



Silicon Valley Innovations


Northern California Communities

Global Economies


# DOE Connected Lighting Systems Workshop

How Can Test Beds Accelerate Connected Lighting System Development?

June 8, 2016

 [prospectsv.org](http://prospectsv.org)

 [/ProspectSV](https://www.facebook.com/ProspectSV)

 [@ProspectSV](https://twitter.com/ProspectSV)

# About ProspectSV

Emerging  
Technology

Investors &  
Partners

Real World  
Applications

Transportation & Mobility ◆ Built Environment ◆ Energy Resources

# Supporting Innovators

## Business Model

Strategy, business plan, suppliers, services

## Market

Product positioning, customer discovery, promotions

## Funding

Investor connections, revenue opportunities, grant support

## Pilots & Demos

Partner opportunities, product integration, lab & field trials

## Resources

Industrial/lab/office space, Champion support, expert referrals





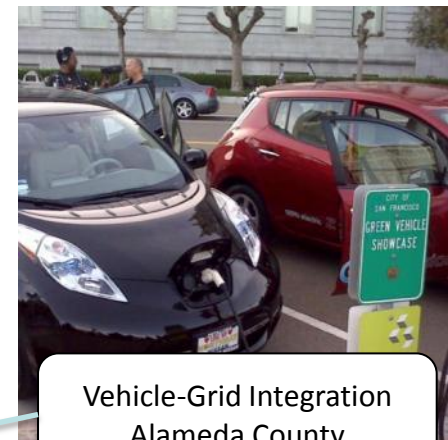
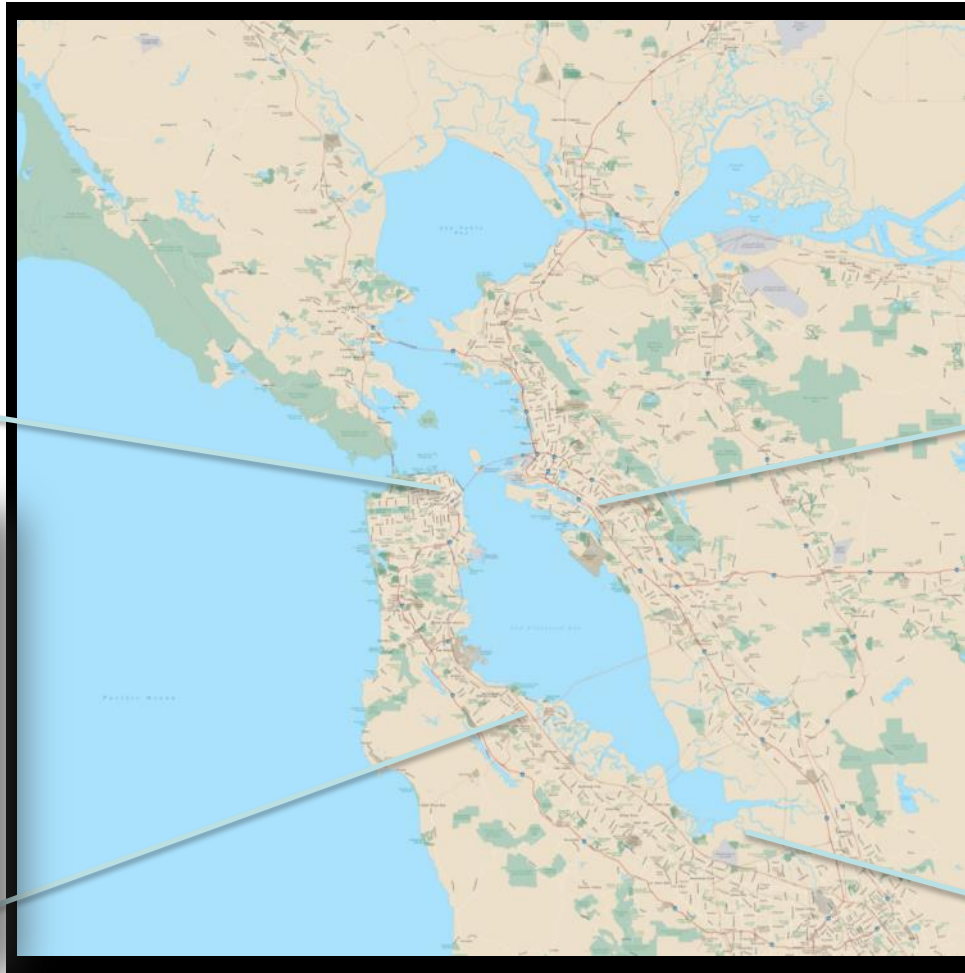
# High-Impact Pilots



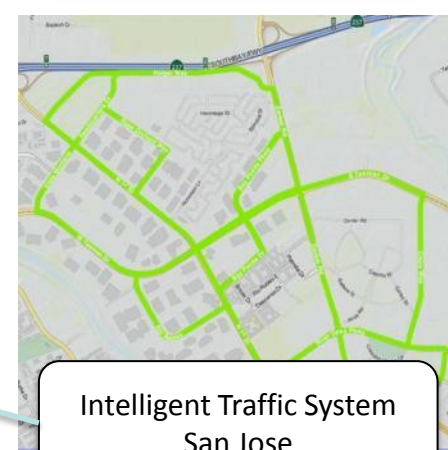
2 ZNE Projects  
A2030 Energy District



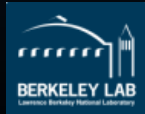
Advanced Solar/Storage  
San Mateo



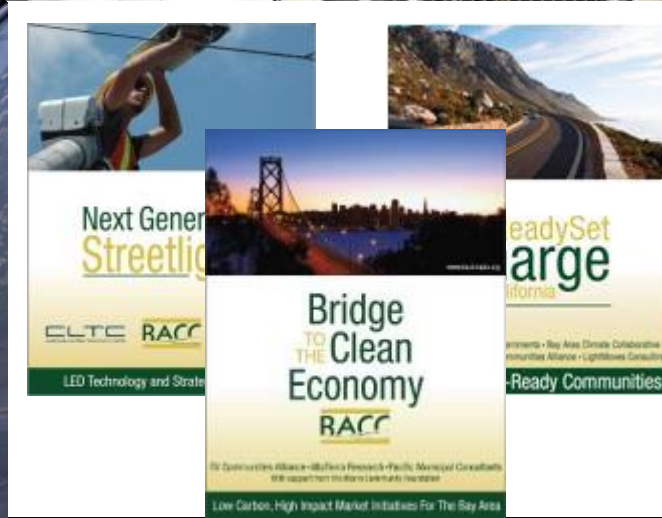
Vehicle-Grid Integration  
Alameda County



Intelligent Traffic System  
San Jose



# Scaling Impact



50+ Bay Area Cities

Workshops, Guidebooks,  
Direct Assistance

85,000 LED Streetlights

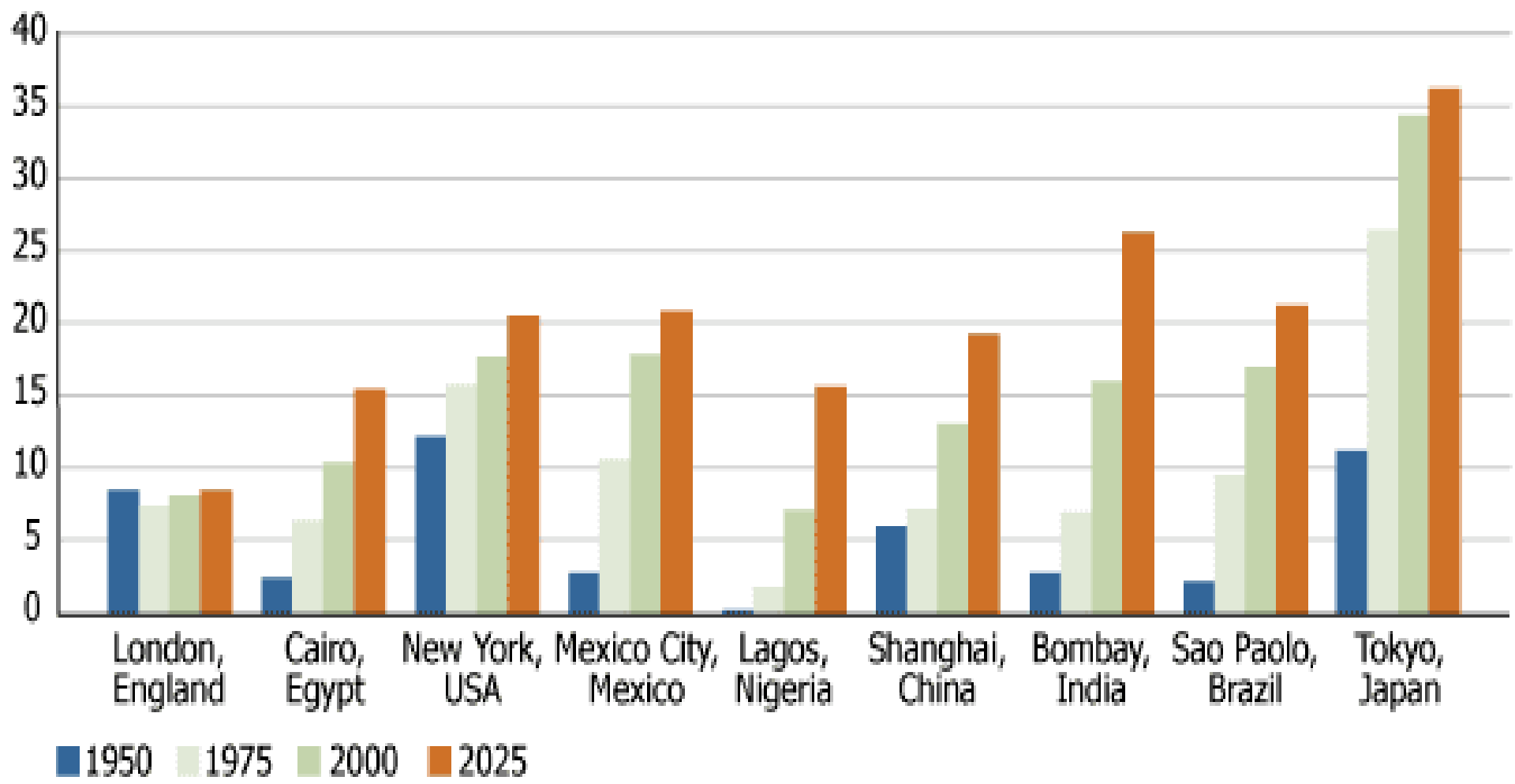
330 EV Charging Ports

Largest Battery EV Fleets  
in US

Renewables Microgrid

# New Reality for Urbantech

Population (in millions)





# Acceleration of Technology

1989 - 2014

1



3



5



10



# City Challenges

*Last time we installed something like this we had to spend \$100,000 to take it out.*

- Liability
- Procurement reqts & safeguarding public funds
- Technical understanding & concerns
- Bandwidth
- Privacy
- Costs of failures

# How Cities Can Benefit

---

- Cost reductions from scaling solutions
- Sound information and experience for decision-making

# What Cities need

---

- Security
- Funding
- Aligned policymakers and staff
- Relevance and Knowledge
- Avoiding of legal liabilities

# Testbed Conditions for Success

Area	Condition
Security	Contained scope Interoperable Time limited
Funding	Third-party funding Including removal
Relevance	Ties to scaling Transparency Structured for learning
Legal	Quick, not a procurement No city IP Asset ownership options
Alignment	Elected and senior staff Demo policy, Beta site

# Additional considerations

---

- Third-party manager
- “Shot clock”
- Opt-in process



Silicon Valley Innovations

Northern California Communities


Global Economies

Thank You


Rafael Reyes

VP, Community Initiatives

[rafael.reyes@prospectsv.org](mailto:rafael.reyes@prospectsv.org)

 [prospectsv.org](http://prospectsv.org)

 [/ProspectSV](https://www.facebook.com/ProspectSV)

 [@ProspectSV](https://twitter.com/ProspectSV)