

IEA DSM TASK III

Co-operative Procurement of Innovative Technologies for Demand-Side Management

BACKGROUND

Working together in powerful buyer groups, the purchasers of products and systems can influence production choices and steer manufacturers towards improving the energy and/or environmental performance of their products. While maintaining a competitive situation, technology and co-operative procurement can open up fruitful collaborative work between buyers, and also between buyers and suppliers. This type of cooperative procurement of innovative, energy efficient technologies was the goal of IEA DSM Task III, *Co-operative Procurement of Innovative Technologies for Demand-Side Management*.

IEA DSM TASK III

The main goal of this Task was to stimulate and facilitate international procurement collaboration. Although several energy-efficient products were developed as a result of the work, the primary aim of the work was to learn how to conduct effective procurements.



Results

Three new products received the IEA DSM Award of Excellence and became commercially available.

- *Clothes Dryer.* The German AEG dryer, using a heat pump, achieved a 50% reduction in energy use compared to earlier models and received an EU Energy Class A Label.
- *High-efficient electric motor.* ABB Motors' 5.5kW motor reached an efficiency of 90.5% and the 75kW motor reached a 96% efficiency rate.
- *Copier.* The Rioch Company copier, a network capable



digital photocopier, consumed less than 10 watts of energy in standby mode. In combination with its other features, the machine consumed 70% less energy than comparable copiers on the market.

Some Lessons Learned

- Innovation is often a circular or spiral process rather than a linear process. Technology procurement is an important mechanism to promote innovation.
- Technology procurement is a long-term dynamic process in which the measures and actions vary with time. Long-term commitment is required from the participants and a high-level of support from the organizations involved. It is necessary to understand the market as a whole, as not only are the technology aspects important, but also the marketing and cost aspects.
- It is important to make policy makers as well as manufacturers and buyers aware of the technology procurement method.

Reports

Two reports are available to download from the Task III page of the DSM web site:

- Final Management Report
- Appendices to Task III Final Management Report

Participants

Denmark
European Commission
Finland
Korea
Netherlands

Spain
Sweden
United Kingdom
United States

Duration

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Task III Website

http://www.ieadsm.org/View_Task.aspx?ID=17&Task=3&Sort=1