

Smart Sourcing to Smart Governance: Achieve Goals, Mitigate Risk in Executing Your Smart Grid Strategy

EquaTerra AMI / Smart Grid Services

The electric utility industry stands ready to transform the electric network by implementing Smart Grid – a move that will change the entire business model and affect all stakeholders – utilities, regulators, energy service providers, technology vendors and, most importantly, customers. There's no denying the complexities involved in executing a Smart Grid strategy.

The utilities that are among the first to adopt these new technologies and services face a unique set of challenges. These challenges are not only limited to the technology, but, more importantly, how the technology impacts the overall business.

At EquaTerra, we believe that implementing a Smart Grid strategy is about business transformation. As with any transformation, the service delivery lifecycle is a complex journey that requires meticulous planning, clearly defined solutions and rigorous implementation control. This is particularly true in the highly visible and public Smart Grid arena, where you need a trusted business advisor who can help you along this intricate journey.

EquaTerra has extensive experience providing objective advice on sourcing strategies, systems integration, program management and implementing governance models for complex transformation initiatives at utilities worldwide. We can help your company excel by applying our proven methodology to all phases of your AMI / Smart Grid plans – from strategy to solution to implementation.

Our advisors will work with you to make your Smart Grid vision a reality. We'll help you understand baseline costs and benefits, generate business cases, validate strategies, ensure organizational alignment, select and manage compatible vendors, and provide program management and reporting solutions so you'll have success through all phases of the service delivery lifecycle.

Top EquaTerra Clients

As the AMI / Smart Grid industry develops, utilities need a partner who understands the utility industry regulatory culture and what it takes to see a program through from concept to completion. Our experience with electric, gas and water utilities is extensive. We have helped utility companies around the world transform and / or outsource their business processes for faster, more effective decision making. Some of our clients include:

North America

- DTE Energy
- Entergy
- Exelon
- Hess
- Hydro One
- National Grid
- NiSource
- Oncor
- TXU Energy
- Washington Gas
- Xcel Energy

Europe

- Anglian Water
- BP
- Centrica
- Delta Energie
- Electrabel
- Eneco Energie
- South West Water
- Severn Trent
- Southern Water
- Thames Water
- Welsh Water

How EquaTerra Can Help

EquaTerra Services

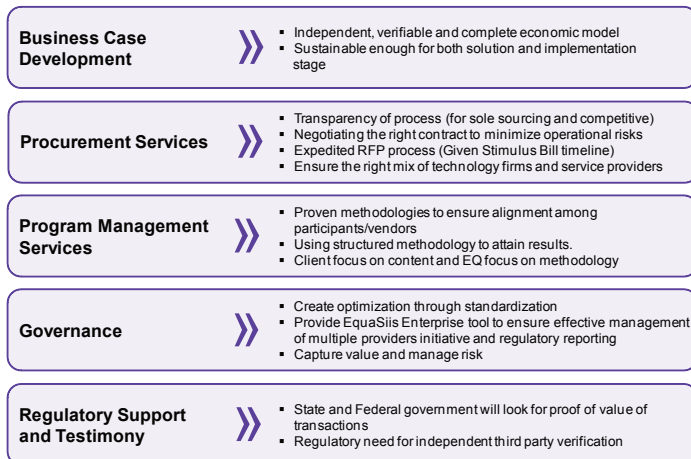


Figure 1

Executing a Smart Grid strategy involves mastering a series of important steps in order to achieve your overall goals. EquaTerra has the team, experience and methodology in place to help make that happen.

Our utility advisors can help you:

Develop a Business Case. A well-devised business case is the first step in determining which opportunities to explore. In identifying best practices, cost savings and potential risks, we'll construct an independent and verifiable economic model that is sustainable throughout the business process lifecycle.

Fashion a Sourcing Strategy. A Smart Grid strategy requires that service providers not only meet financial requirements but have the capacity to adapt to change. We'll help you meet strict, government-imposed deadlines and minimize operational risks by negotiating the right contracts with the right mix of technology firms and service providers.

Manage Multiple Programs. Programs can't succeed if everyone isn't speaking the same language. Our proven methodologies and tools will ensure alignment among participants and vendors – so everyone can devote more time to the project at hand.

Devise a Governance Strategy. An effective governance strategy is the only way to achieve the business opportunities laid out in the business case. The Department of Energy requirements to report on the expenditure of stimulus funds and the performance of the Smart Grid program significantly increase the risks of ineffective governance and program management. We help you achieve optimal results through standard processes and tools deployed virtually to reach all program participants. Our EquaSiis Enterprise governance and reporting tool has been successfully deployed by Global 100 companies to manage complex initiatives with annual spending in excess of \$100 million, and includes a customized dashboard tool that ensures effective management of multiple initiatives. Additionally, Enterprise has integrated workflow that captures business rules and provides an audit trail. This system can also interface with an ERP system and vendor / company data to provide an aggregate view for the program management office.

Provide Regulatory Support / Testimony. State and federal regulators and agencies will look for demonstration of prudence and compliance with regulations for rate recovery, grant expenditure or grant approval. EquaTerra satisfies the need for independent third-party verification of program expenditures.

For more information on our Utility Advisory Services please see our Website at: <http://www.equaterra.com/energy>

For more information on EquaSiis Enterprise, visit www.equasiis.com

About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported over 2000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.

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