



SGIP 2.0 BUSINESS SUSTAINMENT PLAN

John McDonald, Board Chairman

SGiP SMART GRID
INTEROPERABILITY PANEL

SGIP 2.0 Transition Plan Status

- Feb. 23- SGIP Governing Board formed the BSPWG
- Version 1.0
 - April 13- Posted on TWIKI
 - April 20- Webinar
 - April 27- Comments from Plenary & Others
- Version 2.0
 - June 8- Posted on TWIKI
 - June 15- Webinar
 - June 20- Comments from Plenary & Others
- Final Recommendation
 - June 29- posted on TWIKI
 - Governing Board Voted to Support on July 10th

SGIP 2.0 Transition Plan Comments

- Most Major Comments Resolved
 - 3 Tier Dues Structure Removed
 - Alleviated Play to Pay Concern
 - Regulatory Advisory Committee Reporting to the Board Removed and Set Aside for Future Consideration
 - 401 (c)3 Changed from 401 (c)6
 - Addressed Concern Regarding Lobbying
 - Allows NIST to Participate and Fund
- NIST Spelled Out to Continue Leadership Roles
- Organization Governance Similar to SGIP 1.0
- Major Trade Utility Trade Organizations Indicate Support

SGIP 2.0 *MISSION*

- The SGIP shall support NIST in its fulfillment of its responsibilities pursuant to the Energy Independence and Security Act of 2007 (“EISA”).
- The SGIP 2.0 has five principal responsibilities:
 - ▣ To provide the technical guidance and coordination necessary to facilitate standards development for Smart Grid interoperability
 - ▣ To identify and specify the necessary testing and certification requirements, including providing the underlying rationale, to assess the achievement of interoperability using Smart Grid Standards
 - ▣ To oversee the performance of these activities to maintain momentum and achievement
 - ▣ To proactively inform and educate smart grid industry stakeholders on the definition of and the benefits attributable to interoperability (greater emphasis)
 - ▣ To conduct an outreach to similar organizations in other countries to help establish global interoperability alignment

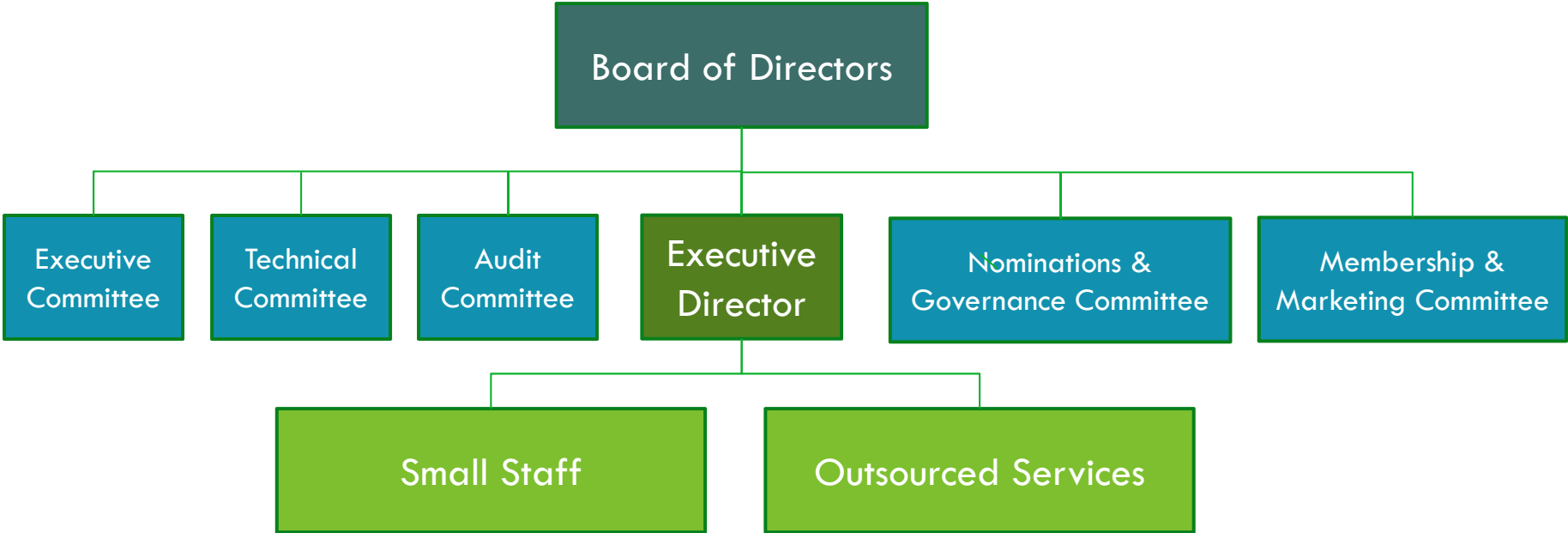
SGIP 2.0 *Principals*

- Appropriate Openness
 - ▣ Digital and Face-to-Face Opportunities for Engagement by All
 - ▣ Access defined by Membership Commitment Level
- Balance
 - ▣ An equal seat at the table available to each and all industry categories
 - ▣ Voting Rights and Access defined by Membership Commitment Level
- Aiming for Consensus
 - ▣ Every effort made to gain general agreement on issues
 - ▣ Vote taken if required for timely decisions
- Harmonization of Standards
 - ▣ Seamless interoperability of standards is our goal

SGIP 2.0 *Value*

- Self-Sufficiency and Sustainability Requires
 - Clearly Defined and Compelling Value Propositions for SGIP 2.0 Overall and for Each Stakeholder Category
 - More Direct Involvement by the Membership
 - Multiple Revenue Streams

SGIP 2.0 Structure



Note: All SGIP Board Members Invited to Serve as SGIP 2.0 Board Members

SGiP 2.0 Membership Fee Schedule

Member Category	Global Revenue	Participating	Observing
For profit	≥\$1 billion	\$22,500	\$7,500
For profit	\$≥500M to <\$1B	\$15,000	\$5,000
For profit	\$≥100M to <\$500M	\$12,500	\$2,750
For profit	\$≥ 50M to <\$100M	\$ 7,500	\$2,500
For profit	\$ ≥ 10M to <\$ 50M	\$ 3,000	\$1,000
For profit	\$≥500K to <\$ 10M	\$ 1,500	\$ 500
For profit	<\$500,000	\$ 750	\$ 250
Non-Profit	>\$10 million	\$ 3,000	\$1,000
Non-Profit	≥\$500K to <\$10M	\$ 1,500	\$ 500
Non-Profit	<\$500K	\$ 750	\$ 250
Universities	ALL	\$ 3,000	\$1,000
Foreign Gov't	n/a	\$ 3,000	\$1,000
Federal Gov't	n/a	\$ 3,000	\$1,000
State Gov't	n/a	\$ 1,500	\$ 500
Municipal Gov't	n/a	\$ 750	\$ 250

SGiP 2.0 *Initial 2013 Revenue Budget*

- Membership Revenue - \$2,000,000 to \$3,000,000
- Sponsorships - \$1,000,000 to \$2,000,000
- Government - \$500,000 to \$1,500,000
- Grants (foundations/endowments) - \$750,000 to \$1,500,000

SGIP 2.0 *Next Steps*

- July 11, 2012 – BSPWG Developed Detailed Implementation Plan Work Items
 - ▣ Assigned to and Oversight by New Board Committees
 - ▣ Continued Work on Items for Future Consideration
- July 20, 2012 – SGIP 2.0 “Shell” Legal Entity Formed
- July 2012 – Begin Seeking Seed Funding to Assist in Membership Campaign and Other Launch Activities
- August 2012 – Begin Seeking Sponsorships and Grants from Endowments
- August 3, 2012 – SGIP 2.0 First Board Meeting Scheduled to Commence
 - ▣ Every Other Week Board Meetings During Transition
- September 14, 2012 – Launch Membership Recruitment Campaign
 - ▣ Soft launch prior
- October 1, 2012 – Revise SGIP 2.0 Charter & Bylaws
 - ▣ Reflects Operational Organization
- January 2, 2013 – SGIP 2.0 Operational

CHALLENGE – no dedicated resources; no start-up funding