



# Services to Augment Utility Operations for Optimal Overall Performance

TechAdvantage 2016

# The Grid is Growing More Complex



**Insufficient Resources and Expertise**

**Pressure on Time to Execute**

**Rapid Technology Changes**

**“Do more with less”**

**Extensible Business Processes**



# Services Options to Fit Your Unique Needs

Helping customers make practical decisions about ownership and operation of smart grid technology.

**Choose a little.**

**Do it Yourself** with services to best augment your team success

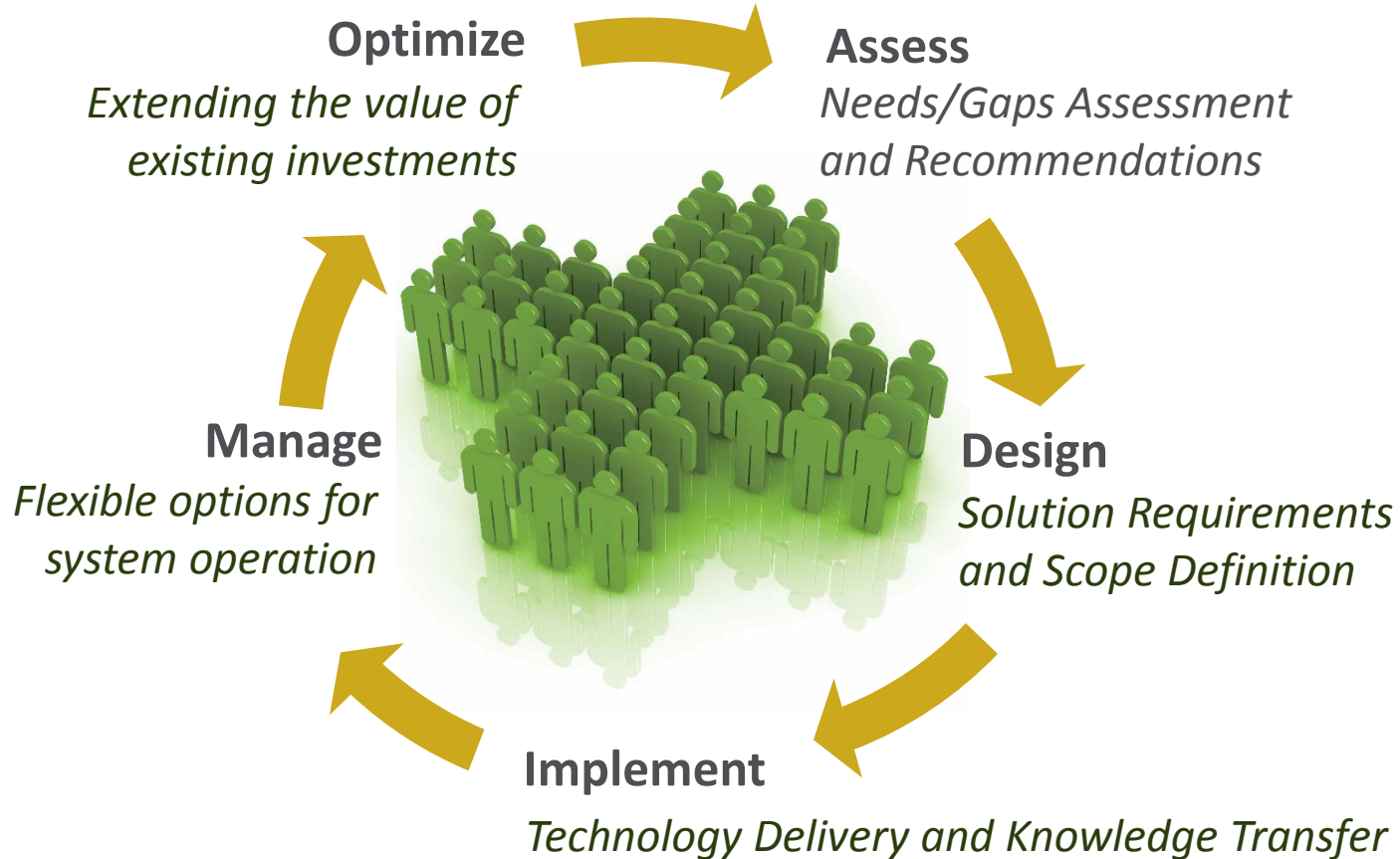
**Get Landis+Gyr help** to efficiently jumpstart your program and transition your team

**Let Landis+Gyr manage** your complete AMI program

**Choose a lot.**



# Proven Services Methodology



# Customers Leveraging Our Services Breadth Today



Southwest Texas Electric  
Cooperative, Inc.

Extending the  
value of existing  
AMI investments.

Optimize

Assess

Design

Manage

Implement

Assurances of network  
control for managing  
peak demand  
management

AMR → AMI

Change management  
to ensure current  
plans align with  
future needs.



Colorado Springs Utilities  
*It's how we're all connected*



Data migration to  
ensure seamless  
transition to new  
systems.



## Landis+Gyr Services

- Business Process Analysis
- Change Management Guidance

## Member Benefits

- Reliable plan for grid that addresses upcoming challenges such as distributed energy resources

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*“A grid that adapts to the dynamics of distributed energy helps utilities and consumers access these resources and reap the benefits.”*

*~DOE Electricity Advisory Committee*

**AMR → AMI**

# Bringing the Value of the Past Into the Future



## Landis+Gyr Services

- MDMS Data Migration
- Transition-to-Operations Support

## PPL Benefits

- Seamless transition for operational efficiency
- Maintain focus on critical business systems



# Partnering to Ensure Optimal System Performance



## Landis+Gyr Services

- Cloud Services
- Support Team for Data Delivery and Network Operations

## CSU Benefits

- CSU can focus on its core business -- providing reliable and dependable electric, gas and water w/ excellent customer services



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# Getting the Most from Your AMI Investment



## Landis+Gyr Services

- System Health Check
- Consulting Services

## SWTEC Benefits

- Customized reports
- Recommendations to ensure a reliable, future-ready smart grid system

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*“We had seen significant improvements with our system and as we make the changes that were suggested we feel confident in seeing even more.”*



**Southwest Texas Electric  
Cooperative, Inc.**

# Experience Service Provider for 20+ years

Established  
Offering

**200** hosted  
customers



Customers  
Agree

**100%**  
referenceable  
accounts

Quality of  
Service

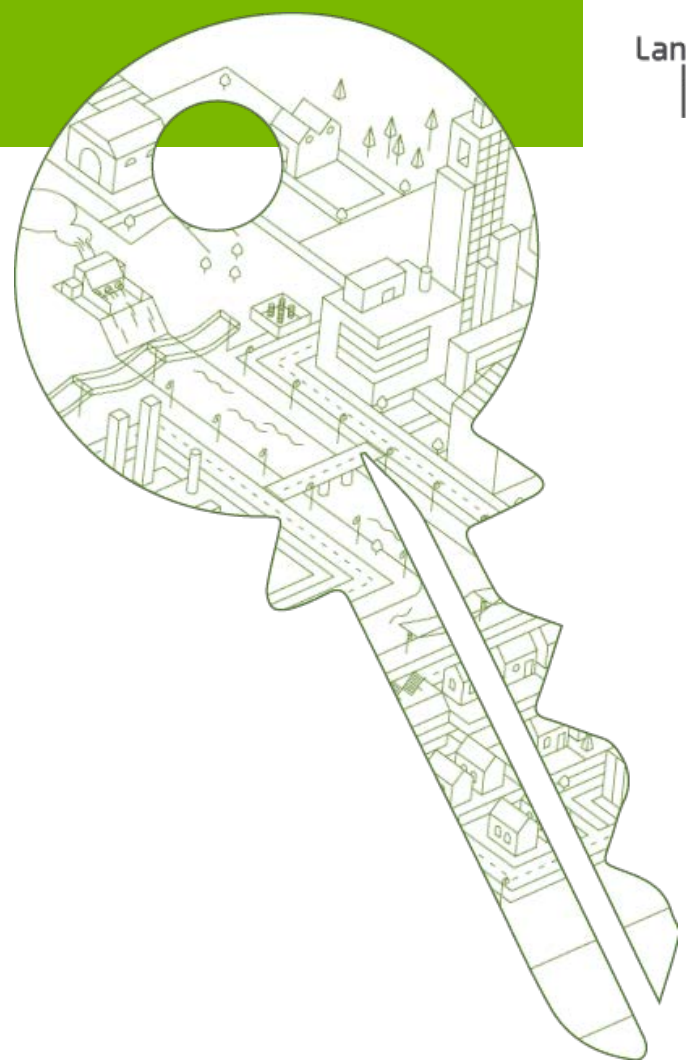
**Dedicated**  
support team

Credentials  
and Expertise

**PMP** and **ITIL**  
certifications

# Key Takeaways

- Expertise when and where you need it—so you can focus on the core business
- Robust service offerings to meet your evolving requirements



Assess.

Design.

Implement.

Manage.

Optimize.

Get there with Gridstream® solutions  
from Landis+Gyr.



# Thank You

