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MEMO

Date: October 4, 2010
To: Board of Directors
From: Philipp Degens, Evaluation Manager
Kim Crossman , Sr. Industrial Sector Manager
Subject: Staff Response to the Process Evaluation of the Kaizen Blitz Pilot

The Kaizen Blitz (KB) Pilot has proven to be a successful pilot that has proven a new approach that has resulted in engaged customers and significant low-cost energy savings.

The piloted services are now included as part of the PE program standard service offerings. Cascade continues to make incremental changes to the KB services that improve reporting (many of the changes recommended in the evaluation have been adopted or are being considered by Cascade) and are keeping the service flexible to meet customer needs (e.g. some of the initial site visits are spread out over a period of months). Cascade, the implementation contractor, is now an official Industrial Technical Service Provider (ITSP). The PE program released an RFQ for other ITSPs to see if similar strategic energy management services focused on the industrial and agricultural sector are available that would benefit program participants. A pool of 8 qualified ITSPs, including Cascade, has been formed to provide these types of services.