

APPLICATION OF SCREENING MODEL, INDUSTRIAL

TE-113780

SUMMARY

Field demonstrations of technologies are the most direct way to increase application understanding and build customer confidence in products. Such demonstrations uniquely position participants as leaders in providing solutions to their Industrial customers. The collaborative nature of a demonstration project also lowers risk for all parties involved. A 500- kV A Written-Pole motor-generator set and other ride-through equipment such as flywheels and supercapacitors have been developed and demonstrated in limited applications. Further field demonstration of these emerging technologies target participants needs while, developing confidence and better understanding of these new products.

This document provides a screening tool to be used by potential demonstration project members. This document is designed in two parts. The first part suggests Utility Considerations that should be discussed and strategies decided upon internally before contacting the customer with a demonstration site proposal. Once the Utility Considerations have been worked through the second part may be detached and the General Considerations may be offered to and discussed with a potential end-user .

The Utility Considerations are of strategic nature. They address what the purpose and business objective of the demonstration might be. These considerations should involve determining the potential Industrial markets for the particular technology and determine appropriate customer contacts to propose the project to. Of course the Utility should also be concerned with establishing a strategy of how the project should be financed prior to approaching the end-user. The Utility should also consider what has already been done to support the end-users needs while looking for the most economical solution.

After the Utility has determined its project strategies, the General Considerations can be detached and offered to the potential End-user. All parties involved in the Industrial demonstration project should be of each other's roles. Typically, a demonstration project should be viewed as a partnership between all parties involved for a common good. Load process requirements should be considered with electrical supply issues to determine how the demonstration equipment may be best supplied. Final considerations should be given to monitoring to prove the performance of the Industrial demonstration equipment and End-user satisfaction should be determined. These final considerations could very well lead to equipment improvements or additional equipment sales.