

ViP Reliability & Track Record

Per Lundsager
Darup Associates Inc.

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Main Issues in the ViP Market

- The chicken & the egg

- The market
 - Resources
 - Needs
 - Infrastructure
 - Policy / Strategy
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- Implementation
 - Money
 - Advice
 - Cooperation
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- A product
 - Technical performance
 - Economical performance
 - Environmental impact
 - Infrastructure requirements
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- *Where to start?*

ViP Reliability & Track Record

- Village Power systems
 - Small systems for individual power supply
 - Medium size systems for community grid supply
 - Large systems for island grid supply

- Still a chicken & egg situation
 - No market => No products
 - No Products => No markets

- How to break the deadlock?
 - Customers establish credible markets
 - Producers establish a positive track record

- What is in a positive track record?
 - Systems MUST work technically
 - Robust design using proven components
 - Ability to fail gracefully
 - Ensure proper infrastructure & product support

- What is a ViP Customer?
 - End users have needs but no money
 - Financiers have money but no need
 - Who has the the socio-technical expertise?

A ViP Strategy

- Implement an action plan based on the experience with grid connected wind energy
- Clear long term energy policy goals linked to economical incentives
- Economical incentives linked to compliance with increasingly tough technical-economical criteria

- Main issues in the strategy
- Establish a positive technical track record by giving top priority to simple, robust & reliable systems in realistic & reliable organisational setup
- Currently update priorities in view of the technical development
- Establish clear & realistic acceptance criteria for ViP projects
- Current monitoring of project to evaluate technical & organisational performance