

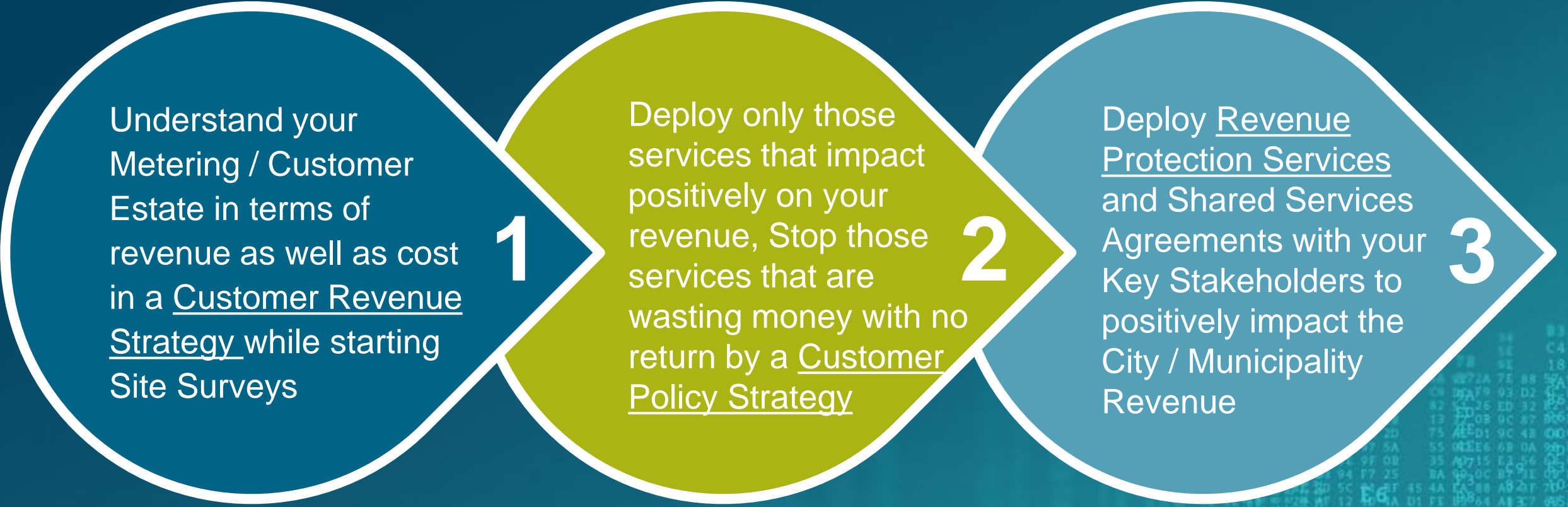


**A Revenue Led Strategy for Electric Utilities...**

A new approach to Smart Metering, Revenue Protection and Technology Services



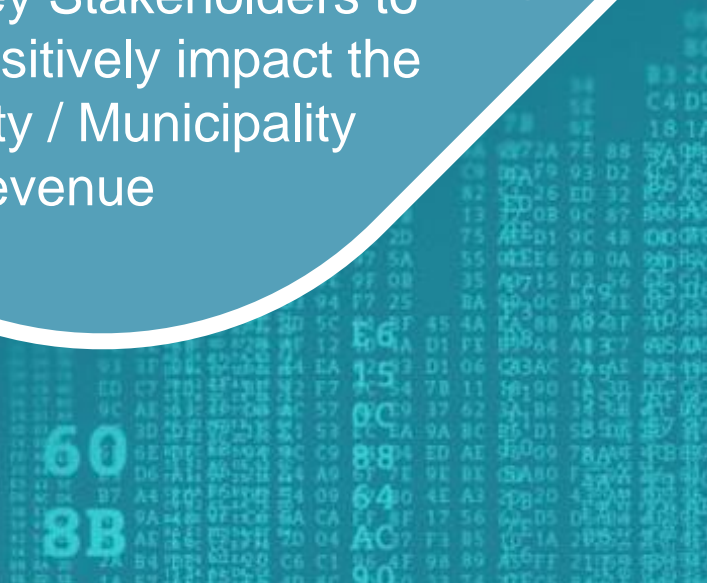
# A Revenue Led Strategy for Electric Utilities... Executive Summary



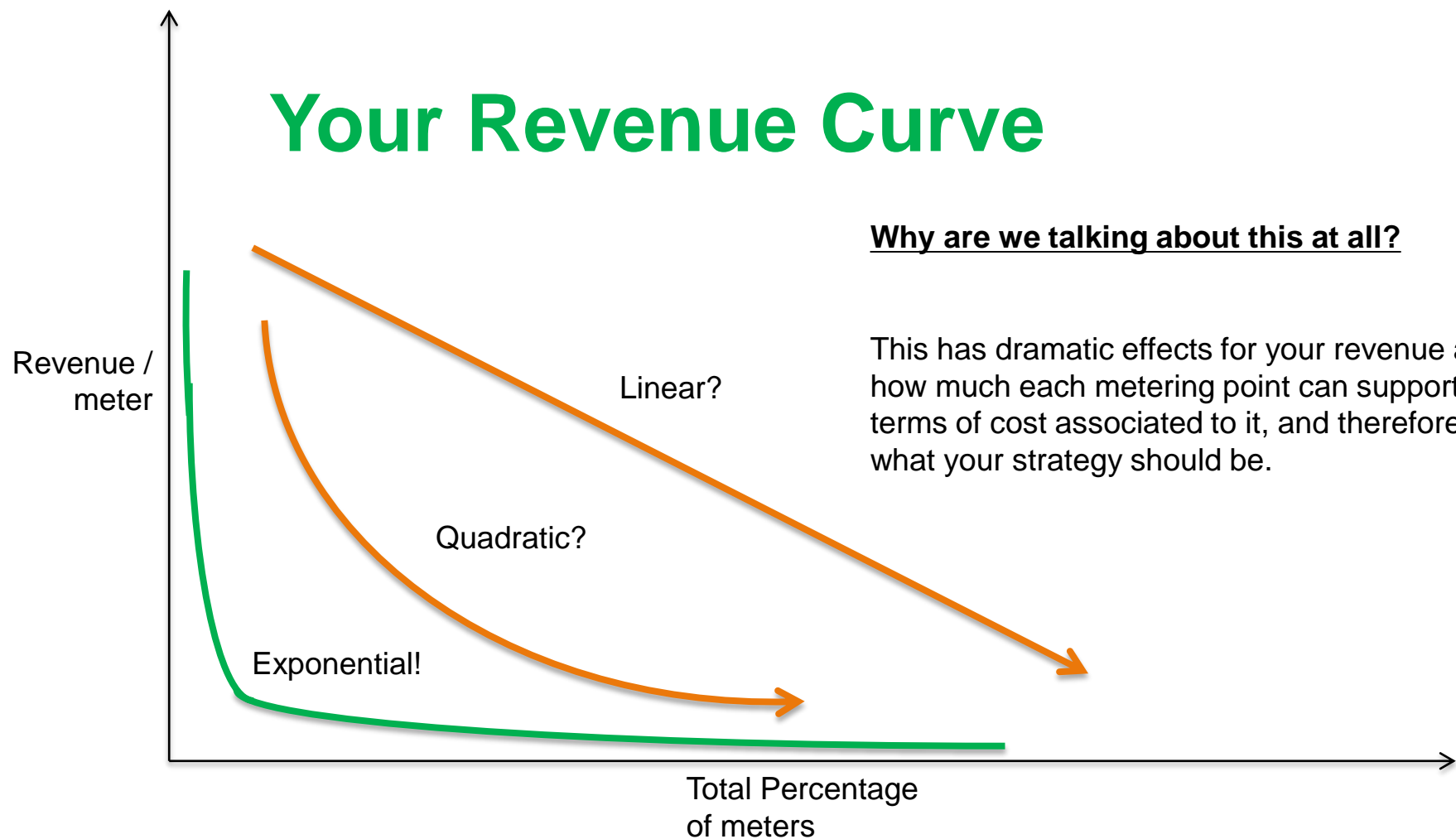
1 Understand your Metering / Customer Estate in terms of revenue as well as cost in a Customer Revenue Strategy while starting Site Surveys

2 Deploy only those services that impact positively on your revenue, Stop those services that are wasting money with no return by a Customer Policy Strategy

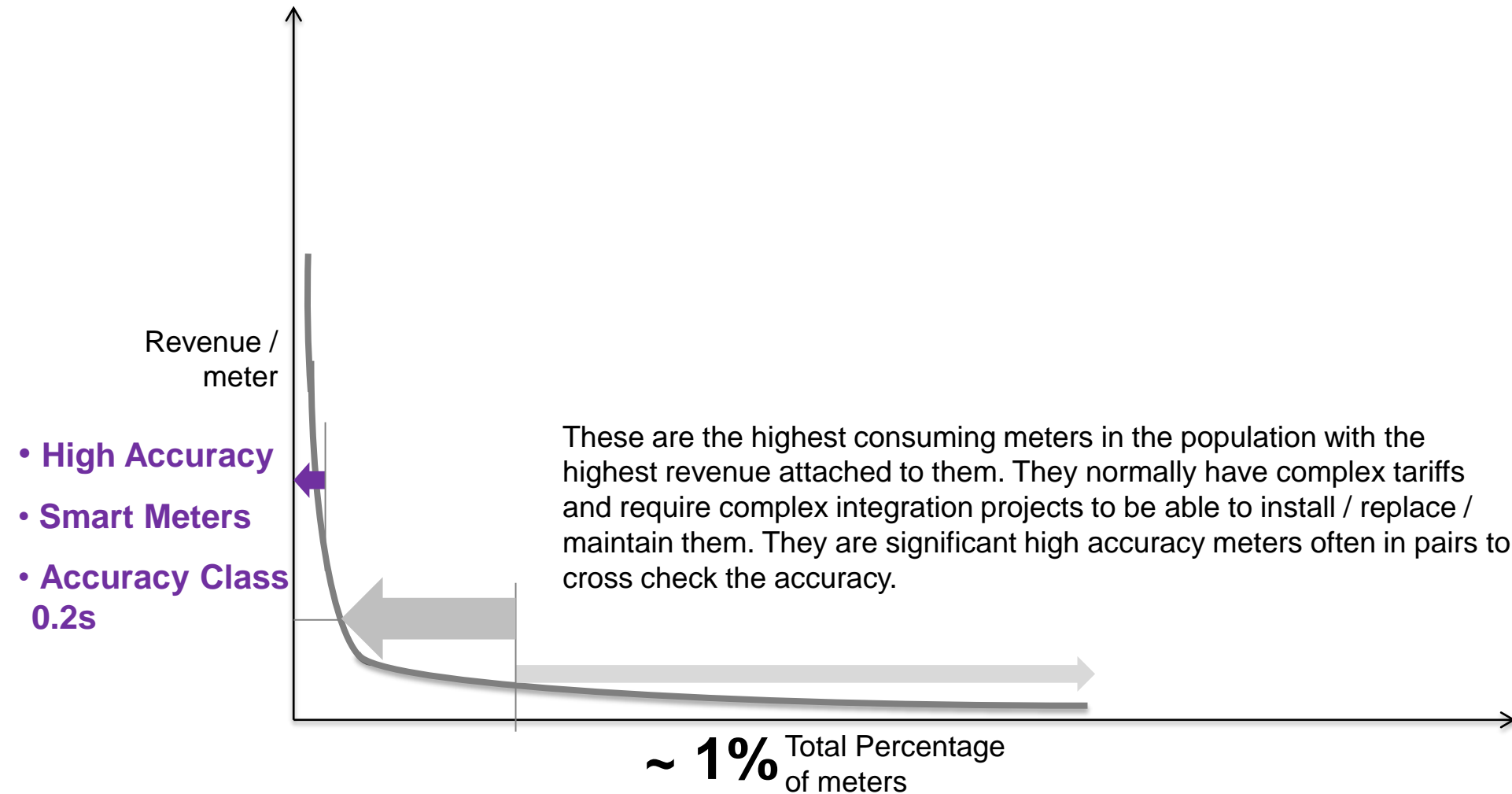
3 Deploy Revenue Protection Services and Shared Services Agreements with your Key Stakeholders to positively impact the City / Municipality Revenue



# Your Revenue Curve



# Revenue Curve – Very Large Power Users



# Revenue Curve – Very Large Power Users



All of these are services that Siemens can deploy or help you with

Concerned About



Advanced outages have penalties and grid consequences at this complexity level, no easy rectification



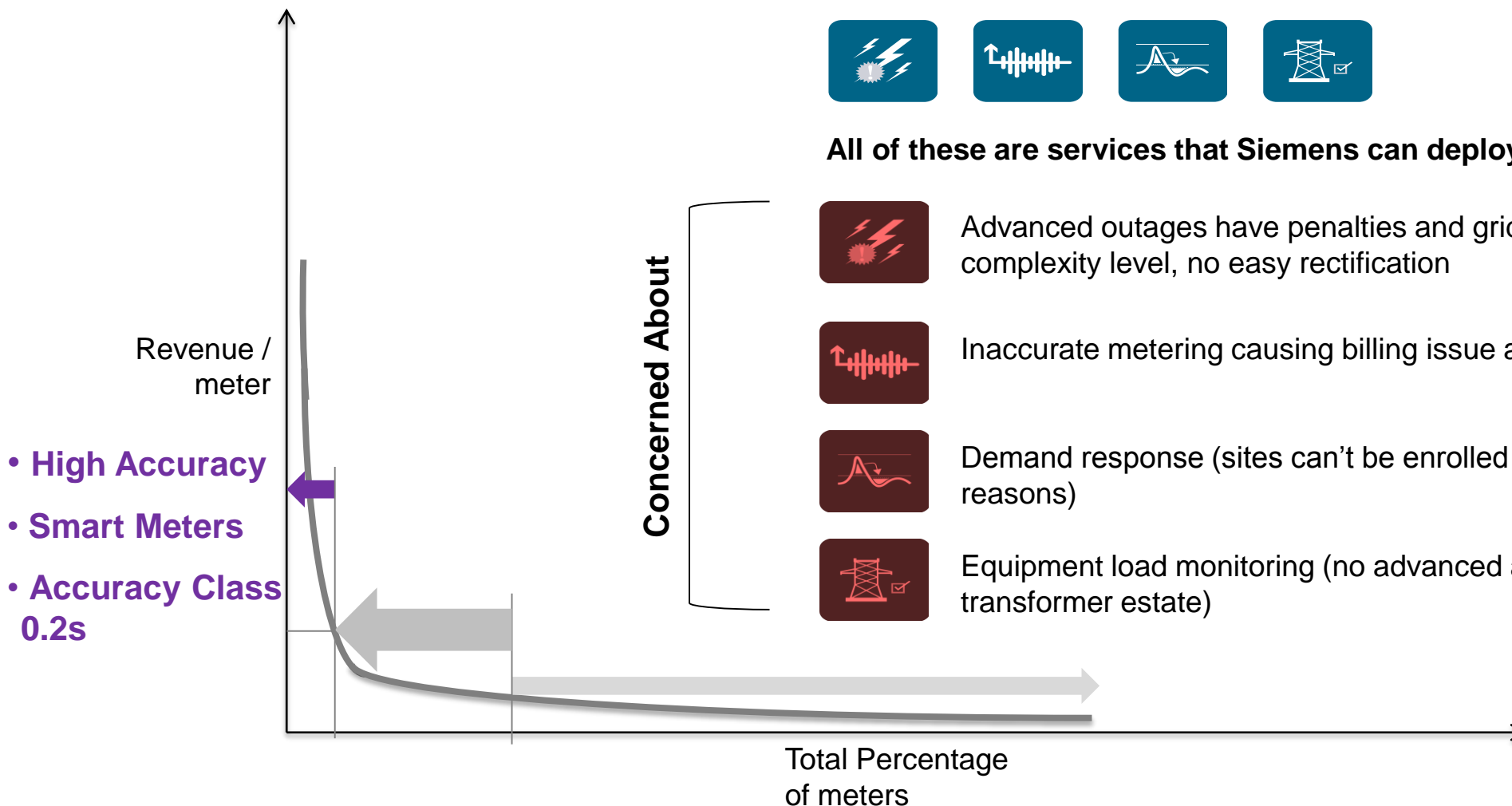
Inaccurate metering causing billing issue and significant lost revenue



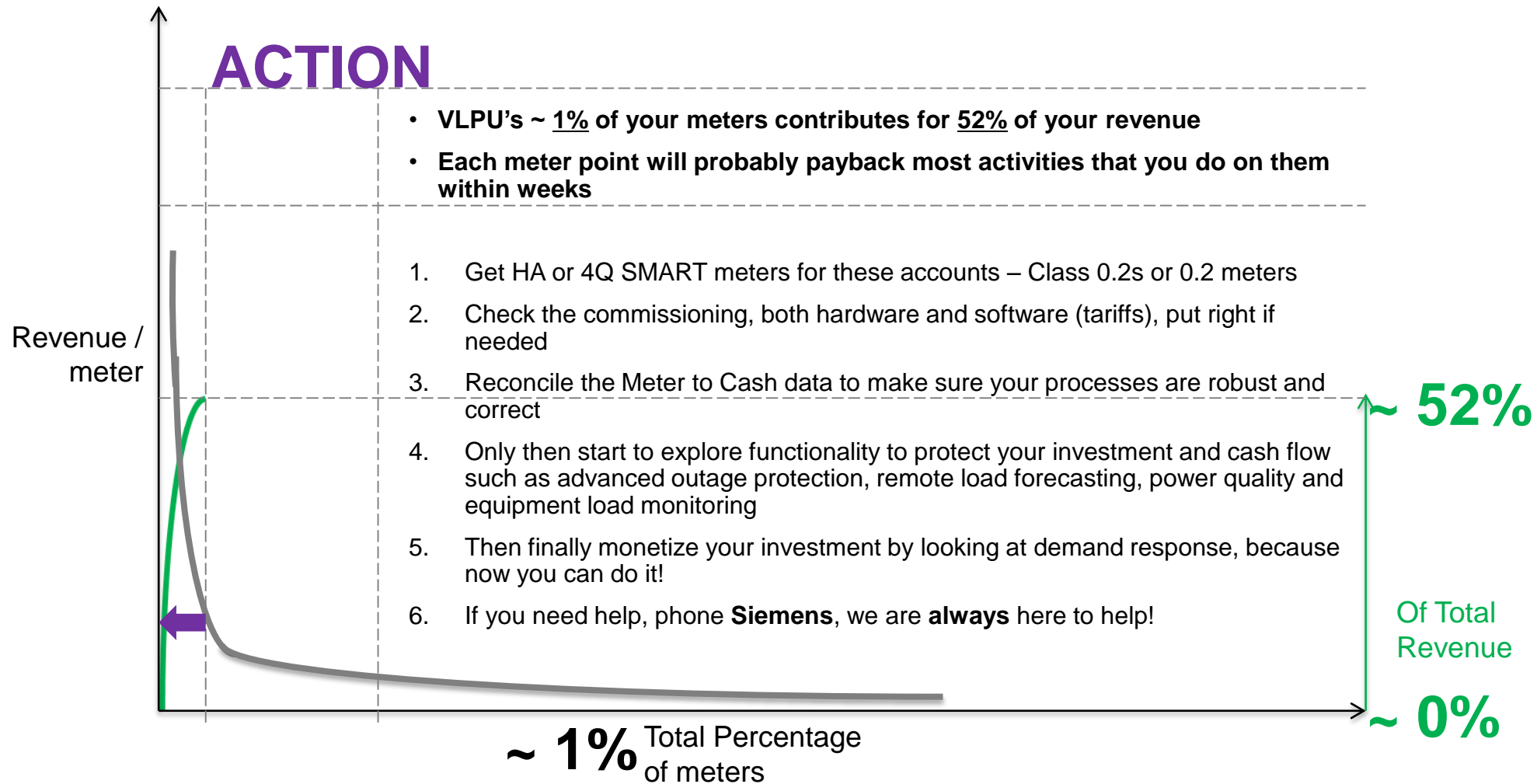
Demand response (sites can't be enrolled in DR programs for unknown reasons)



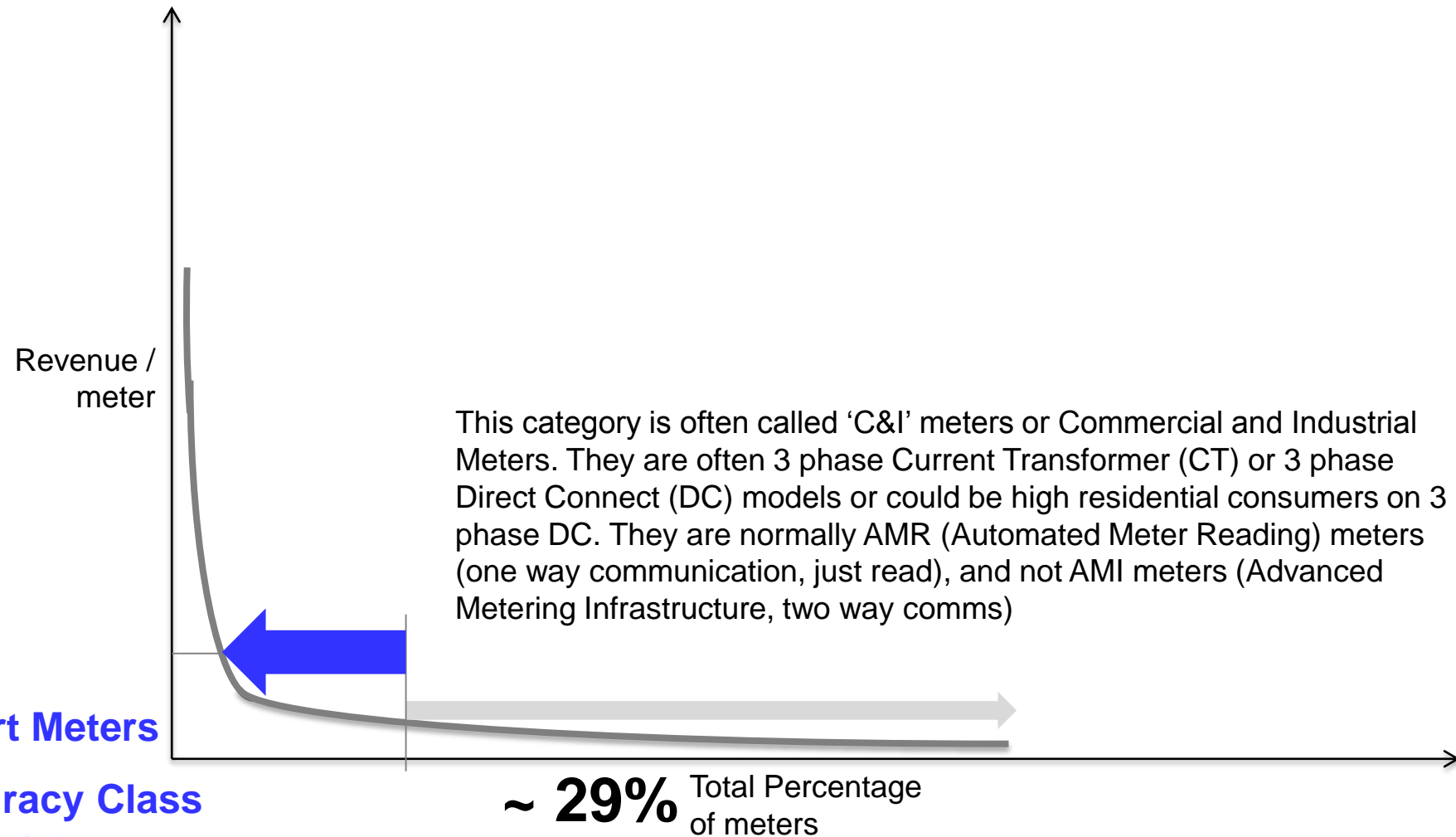
Equipment load monitoring (no advanced asset condition monitoring for transformer estate)



# Revenue Curve – Very Large Power Users



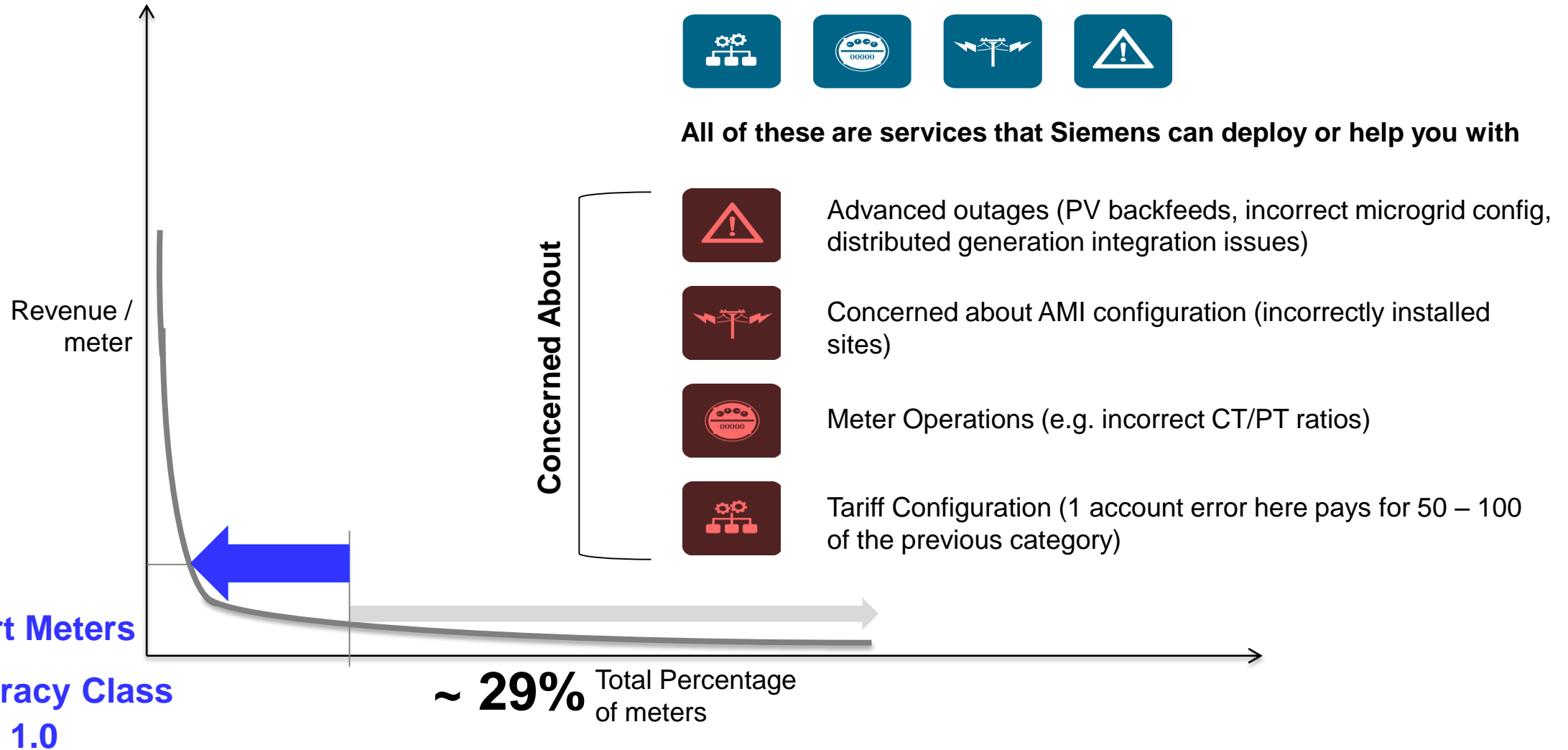
# Revenue Curve – Large Power Users



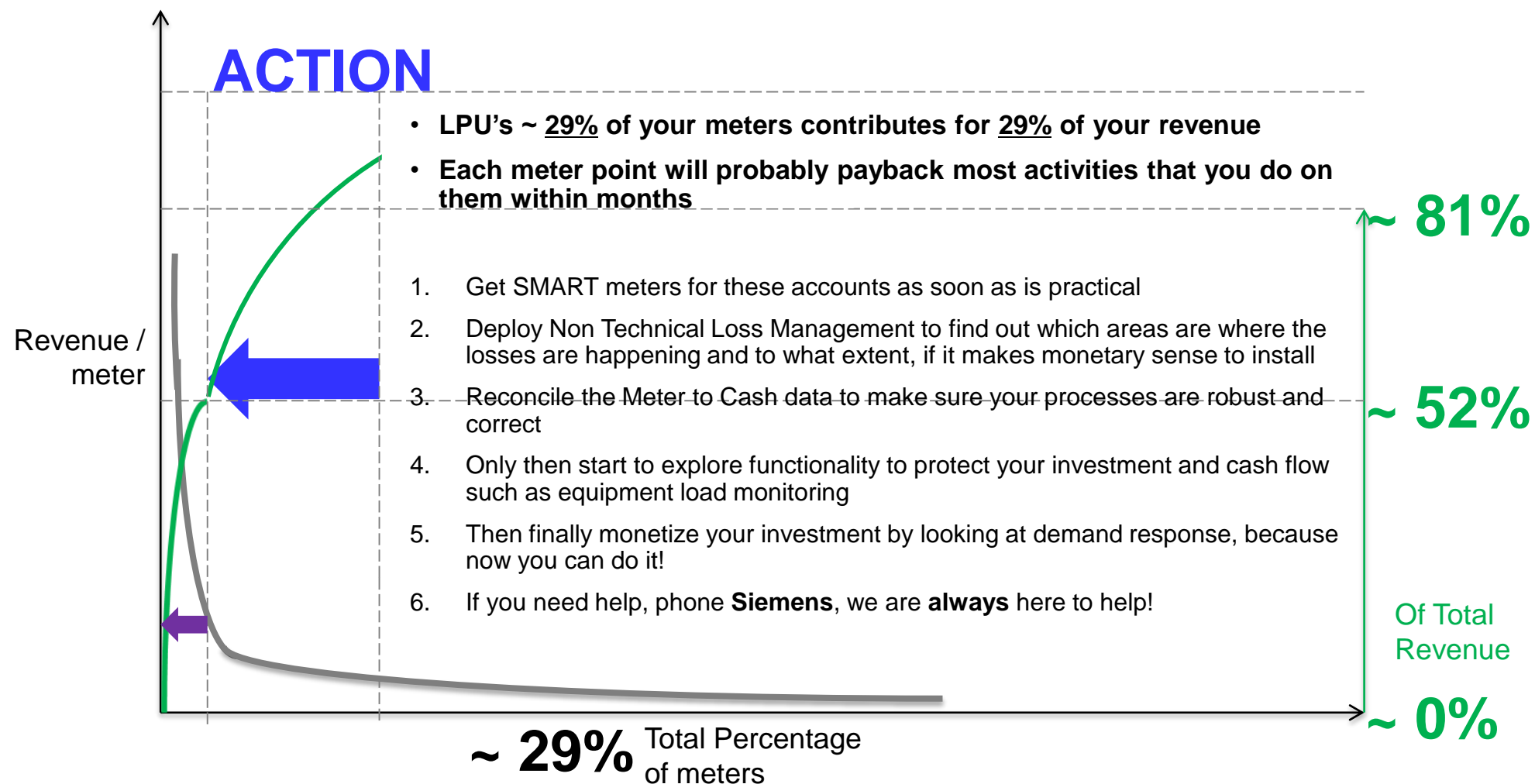
- AMI
- Smart Meters
- Accuracy Class 0.5 or 1.0



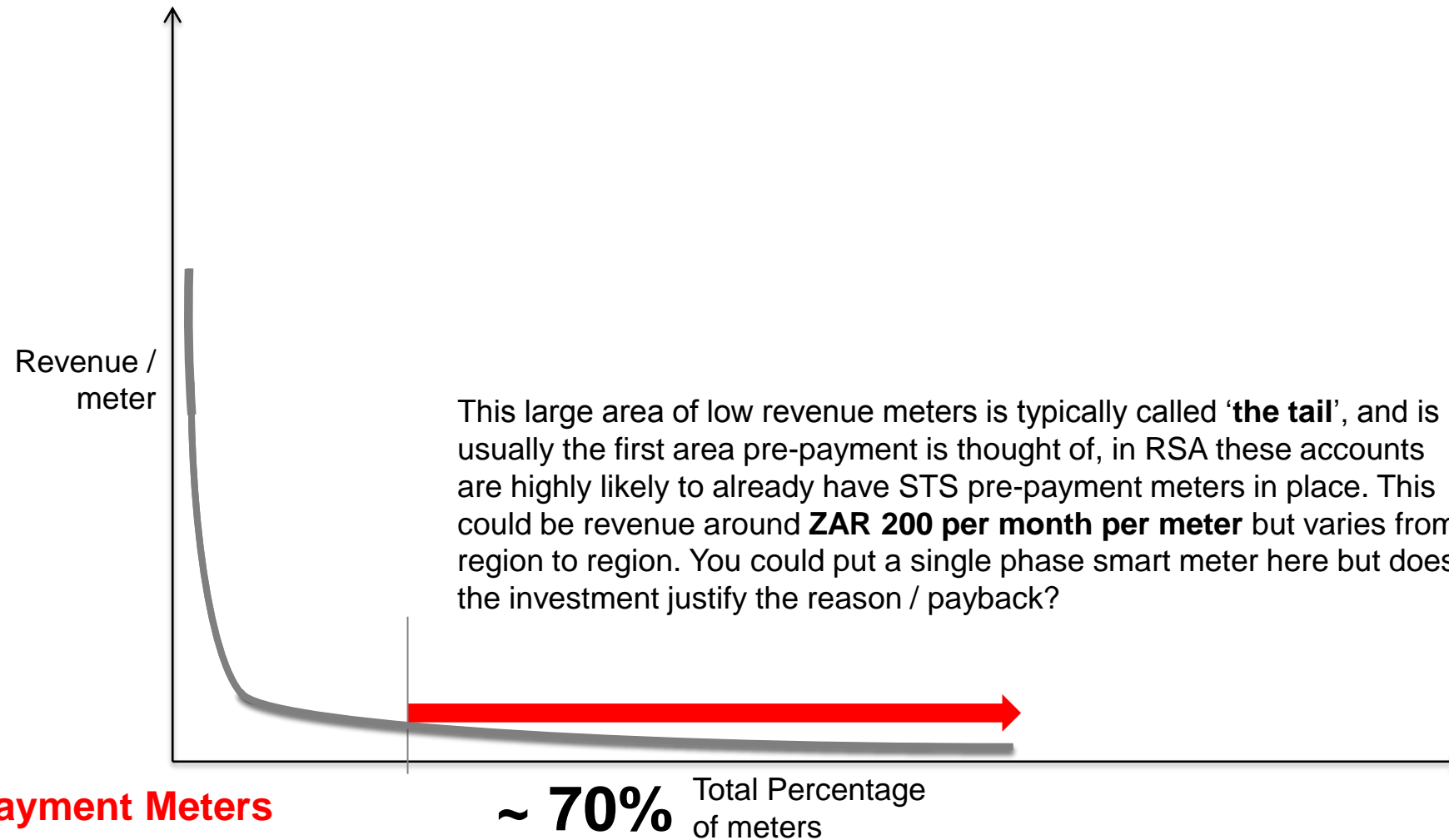
# Revenue Curve – Large Power Users



# Revenue Curve – Large Power Users

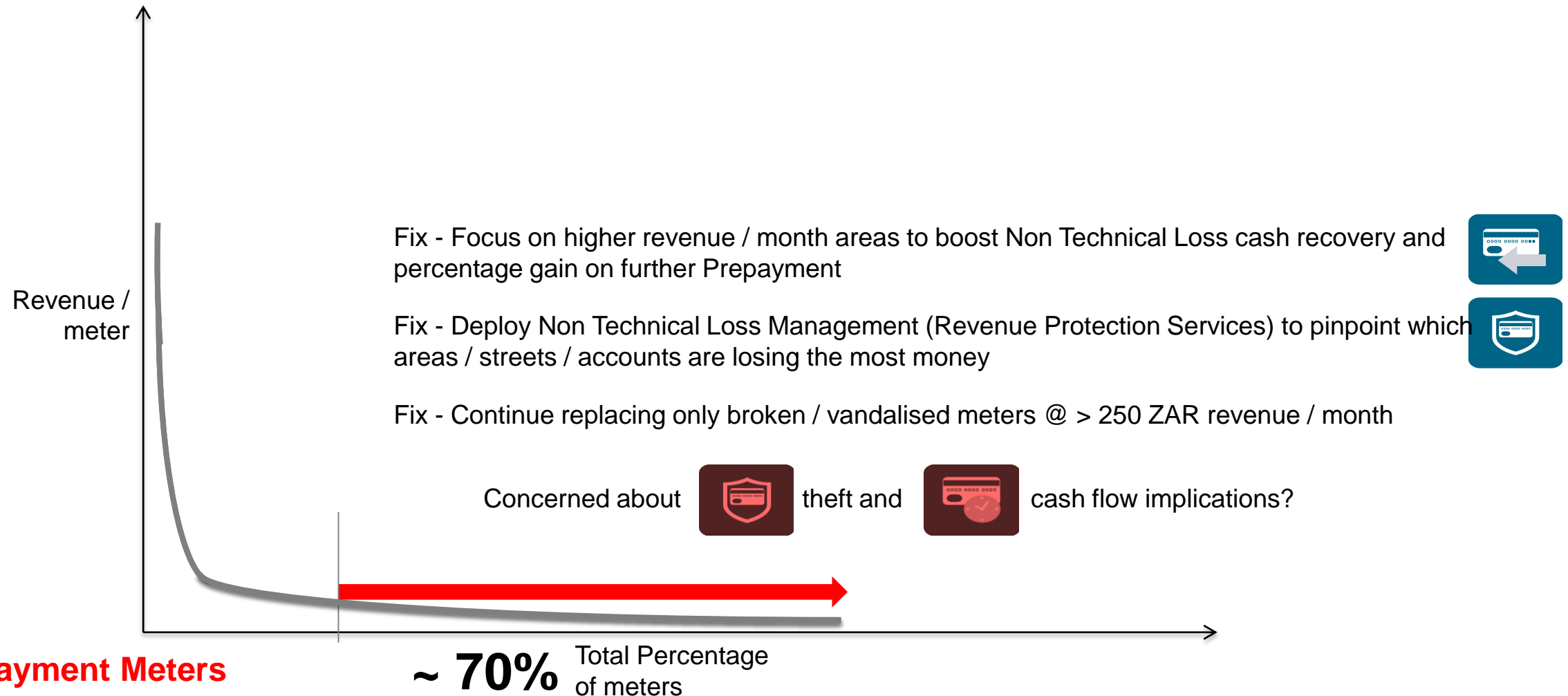


## Revenue Curve – Small Power Users



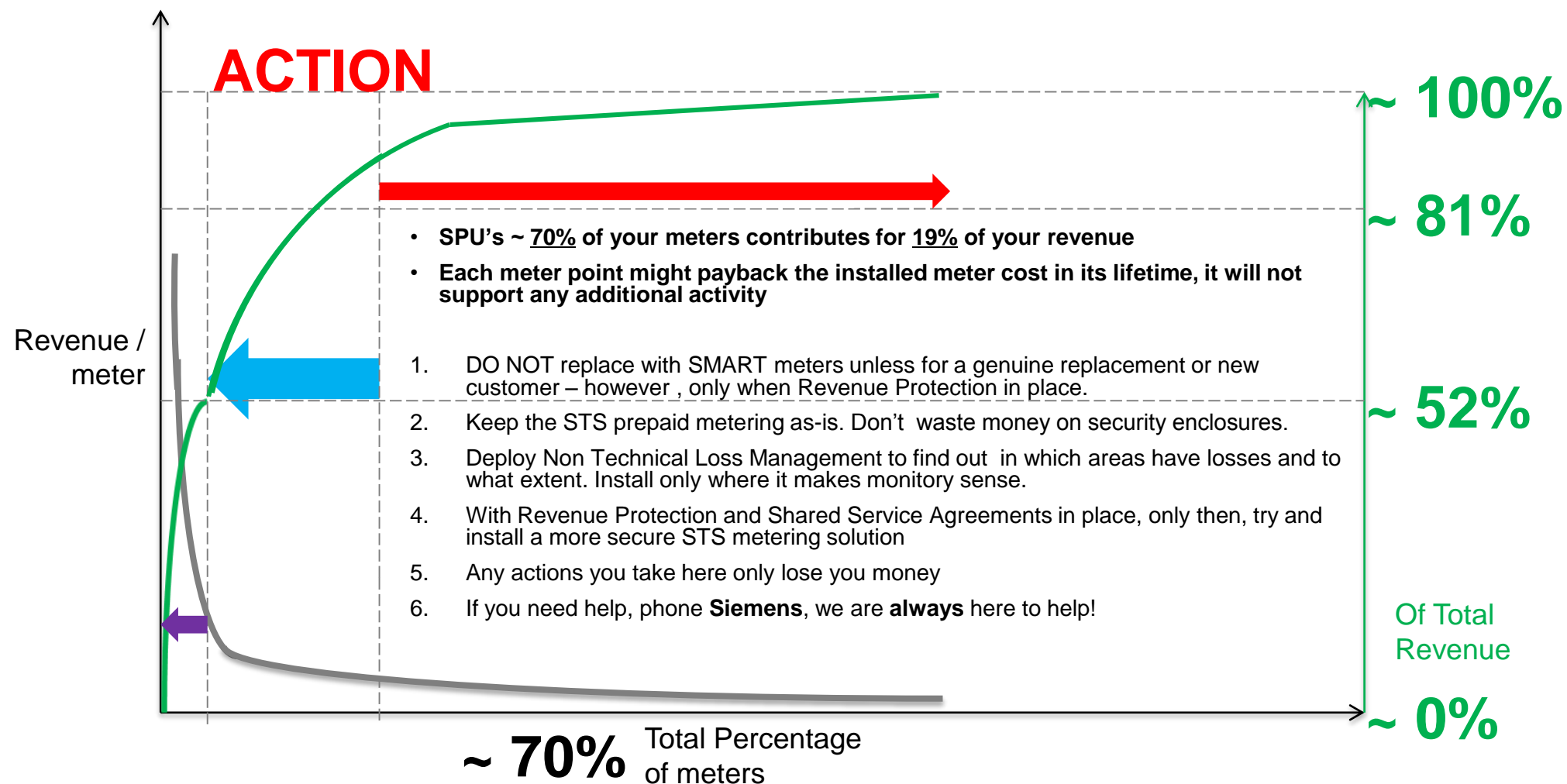
- **STS**
- **Prepayment Meters**
- **Accuracy Class 1.0 or 2.0**

# Revenue Curve – Small Power Users



- STS
- Prepayment Meters
- Accuracy Class 1.0 or 2.0

# Revenue Curve – Small Power Users



# Contact



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