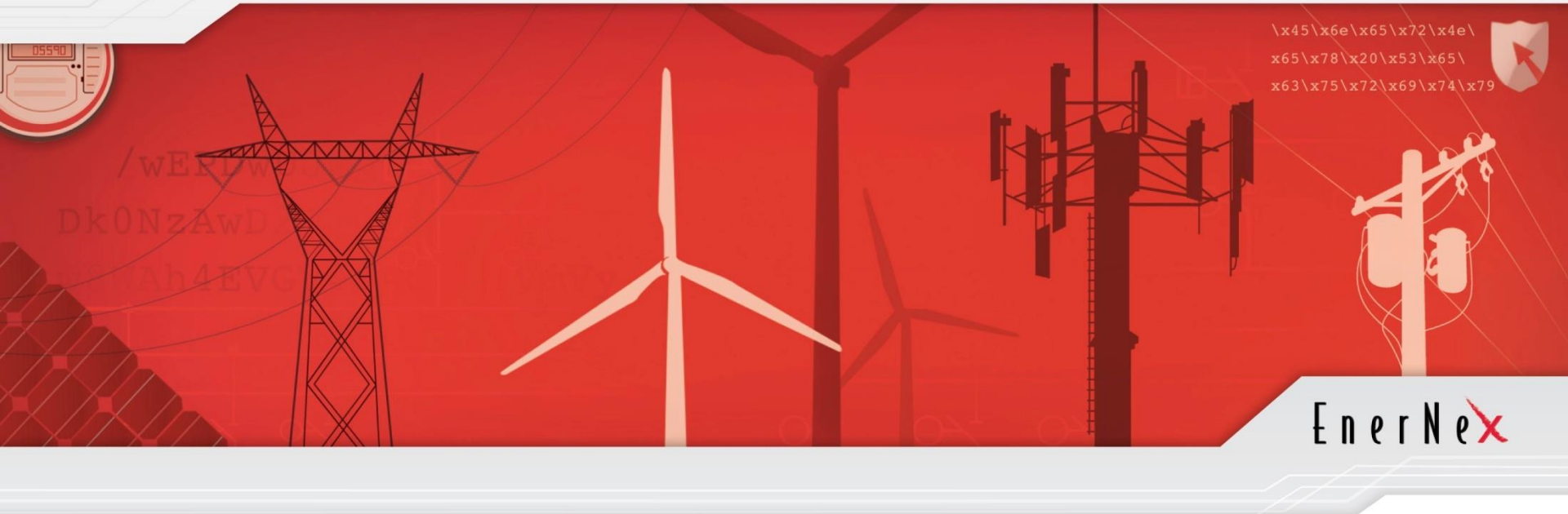


Deriving Benefits from Smart Grid Investment

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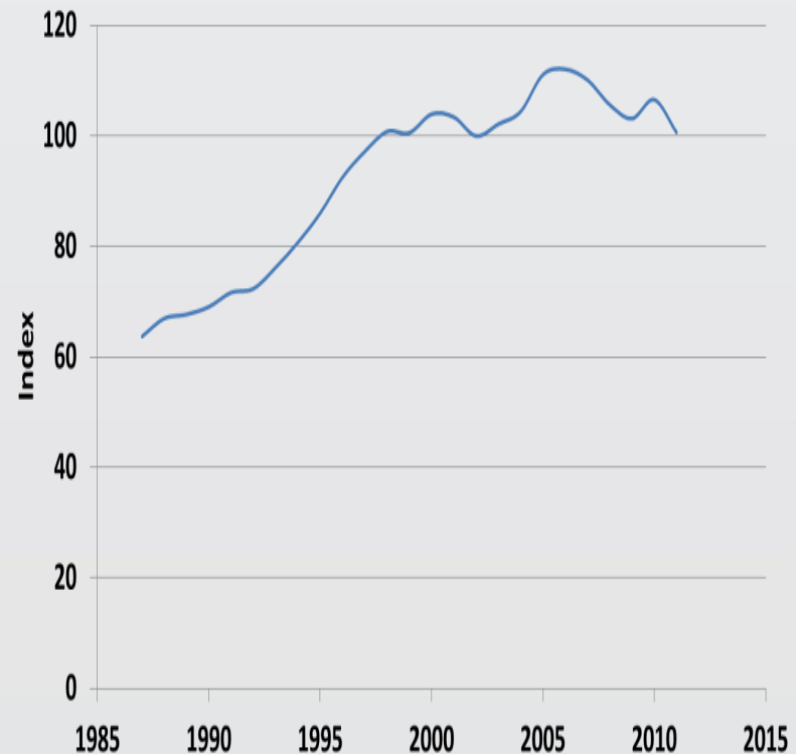
Transitioning grid modernization efforts from deployment to operationalization will be a significant challenge for utilities and service providers and will require business processes to derive business insight, efficiency and value.

Large Government Investment

- ▶ The American Recovery and Reinvestment Act (ARRA) of 2009 appropriated over \$4 billion in a variety of smart grid enabling initiatives including:
 - Smart Grid Investment Grants (\$3.5 billion)
 - Smart Grid Regional and Energy Storage Demonstration Projects (\$0.7 billion)
 - Interoperability Standards and Framework (\$12 million).
- ▶ The projects and deployments associated with these investments have been completed.
- ▶ However, the benefits associated with the investments are dependent upon efficient utilization of the systems and technologies that have been installed.

Electric Power Sector Productivity

- ▶ Y2K investment was a similar in terms of the massive investment made.
 - In retrospect, the Y2K problem may have been overblown
- ▶ However, the resulting investment in IT is one of the factors in productivity increases from 2001 to 2006



Bureau of Labor Statistics: Electric power generation, transmission and distribution productivity

Customer Interface

Functionality

Customer reduces their usage in response to pricing or events

Customer has access to recent energy usage and cost

Customer prepays for electric services

3rd parties utilize AMI to interact with customer devices

Customer Uses Smart Appliances

Customer Uses an In-Home Display

Customer Uses an Energy Management System

Load Researchers Perform Analyses Using SmartConnect Data

Billing

Functionality

Meter Reading of Demand and Energy Usage Data

Utility connects and disconnects customer

Utility remotely limits customer usage

Utility detects tampering or theft at customer site

Billing

Functionality

Meter Reading of Demand and Energy Usage Data

Utility connects and disconnects customer

Utility remotely limits customer usage

Utility detects tampering or theft at customer site

Demand Response & Distributed Generation

Functionality

Utility curtails customer load for grid management

Customer Installs and Uses Distributed Generation

Real time operations issues DR for economic dispatch

Demand Response participates in wholesale electricity markets



Outage Management & Reliability

Functionality

Outage Management & Root Cause Identification

Power System Automatically Reconfigures for Reliability

Distribution Operator Controls the Distribution System using AMI Data

Distribution Planning

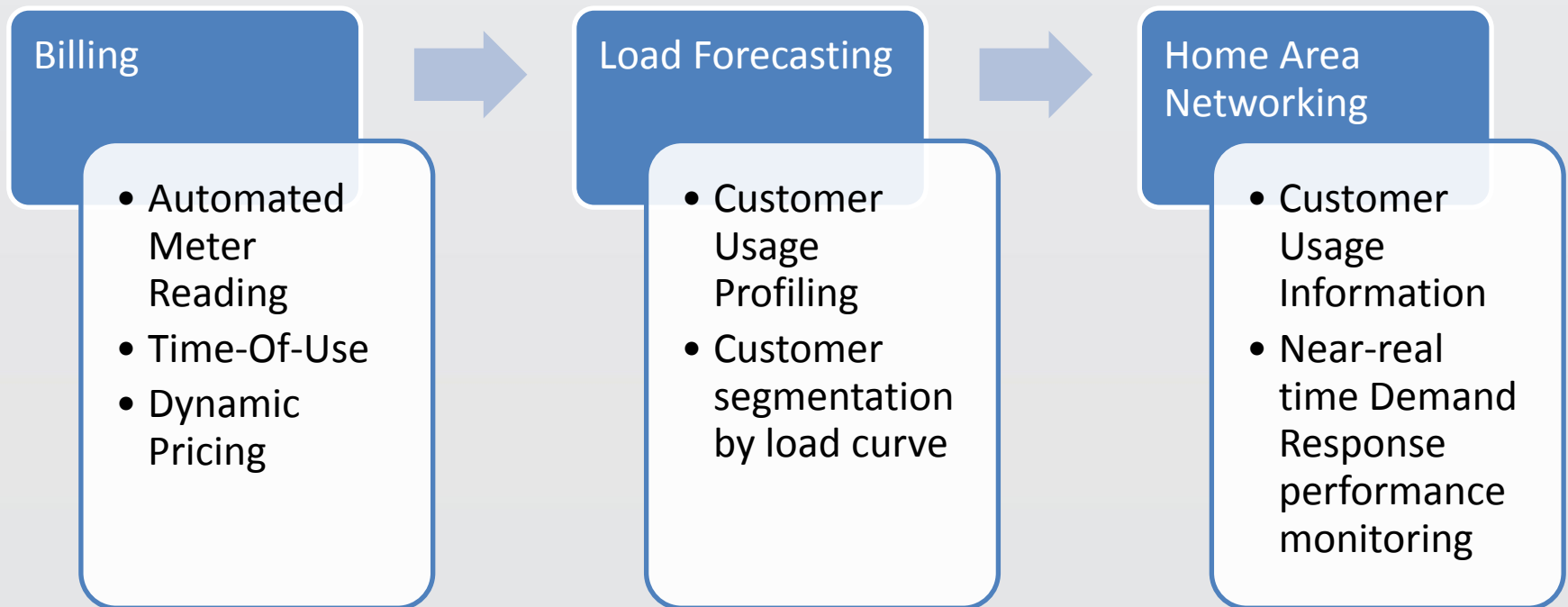
Functionality

Distribution Planner Optimizes Asset Utilization

Planners Perform Analytics Using Historical SmartConnect Data

Upgrade AMI system

Incremental Benefits



Questions

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