

DEMAND RESPONSE

Energy and Utilities Case Study

THE CLIENT CHALLENGE

Demand planning is never easy, but when you are a large federal utility, at the mercy of unforeseen emergencies and natural disasters, **demand planning gets ever more complicated.**

Based in the Pacific Northwest, this federal utility sought to establish a portfolio of resources which could increase or decrease their electrical load in response to variations in renewable energy generation, over-generation, system emergencies and critical system peak events.

Once the resources were identified, the federal utility needed to test those load increases and decreases with their customer utilities.

THE SOLUTION

North Highland was hired to lead the effort of developing a federal funding opportunity and to manage the projects once customer utilities were selected.

Working with each individual customer utility agency, North Highland structured customized pilot demonstration projects and assisted with cross-agency efforts and strategic initiatives to evaluate the technical feasibility, scalability and cost effectiveness of each demand response option.

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THE VALUE

After evaluating and breaking down the pilot project results, North Highland developed a business plan, which evaluated the technical feasibility and programmatic requirements, and charted a clear path toward the expansion of energy demand response in the Pacific Northwest.

ABOUT NORTH HIGHLAND

North Highland is a global management consulting firm that delivers unique value, relevant big ideas and strategic business capabilities to clients around the world. The firm solves complex business problems for clients in multiple industries through an integrated approach and offers specialty services via its Data and Analytics, Managed Services, and Sparks Grove divisions. North Highland is an employee-owned firm that has been named as a “Best Firm to Work For” every year since 2007 by Consulting Magazine. The firm is a member of Cordence Worldwide (www.cordenceworldwide.com), a global management consulting alliance. For more information, visit northhighland.com and connect with us on [LinkedIn](#), [Twitter](#) and [Facebook](#).

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