

- Computerized, Instrumented, Residential Audit (CIRA),
- hotbox method for testing heat transfer through walls, and
- tracer gas testing.

Each of the case studies provides background information on the technology, a summary of the steps in its development and deployment, and an assessment of the importance of the DOE role. Estimates of the market penetration and energy savings achieved by an innovation are reported whenever it was possible to obtain this information. For several of the innovations we also offer recommendations for future technology transfer activities that would accelerate their market penetration and use.

DATA COLLECTION METHODS

The 12 successful case studies were identified through interviews with OBCS program managers and a review of relevant literature. The next step was to document the commercialization process. This was initiated by reviewing the available literature, which consisted mainly of technical reports and trade publications. We then contacted OBCS and national laboratory project managers as well as industry and trade association representatives. Telephone and personal interviews were conducted with these technical managers and industry representatives. Data from secondary sources, such as trade associations and the Census of Manufacturers were also used to obtain an accurate picture of the extent of commercialization.

ALTERNATIVE TECHNOLOGY TRANSFER STRATEGIES

A review of the literature suggests that there are at least six broad technology transfer strategies available to OBCS:

- contracting R&D to industrial partners,
- working with industry consortia,
- influencing key decision-makers,
- working with broker organizations,