

5.4.3 Commercialization

The original field test version and version 1.2 are in the public domain. WECC has copyrighted version 2.0 and subsequent versions. The audit is currently being sold to states and utilities in a package that includes training, support, and customization of the audit for local needs. The audit package is priced between \$15,000 and \$20,000. Basically, WECC has a two-tiered pricing structure. Non-profit buyers are charged a lower price than private utilities. The buyers are required to sign a licensing agreement for each copy of the audit purchased. The cost and the complexity of the program and data input requirements prohibit wider use of the WECC audit.

WECC, a non-profit organization, first started marketing the audit to utilities in the middle of 1987. So far, WECC has sold ten licenses - nine to public agencies and one to the State of Wisconsin. The licensees are allowed to make copies of the program for internal use. WECC does not perceive any audits to be directly competing with its own audit though it is aware of a similar mainframe audit developed by the State of Illinois. Pennsylvania Electric (PENELEC), one of the utilities in Pennsylvania that bought the audit from WECC in February of 1988, is using the program in its low-income weatherization program and has concluded that the audit meets its expectations. It is significant to note that even PENELEC does not know of any close substitutes of the WECC audit (Ponzurick, 1988).

5.4.4 Future Development

Future audits need to include cooling measures for application in the southern United States. The WECC audit does not perform any cooling measurements. WECC has an audit on the drawing boards that will cater to the