

## Certified Demand-Side Manager

An Industry Recognized Certification for Energy Professionals  
Specializing in Demand-side Disciplines

### Who are Certified Demand-Side Managers?

- Are you an Energy Utility Professional that plans, manages, administers, or supports demand-side management (DSM) or demand response (DR) programs?
- Are you an energy-efficiency consultant that proposes DSM or DR projects to utilities or local, state, and federal government clients?
- Are you involved in the process of deciding which energy procurement, energy utilization, and energy cost reduction projects get approved?

A Certified Demand-Side Manager (CDSM™) is an individual who plans, manages, administers, executes, or supports demand-side management (DSM), load management (LM) or demand response (DR) programs. The CDSM proposes DSM, LM or DR strategies, technologies or projects to utilities or local, state, and federal government clients as well as end use customers. The CDSM is involved in the process of monitoring, evaluating, and deciding which energy procurement, energy utilization, and energy cost reduction projects get approved or modified. This includes the use of a range of energy principles to demonstrate the impact on utility and customer costs, resiliency, capacity, reliability, and project financials. The CDSM understands how DSM, LM and DR program frameworks are viewed by customers, utilities, and communities. The CDSM also understands the implications of energy programs and how they align with organizational goals & expectations.



#### What does the Certified Demand Side Manager (CDSM™) Certification Program offer?

This program helps educate and qualify individuals involved in the value and impact of energy improvement projects on business. By obtaining the CDSM certification, candidates gain industry and peer recognition by demonstrating their understanding of core principles, practices, and technologies related to energy management and efficiency. The program raises the professional standards, both technical and ethical, of those engaged in this specialized, but growing industry sector.

#### What is the bottom line for me or my company?

Gaining a wide-reaching and industry-recognized certification is always a personal and financial investment. Individuals report career improvements in the form of salary and responsibility increases. The certification shows individuals hold a fundamental understanding of the profession and a commitment to the highest standards of quality. Companies, organizations, and consultants with a CDSM on-staff often see a higher affinity with their customers because CDSMs understand their customer's requirements and are a trusted source for DSM and DR related matters.

## What functional areas does the CDSM™ Certification Program cover?

The certification program requires fundamental knowledge across several core principles and practices specific to demand-side management. These include:

- History of Demand Side Management (DSM), Demand Response (DR), and Load Management (LM)
- Planning and Evaluating DSM, DR, and LM
- Designing DSM, DR, and LM Programs
- Implementing DSM, DR, and LM Programs
- Managing DSM, DR, and LM Programs
- Verification & Analysis of DSM, DR, and LM Programs
- Future DSM, DR, and LM Programs

## How do I become eligible for AEE's CDSM™ certification?

Every certification program offered by AEE is defined by strict standards to ensure the program maintains its industry-wide recognition and credibility. To that end, AEE stipulates three criteria that all CDSM candidates must meet. Firstly, applicants must have relevant experience or educational credentials (see below). Secondly, candidates must undergo a defined training program that aligns with the fundamental knowledge base of the program, and the principles and practices of the industry as a whole. Thirdly, candidates must pass the associated exam to demonstrate their technical knowledge, proficiency, and abilities in the area of

### Experience & Education

Applicants must meet one of the following eligibility criteria:

- Hold a 4-year degree OR Professional Engineer (PE) OR Registered Architect (RA) and 2+ years related\* work experience.
- Hold a 4-year unrelated Bachelor's degree and 3+ years related\* work experience.
- Hold a 2-year associate degree and 5+ years related\* work experience.
- Have 10+ years related\* work experience
- Be a current Certified Energy Manager (CEM®) OR Business Energy Professional (BEP®) OR Certified Energy Procurement Professional (CEP®).

\*Related degree in energy management, business, marketing, finance, engineering, or architecture and related experience in demand side management programs or work related to supporting demand-side management.

demand-side energy management.

## Why would I want to take a training program when I believe I already have the knowledge and experience required to pass an exam?

A CDSM training program provides more value than only preparing individuals to take the associated exam. It brings all candidates to a base level of understanding across a wide variety of demand-side energy management topics.

For those entrenched in their normal daily activities, attending a training program, held away from the office, in a classroom environment can be a catalyst for improvement and change. For many, the chance to network, connect, and learn from other like-minded individuals is incredibly valuable.

## I obtained my CDSM™ Certification, where do I go next?

The CDSM certification can help define your status as an energy professional and help progress your career. Once complete, make sure you maintain your account and keep track of your certification on [aeecenter.org](http://aeecenter.org). You can also keep up to date on energy management practices and technologies by joining your local AEE Chapter. Energy professionals continuously tell us that they stay ahead in the industry by getting involved in their local community.

[Find Your Local AEE Chapter](#)