



## Smart Meter/AMI Strategy

### Working with Clients to Define and Implement Their AMI Goals

Grid modernization often includes the deployment of smart meters as part of an Advanced Metering Infrastructure (AMI) system. An AMI system offers many benefits to the utility as well as to the customer.

Quanta Technology can tailor an approach to best meet a utility's grid modernization needs based on our extensive experience and lessons learned. Our engineers have supported over 120 AMI deployments worldwide, as well as wide-ranging IT systems integration projects across multiple platforms and vendors. We believe success in such projects is built around IT, operations processes, and personnel. Based on our years of AMI experience, key factors for a successful AMI deployment include the following:

- Clear understanding of the objectives of the AMI deployment (use cases)
- Prioritization of AMI smart grid features/functions
- Available future functionality
- Proper integration with legacy systems (if possible)
- Prepared staff and best use of in-house versus outsourced (hosted AMI) resources
- Customized and detailed request for proposal (RFP) specification that covers the client's priorities and needs
- Community engagement throughout the entire process

#### AMI Offerings

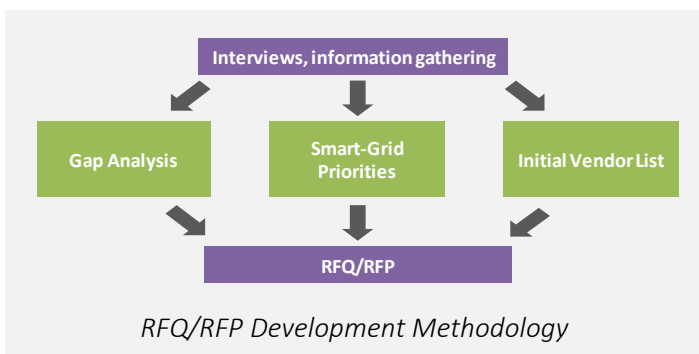
- Assist utilities in developing a benefit-cost analysis and grid strategy based on AMI.
- Serve as a consultant on key technical and non-technical matters to assist in making decisions related to the AMI specifications consistent with smart-grid strategy.
- Provide detailed technical advisory services in support of the RFPs to procure the AMI vendor or vendors.
- Lead the AMI vendor selection process.
- Negotiate contract with selected vendor or vendors.
- Serve in a Project Manager role to assist utilities in tracking the project deployment schedule and costs and work with the AMI vendor(s) to resolve technical and non-technical issues encountered during deployment.

#### Why Quanta Technology?

Our vast experience with AMI has resulted in a number of lessons learned:

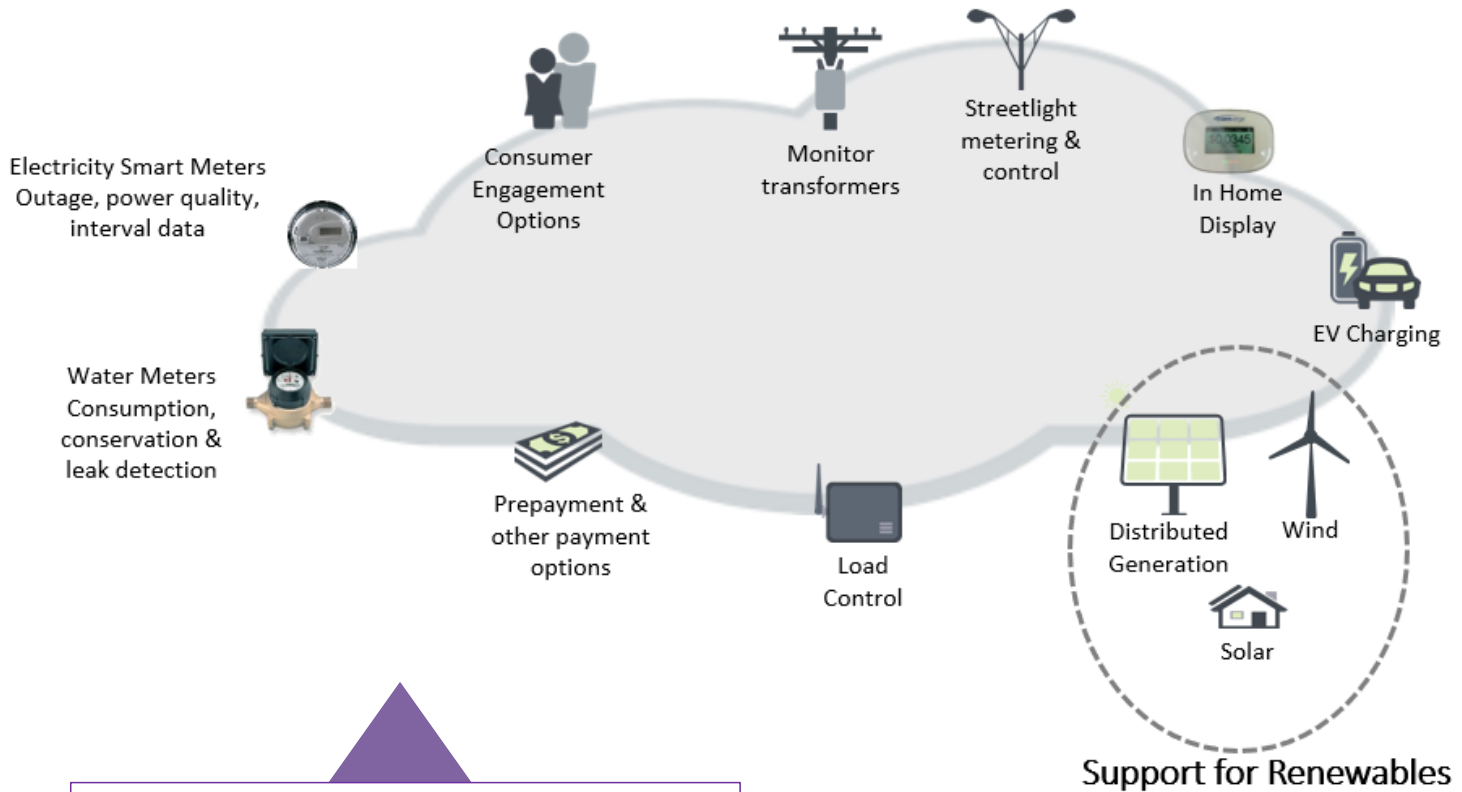
- Detailed industry knowledge is must
- Scope management and prioritization will win the day
- Have a pragmatic approach
- Specify well-defined pilots and/or testbeds
- Develop local buy-in
- Details matter (e.g., firmware and software upgrade plans, etc.)

Quanta Technology has the expertise to support utilities in achieving their individual goals and successfully integrating an AMI system into the utility processes.

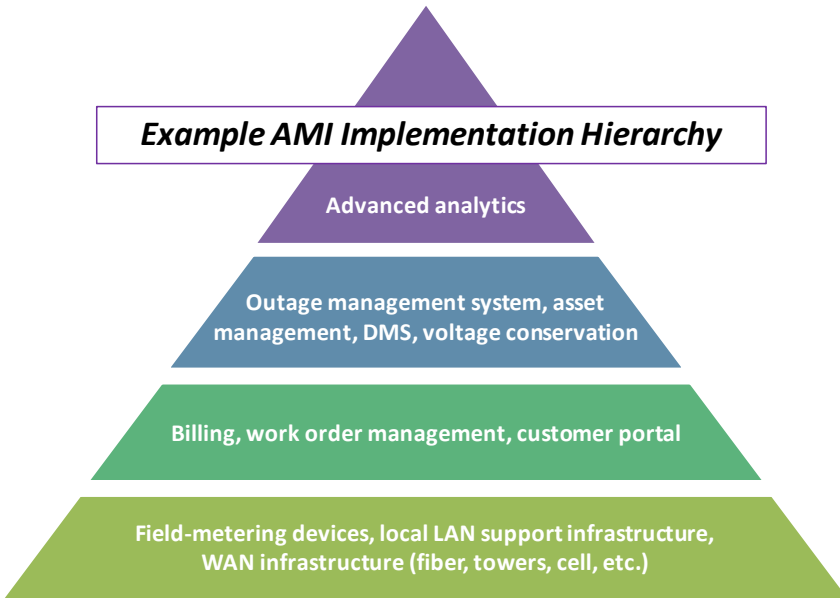




# Grid Modernization Landscape



## Example AMI Implementation Hierarchy



### Deployment Goals

It is important to start with well-defined objectives for the AMI deployment (use cases), such as a high-level hierarchy based on stakeholder goals and needs (see pyramid to the left).

*It is critical that the foundational layers can support the upper layers – examples being pre-pay, load control, etc.*

### About Quanta Technology

Quanta Technology is an independent technology, consulting, and testing company providing business and technical expertise, along with advanced methodologies and processes, to utilities and others in the power and energy industries. Our mission is to provide unparalleled value to our clients in every engagement across the value chain by using advanced software and hardware, laboratories, and custom tools for a holistic approach to practical service and the most insightful thought leadership in the industry.

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