy Storage Array highlights battery-based grid resources. With battery-based grid resources of over 170 MW, AES has established the largest battery fleet in commercial grid service and now offers these innovative solutions to other utilities through established industry business models. AES storage experts will discuss the commercial, policy, regulatory, and technical aspects of grid storage deployment.

Edison International

Edison International's Irvine Smart Grid Project and Advanced Technology Lab demonstrate new technologies and customer relationships for its utility subsidiary, Southern California Edison (SCE). An interactive touch screen shows how a new generation of smart appliances interacts with Edison SmartConnect[®] meters to give customers more control over their energy use and costs. A day in the life of a smart home owner shows how new technologies communicate with the grid to use utility-generated energy and/or renewable energy at the most efficient time. Additionally, the demonstration explores the connection between smart homes; community energy storage; and a dynamic, secure, self-healing grid that improves safety, reliability, and energy efficiency.

Xcel Energy

As the nation's #1 wind energy provider, Xcel Energy has improved the integration of its wind resources by deploying WindWX—an advanced wind-production forecasting system. WindWX, provided by Global Weather Corp., uses real-time, turbine-level operating data and sophisticated algorithms to forecast the amount of wind power that will be produced every 15 minutes across the entire Xcel Energy service territory. By using this technology, Xcel Energy estimates it has saved more than \$30 million for customers. An exciting new research phase is being developed to improve shortterm forecasting, focusing on ramping and extreme weather events, introducing probabilities into the forecasting process, as well as solar forecasting. Learn from experts how forecasting can be a critical first step in the integration of wind resources.

San Diego Gas & Electric

SDG&E's microgrid demonstration at Borrego Springs uses proven technology, including local power generation, energy storage, automated switching, and active customer participation to meet local energy demands. The microgrid is connected to the centralized grid, but can disconnect and function on its own during critical times to support essential energy needs. Learn how findings from SDG&E's microgrid demonstration are opening the doors to enhanced reliability, increased renewable energy integration, and greater customer involvement.

Innovation Alley - Next Generation Grid







Pepco Holdings, Inc

CenterPoint Energy

CenterPoint Energy's Telecommunication Control Center demonstrates using big data to improve outage response and restoration. The company's control center provides real-time monitoring of over 25,000 smart grid devices. Using a Google Earth-based application to graphically depict the near-real-time status of the telecommunication network, clear visibility is provided to significantly increase operational effectiveness and prioritize work in a coordinated fashion.

ComEd

ComEd's Intelligent Substation uses microprocessor technology to move into the digital age. This technology enhances reliability by improving predictive maintenance, and continuous real time system monitoring. T & S Engineering and IT groups partnered together at ComEd to develop a visual, real-time, proactive system monitoring tool called the 'Substation Dashboard," which monitors system health and performance and sends an email to device experts when threshold limits are approached.

Florida Power and Light

FPL's Smart Grid deployment is providing better information to field crews for faster outage restoration. Through the use of mobile applications like the Restoration Spatial View (RSV) tool, FPL is putting smart grid technology in the hands of its restoration specialists to enhance reliability for its customers. The RSV combines outage tickets, weather information, electrical network information, customer energy consumption and voltage, restoration crew location, meter status and more, to diagnose problems accurately, pinpoint their location and provide the right resources to deliver best-in-class operational excellence.

Pepco Holdings, Inc.

PHI's AMI-OMS integration leverages power status on/off information transmitted from smart meters to better direct restoration crew activities, reduce outage orders, and expeditiously restore customer service following an outage. Deployment of automatic sectionalizing and reclosing technology quickly limits the extent of disruptions across the distribution network resulting in reduced outages and improved customer satisfaction. To address the increasing number of Net Energy Metered customers, PHI is developing an industry best practice approach to advanced modeling of Distributed Energy Resources on the Distribution System that will allow detailed impact studies to be performed in-house saving both time and money for its customers. PHI is also exploring next generation grid technologies in its piloting of Level 2 smart EV chargers with demand response management capabilities to reduce the effect of uncontrolled, peak-coincident charging on the existing infrastructure.



C3 ENERGY SMART GRID ANALYTICS SOFTWARE

helps utility operators realize the promise of the smart grid.

C3 Energy harnesses the power of big data, smart grid analytics, social networking, and cloud computing to improve the safety, reliability, and efficiency of power delivery.

SOCIAL NETWORKING CLOUD COMPUTING SMART GRID ANALYTICS BIG DATA



Edison Foundation Institute for Electric Innovation Key Staff



Lisa Wood

Vice President, The Edison Foundation Executive Director, Institute for Electric Innovation

Lisa Wood is the Vice President of The Edison Foundation and the Executive Director of the Institute for Electric Innovation. The Institute focuses on advancing the adoption and application of new technologies that will strengthen and transform the power grid.



Miranda Gregory

Development Director, The Edison Foundation Institute for Electric Innovation

Miranda Gregory is the Development Director for The Edison Foundation and the Institute for Electric Innovation. In this role, she is responsible for the Institute's Partner Roundtable program, Smart Talk series, and Powering the People partnerships. Miranda joined the Institute in July of 2011, after working over 10 years in political and non-profit development.



Adam Cooper

Senior Manager, Research and Innovation, Institute for Electric Innovation

Adam Cooper leads the development of all research efforts at the Edison Foundation Institute for Electric Innovation. In that role, he prepares reports and issue briefs that provide information on technology trends and regulation shaping the electric power sector. His focus includes distributed energy resources, electric transportation, building energy codes and appliance/equipment standards, smart meters, electric efficiency, and new technologies.



TD Smith

Manager, Operations, Institute for Electric Innovation

TD Smith is the Assistant to the Institute's Executive Director and the Manager of Operations for the Institute for Electric Innovation. In this role, he is responsible for day-to-day logistical operations, member communications, project management and coordination, video & document production, and the Institute's website. Mr. Smith joined the Institute in July of 2008, shortly after the organization's founding.



About the Edison Foundation Institute for Electric Innovation

The Edison Foundation Institute for Electric Innovation focuses on advancing the adoption and application of new technologies that will strengthen and transform the power grid. The Institute's members are the investor-owned electric utilities that represent about 70 percent of the U.S. electric power industry. The membership is committed to an affordable, reliable, secure, and clean energy future.

The Edison Foundation Institute for Electric Innovation promotes the sharing of information, ideas, and experiences among regulators, policymakers, technology companies, thought leaders, and the electric power industry. It also identifies policies that support the business case for the adoption of cost-effective technologies.

The Institute is governed by a Management Committee of electric industry Chief Executive Officers. It has a permanent Advisory Committee of leaders from the regulatory community, federal and state government agencies, and other informed stakeholder groups. In addition, the Institute has a Strategy Committee made up of senior electric industry executives and more than 30 smart grid technology company partners.

Visit us at: www.edisonfoundation.net

About The Edison Foundation

The Edison Foundation is a 501(c)(3) charitable organization dedicated to bringing the benefits of electricity to families, businesses, and industries worldwide. Furthering Thomas Alva Edison's spirit of invention, the Foundation works to encourage a greater understanding of the production, delivery, and use of electric power to foster economic progress; to ensure a safe and clean environment; and to improve the quality of life for all people. The Edison Foundation provides knowledge, insight, and leadership to achieve its goals through research, conferences, grants, and other outreach activities.