

SGIP PAP25
XBRL-CET

February 1, 2015

RE: Cat Herd Goes to Washington
Invitation to explore the Fork in the Road and to Influence the Tipping Point.

I have been personally advocating for a number of years that the best way to improve access to surety credit for small and emerging companies is to adopt technologies and interoperability that reduce administrative costs while improving underwriting information so that companies with limited revenue are still profitable to have as clients.

In my presentations I refer to “herding cats”, and sayings like “the chicken or the egg dilemma”, “it is as easy as sending or importing an address card from Outlook” and “Carrot and the Stick” when describing the challenge of getting open data standards adopted because there seemed to be little connection to draw different interests towards interoperability, which is the key factor to success.

There are legislative actions that mandate adoption of standards, like XBRL and the DATA Act, along with government funded grants/research and a number of trade association working groups like SGIP, AGC, NASBP/SFAA all dedicated to exploring solutions, and all dependent on each other for ultimate success.

Recently I have been using terms like “Fork in the Road” and “Tipping Point” because so much has evolved towards the inevitability that universally adopted standards “kitted together” for interoperability will become a reality, particularly if there was a catalyst for establishing a connection to draw different interests towards interoperability.

We have been invited to the Department of Energy in Washington DC to have a working group session to do just that, create a catalyst. **To create the Tipping Point.**

Our catalysts are simple, data sets for “Work on Hand” and “Interconnection”, with standardized bond forms for building the nation’s energy infrastructure, the Smart Grid, using the data fields. The total number of data fields are only 15 and 28, but the impact will be significant as the collaborative process to create industry adopted data sets will promote follow on additional data sets to be created, which in turn will enable innovations in systems and applications that utilize interoperability for the benefit of all stakeholders. Innovation based on open standards and competition.

The SGIP PAP25 / XBRL-CET project is not about software, it is about enabling software.

We would like you to join us in Washington DC for that meeting, either in person, by WebEx, by conference call, or simply providing a short statement. Attached is a preliminary agenda with a list of invited speakers, and while the list may be long the objective of each topic is not to go into detail, but simply a short talking point, confirm consensus and provide the DOT, DOE, NIST and FERC with enough industry consensus for them to act on, and to get past the “Tipping Point”.

If you support helping Small Business, part of Big Energy or Transportation, then your contribution towards getting past the “Tipping Point” is needed April 24th. Please consider adding your voice and insight to this industry solution.

We will show a work on hand data set generated by a Quickbooks user in XBRL and/or BEDES that can be imported by multiple stakeholders demonstrating interoperability, reducing what used to take up thousands of man hours a year into minutes. That dramatic reduction in administrative costs will have its greatest impact on Small Business, but also have a significant impact on Big Energy as data analytics and performance measurement become critical business tools.

We will then demonstrate how data standards and associated standardized forms enable significant increases in efficiency for building the nation’s energy and transportation infrastructure and compliance with the DATA Act. Increasing efficiency reduces costs, thereby improving investment viability calculations and increases the opportunities for small business.

It will be the cat herd around the world.

K. Dixon Wright