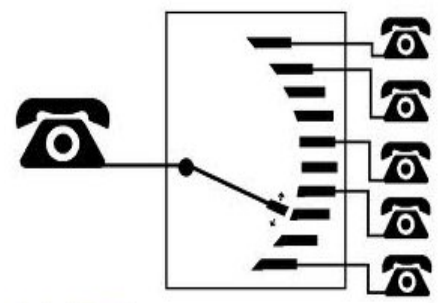
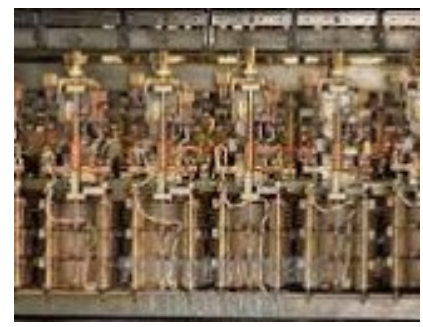




Smart Grid Interoperability—What's Different This Time?

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Other Industries Have Done It...



- System complexity?
 - System of Systems and integration challenges?
- Regulated monopoly structure?
- Obligation to serve?
- Regulated rate of return?
- Diversity of products?
- Regulatory fragmentation and complexity?
- Technology maturity?
- Lack of political support?
- Lack of public understanding?

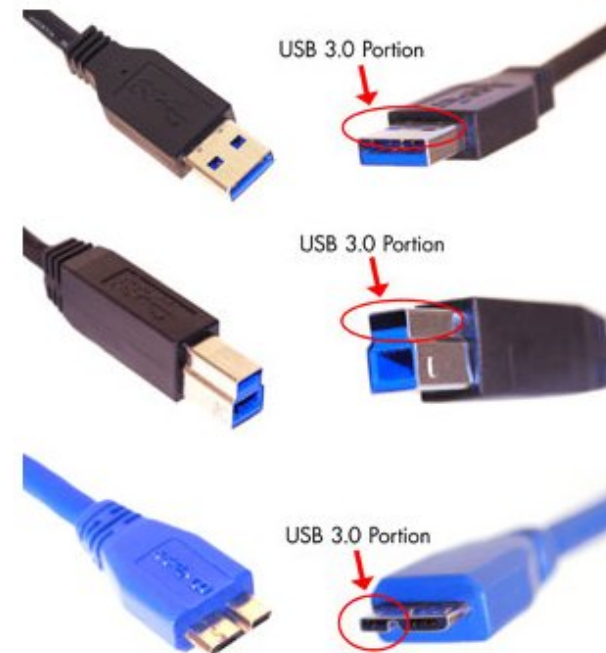
- Backward compatibility
- Component interchangeability
- Complementary product interoperability
- Mobile interoperation
- Bandwidth and latency
- Regulatory regimes
- Changing industry “metabolism”

Definition: the ability of a new system or solution to integrate with existing and legacy systems that are still operational

Example: rise of departmental computing, then of PC business in 1980s

Similarity: entrenched, powerful competitors (e.g., IBM, Sperry...) with established relationships

Difference: competitive, unregulated marketplace for technology



Definition: the ability to remove a component from an integrated system and replace it with a like component with minimal cost and disruption

Example: telephone network
interconnect: RJ-11 interface

Similarity: regulated monopoly
protecting integrity of its system and business

Difference: court case mandating the network be opened for device interconnection; another allowing long distance competition



Definition: allows a technology or solution to integrate with other technologies or solutions where the combination of the two provides added value

Example: content in MPEG2/4 or Flash with available, connected viewers (smart phone, TV, computer)

Similarity: industry consortia trying to define a common path forward; e.g., appliance manufacturers and HAN technology

Difference: jurisdictional differences on key component of value, DR based compensation (for utility channel)

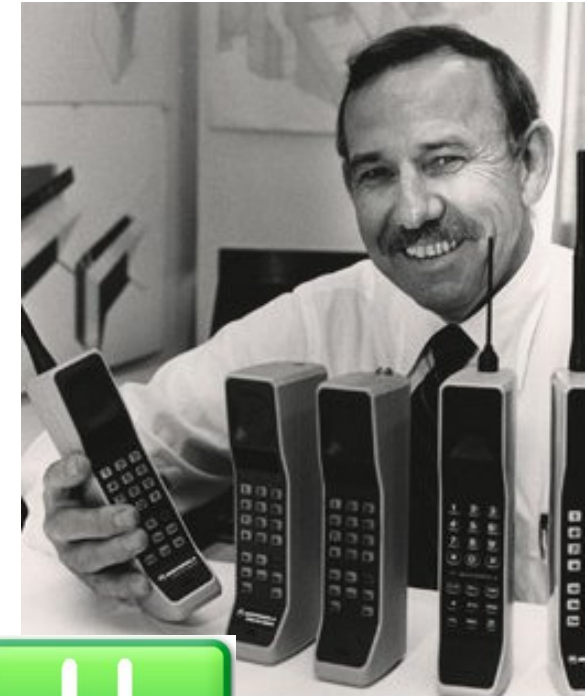


Definition: provides the ability to operate, as needed, with systems in different geographical areas

Example: mobile phone and computing industry, new location services, etc.

Similarity: federal (FCC) and state (PUCs), and local (e.g., building codes) jurisdictional regulatory structure. Billing & rating, etc.

Difference: two infrastructures, power and information, to manage and coordinate. Obligation to serve.



Definition: characteristics of communication channels that require careful consideration for certain applications (information volume & response time)

Example: IP voice and video (low latency for voice, high bandwidth for video)

Similarity: history of application specific networks and network requirements; critical infrastructure.

Difference: jurisdictional boundaries and regulated rate of return



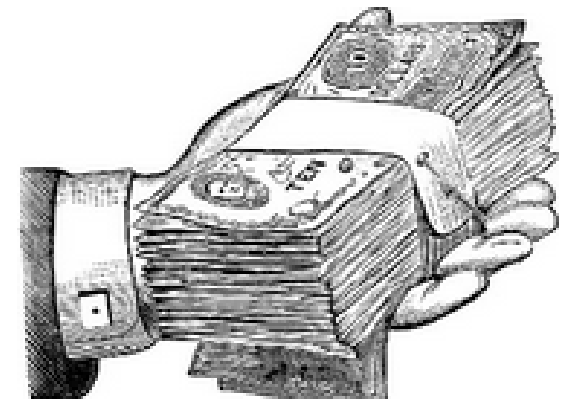
- Today, who is a tortoise, and who is a hare?
- Utilities are changing
- Deregulating tends to make markets move faster (at least change faster)



- Many of the technical issues and challenges have been seen in previous industry transformations
- Some of the regulatory and structural issues have been seen as well
- But, these structural and regulatory challenges must be addressed to allow technology to meet the promise of the smart grid



“You get a certain ROI if you build a new power station. If you get that same ROI or even half a percentage point higher, that will completely change the business model. It might be a lot cheaper, and a better investment, to moderate energy growth”*



*U.S. Secretary of Energy, Stephen Chu, and at the GridWise Global Forum in Washington D.C., November 8, 2011.

North America Grounded NEMA 5-15	Japan Non-grounded JIS C 8303	Europe German style CEE7/4 Schuko	Europe French style Schuko	Europe/Russia Non-grounded CEE7/16 Europlug	Great Britain Grounded BS-1363	Great Britain "Shaver socket" BS-4573
Australia/China Grounded AS-3112	Italy Grounded CEI 23-16	Switzerland Grounded SEV-1011	Denmark Grounded SRAF 1962/DB	Israel Grounded SI 32 (IS 16A-R)	India Grounded BS-546 "Small"	South Africa Grounded BS-546 "Large"