

1/25/16

Michel Kohanim  
Universal Devices, Inc.  
5353 Yarmouth Ave. #209  
Encino, CA 91316

**Subject: Letter of Support for GFO-15-311: “Advancing Solutions that Allow Customers to Manage their Energy Demand”**

Dear Michel,

Southern California Edison (“SCE”) is pleased to offer this support letter to Universal Devices, Inc. for the proposal “Advancing Solutions that Allow Customers to Manage Their Energy Demand” submitted by Universal Devices, Inc. in response to EPIC Building Efficiency Grant Solicitation GFO-15-311.

SCE, a subsidiary of Edison International (“EIX”), is an investor-owned electric utility operating in the State of California, covering over 50,000 square miles and serving over 14 million people. SCE has a strong interest in successfully expanding Demand Response programs within the SCE service area. As such, SCE supports the overall goals described in Project Group 2: “Load Management Systems that Facilitate Participation as Demand-side Resources”, specifically, to develop and pilot-test behind-the-meter load management systems and operational strategies, program designs, and retail tariff options that minimize the cost and complexity of customer participation, while maximizing the potential of large numbers of small loads, to improve system load factor, shave peaks, integrate renewable generation, and otherwise provide low opportunity/cost resources to the grid.

SCE’s participation in this project is expected to be as a technical advisor, with the scope of the activities to be mutually acceptable to SCE and Universal Devices, Inc. SCE’s participation may include:

- Identifying barriers to providing DR to a larger number of customers
- Determining baselines and energy usage patterns
- Identifying SCE customers to participate in the pilot
- Establishing and validating goals for the pilot



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Because this is an unfunded collaboration and SCE will not be seeking reimbursement, SCE expects to be able to provide this type of support without being subject to the terms and conditions that may apply to a sub-recipient or vendor for the project.

We appreciate the opportunity to support this project and wish you a successful outcome from the proposal selection process.

Sincerely,

A handwritten signature in blue ink that reads "Steve Galanter".

Steve Galanter, Principal Manager  
Customer Programs & Services, DSM Engineering  
Southern California Edison Company