



Looking Forward: Commercial and Industrial

November 12, 2013





The Near Future for C&I

- **New Measures**
 - Network Lighting, DLC approved fixtures, RTU controllers, etc.
- **Collaboration**
 - DCAMM, DOER, DEP, Municipalities
- **New Incentive Approaches**
 - Segmented bundling of measures, design team incentives, trade allies, incentive levels adjustments, CHP tiers, etc.
- **New Delivery Approaches**
 - 48 Hour Pilot, Main Streets, Customer Directed DI option, Other Upstream applications, MOUs
- **Trainings – Internal & External**
 - Custom Express tools, Trade Ally engagement, Pro Forma

It's a team effort

