

Collaboration & Partnerships

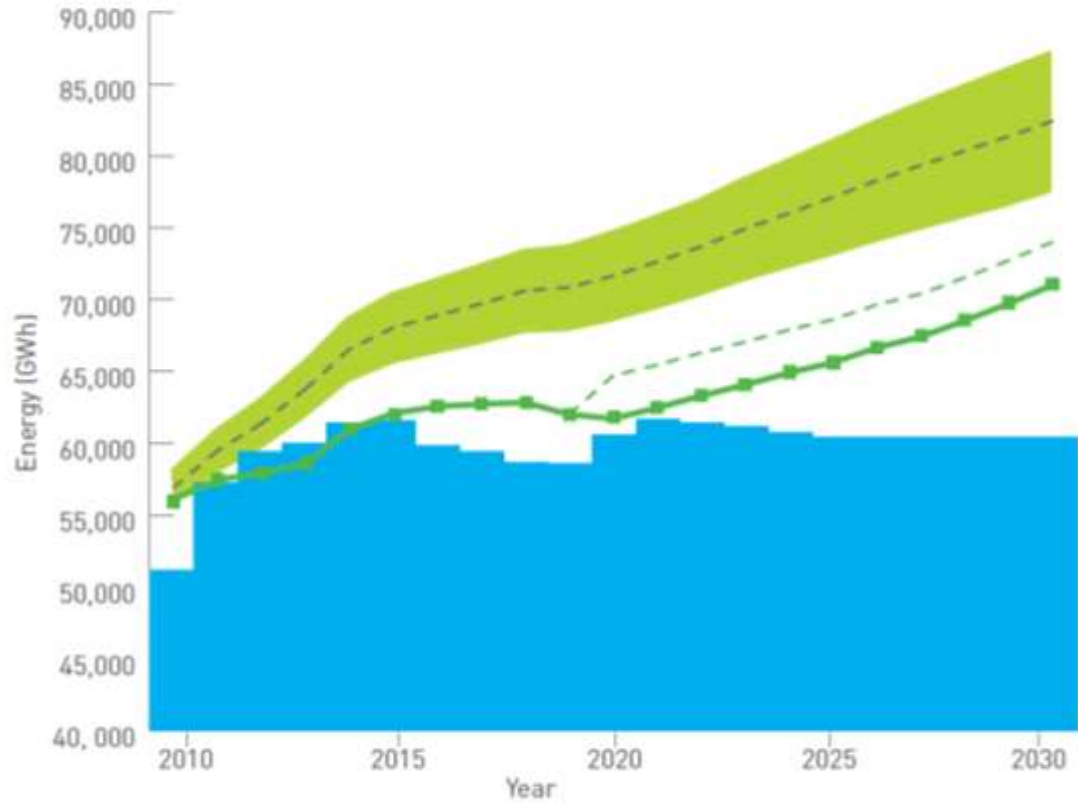
A Strategy to Advance DSM

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BC HYDRO'S ELECTRICITY GAP

BC Hydro's Supply and Demand Outlook



CONSERVE MORE

By helping customers be more efficient and use power wisely, we can reduce the need to build new generation capability.

BUY MORE

BC Hydro will continue to purchase power from independent power producers (IPPs) that use clean or renewable resources.

BUILD AND MAINTAIN MORE

BC Hydro's aging infrastructure requires reinvestment to operate safely and reliably. We will also examine the potential of new hydro generation facilities.

LEGEND

- Draft 2010 load forecast range
- Total BC Hydro supply reflecting *Clean Energy Act*
- - - Mid forecast of customer demand
- - - 3,000 GWh per year of energy insurance requirement reflecting *Clean Energy Act*
- Mid forecast after DSM

* Special Direction 10 (SD 10) to BCUC requires BC Hydro to achieve electricity self-sufficiency by 2016 and each year thereafter solely from electricity generating facilities within B.C. As a result, BC Hydro has removed the 2,500 GWh/yr of non-firm energy/market allowance from its resource stack effective F2017.



Collaborate

Transform
Integrate

- 3 key strategies in BC Hydro's DSM Plan

There are many drivers for Collaboration

- Customer Service
- Market Access
- Market Penetration
- Shared Offer
- Leverage Cost +/-or Brand
- Share Knowledge
- Build Capacity
- Influence Decisions.....



Collaboration comes in many forms

- Formal and structured / informal
- Partner types
- Time specific vs. continuous
- Single, networked, multi-dimensional
- Individual to market impact



Types of Business Sectors

BCHydro
Customer First Nations
Retail Government
Architects **Influencer** Advanced Education
NGO Association Developers Finance
Consortium **Consultants** Council
Designers Contractors **Manufacturers**
Business Improvement Association **Distributors** **Alliance**
Supplier



Examples of BCH Partners



UBC – BC Hydro MOU



a place of mind

Build on shared values of both organizations

- Commitment to sustainability
- Creating a “culture of conservation”
- Serving British Columbians

Strategic Collaboration

- MOU represents an evolution from “tactical” projects to a more holistic, strategic relationship



Value of MOU with UBC



Lessons

- Takes time
- Understand needs – yours and partners'
- Be clear on objectives
- Values and interests need to be aligned
- Assessment of fit – strategic, culture, resources
- Many ways to structure
- Pick quick wins, build from there
- Needs management and measurement
- Can't always tell winners from losers
- Not static, must evolve or die
- Have an exit strategy

Targets

2030 +

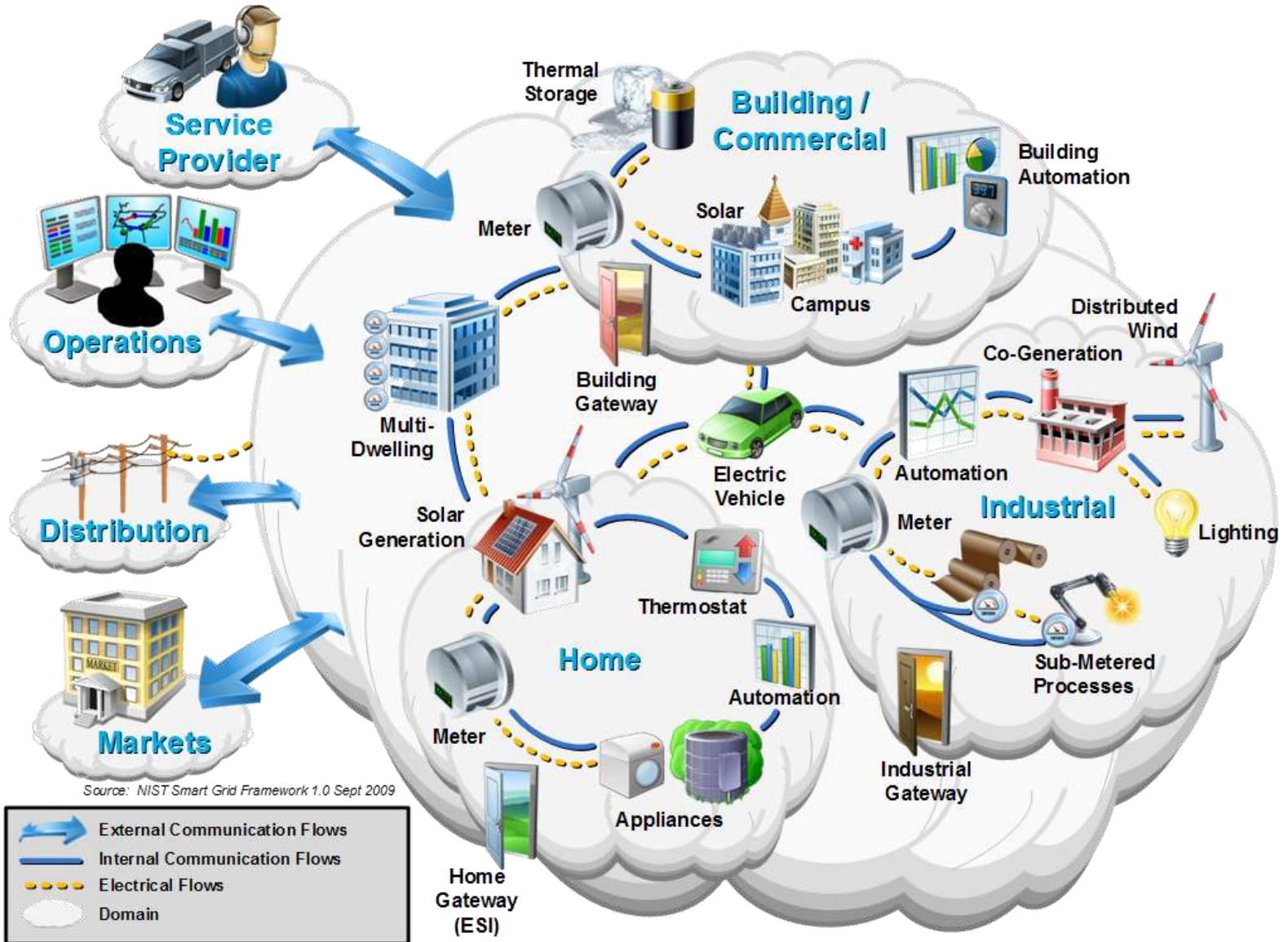


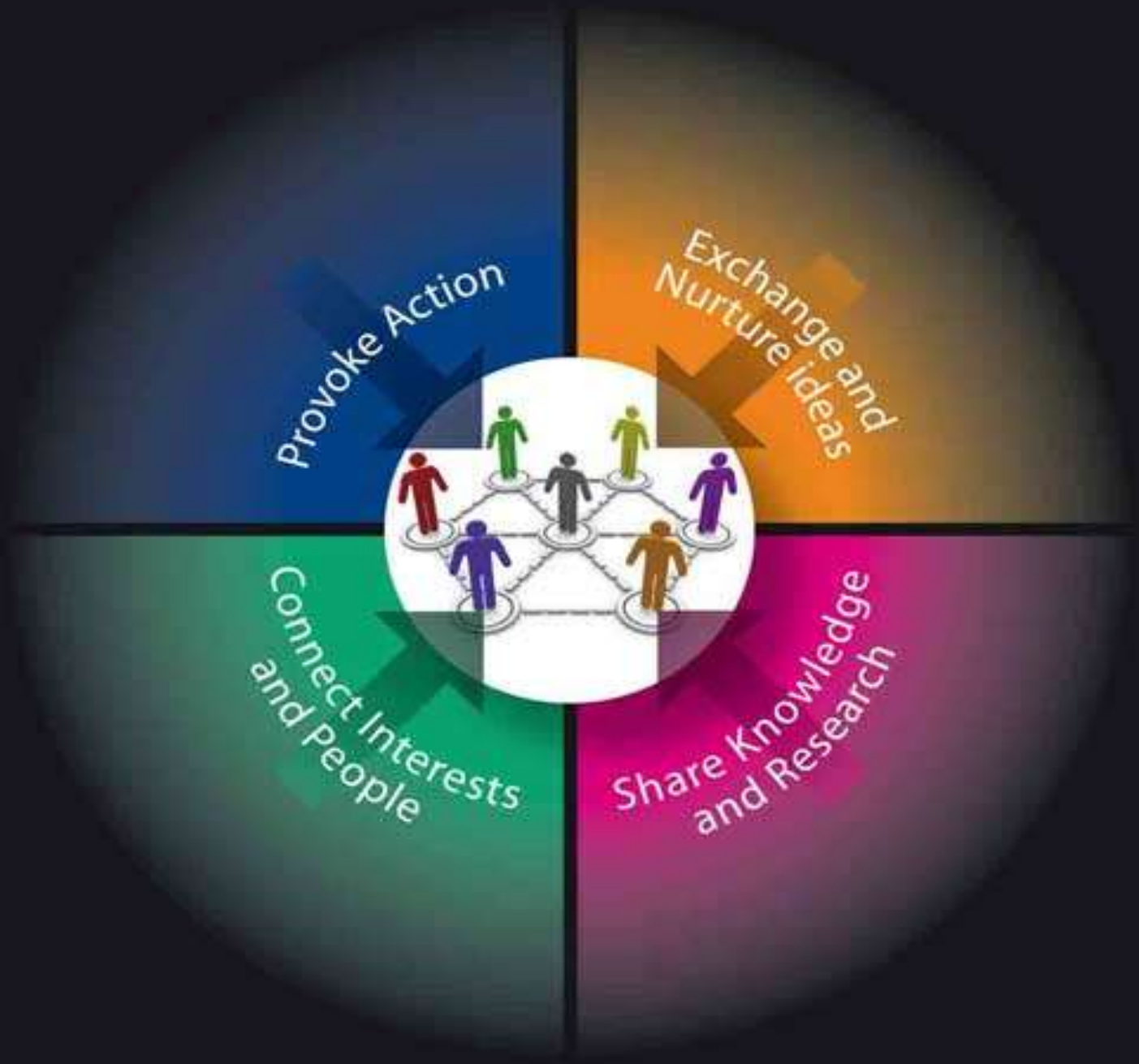


New collaborations
will be needed to meet
the targets and direction
in the DSM plan.



Customer





Provoke Action

Exchange and Nurture Ideas

Share Knowledge and Research

Connect Interests and People

Thank you