

The Smart Energy Alliance™ Brings Comprehensive, Coordinated Expertise To Key Utility Challenges

Result: Technology Solutions That Deliver Transforming Value While Mitigating Risk and Problems

Today's utilities face significant challenges—growing demand, regulatory issues, increasing customer expectations, environmental concerns and heightened security needs. As utilities seek to meet these external challenges, they find another set of challenges waiting internally: visibility into customer behavior and the distribution grid is limited, making it difficult to predict usage and plan for capacity demand; the pressure to lower costs is relentless; and limited capital requires maximizing returns on investments. In addition, emerging governmental mandates for distributed generation and demand management add further to the complexity.

Within this demanding environment, a multitude of innovative technologies are emerging and promising to deliver better distribution operations: tools such as distribution SCADA and smart grids, worker mobility, smart transformers, substation automation, smart metering, GPS and Geographic Information Systems (GIS), wireless services, real-time pricing and adaptive forecasting. But the very breadth of these new tools also adds to the complexity and challenge.

The good news is that these technologies, properly integrated and deployed, are transformative, fundamentally improving distribution systems, field operations and the consumer's experience. The real challenge lies in determining how to adopt these technologies; specifically, how to:

- Create a transformation strategy that selects the most appropriate technologies;
- Determine the business cases that will allow regulators to support the changes for the benefit all stakeholders;

- Update grid design standards and develop the communications infrastructure that will allow deployment of the technologies in a safe and economic fashion;
- Map new equipment and technologies into legacy systems and prevent the expensive (if not impossible) “rip and replace” of existing infrastructure;
- Select technology providers with the necessary expertise to build true value-add capability and deploy it smoothly;
- Comprehend and manage risk.

It's within this over arching challenge that the **Smart Energy Alliance** delivers its remarkable value.

A Plan For Your Business Transformation: Solutions From Proven Leaders In Innovation

The Smart Energy Alliance is a collaboration of technology leaders — Capgemini, HP and Intel, joined by GE, Cisco, and Oracle — who have combined forces to revolutionize the creation and deployment of game-changing solutions for power distribution operations.

Each of these companies brings world-leading expertise, proven innovations and specific utility experience to your challenges. (See table, Powerful Contributions, Remarkable Value.) By combining and coordinating their efforts, the Smart Energy Alliance brings solutions with unmatched levels of functionality, performance, interoperability and ease-of-deployment.

The *Smart Energy Alliance* works from a roadmap developed in conjunction with some of the largest and most progressive utilities and institutions in the world. This roadmap focuses on an architecture that is modular, flexible and comprehensive — reducing complexity as it integrates various pieces gradually. The resulting solutions:

- **Are modular and flexible**

Because they're based on industry-standard equipment, hardware and software components, these solutions are easy to extend; they also adapt easily to changing business needs. This keeps initial deployment costs low and enables intelligent growth going forward.

- **Are built with combined expertise**

Each Alliance member company is a market leader in their field, with extensive utility and cross-industry experience.

- **Use equipment, hardware and software components as “services”**

Components are available to multiple operations rather than dedicated to one task, maximizing their utilization and lowering cost.

- **A common communications infrastructure**

This reduces the cost of overall deployment, takes advantage of existing systems and allows for partial roll-outs in critical areas.

- **Reduce isolated “silos” of information**

Because these solutions consists of services that can “talk” to each other, they replace functional silos — systems that can't communicate with other systems — with networks of services that share information and data across your company. The result is a fabric that integrates all of the distribution equipment with customer information systems, SCADA, field operations, subcontractors, shop floors, compliance systems and back-end billing systems.

- **Deliver a real-time view of your business**

Because information becomes widely available across your company, it can be harnessed to provide true visibility into your operations, enabling faster response to problems, closer collaboration with suppliers and subcontractors, better load balancing and improved demand forecasting.

- **Enable faster time-to-solution**

Because the pieces of the solution work together and many parts are pre-integrated by the Alliance companies, integrating them with your existing systems is accelerated.

Expertise That Transforms Utilities

By combining their utilities expertise within a flexible and modular framework, the *Smart Energy Alliance* builds solutions that orchestrate and leverage the innovative technologies that can transform utility operations. The full utilization of SCADA, advanced meter reading, always-connected field operations, real-time data acquisition and management, and closer collaboration with contractors all become feasible. And these enhanced capabilities in turn help you meet the business, regulatory and customer-service challenges you face.

Talk to the companies of the *Smart Energy Alliance* today to take advantage of this expertise and to explore the transformative solutions that can meet your challenges and build business advantage.

For more information please visit us online:
<http://www.smart-energy-alliance.com>

Powerful Contributions, Remarkable Value

The *Smart Energy Alliance* has the unique expertise to transform your business and lower your risk

Smart Energy Alliance Company	Value Proposition	Key Solution Components
<p>Capgemini Utility strategy, business process expertise, integration and deployment</p>	<p>With 1.2 billion euros revenue in 2008 and 11,500 dedicated consultants engaged in Energy, Utilities and Chemicals projects across Europe, North America and Asia Pacific, Capgemini's Energy, Utilities & Chemicals Global Sector serves the business consulting and information technology needs of many of the world's largest players of this industry.</p>	<ul style="list-style-type: none"> • Roadmap to Reality Architecture • Bottom Up and Top Down Forecasting • Integrated Contractors Methodology • Smart Grid And Metering Architecture
<p>HP Systems architecture, planning, design and implementation. IT infrastructure products and services expertise</p>	<p>One of the world's largest and "greenest" technology companies, providing a range of AMI, Compliance and Infrastructure solutions to the Utilities Industry. With more than 30 years experience in the energy sector, HP computers run 65% of the World's SCADA & EMS systems.</p>	<ul style="list-style-type: none"> • Integrity Servers for next generation utilities solutions • HP Software for end to end management of business processes including Meter-to-Cash • Trusted Compliance Solution for Energy (TCS/E) • Utility Information Hub Infrastructure planning, design and implementation services • HP NeoView operational business intelligence solutions
<p>Intel Adaptive computing building blocks, data center design and solution expertise</p>	<p>Provides building blocks for sensor based networks, with a focus on WiMax and Itanium roll-out in the utility marketplace.</p>	<ul style="list-style-type: none"> • Optimization of software applications for Intel architecture. • Investments in key initiatives that accelerate the development of new technologies and usage models. • Intel® Xeon® and Intel Itanium® 2 processors • Intel® Centrino® mobile technology • Intel Atom® technology
<p>GE Energy Transmission and distribution products and services, financing</p>	<p>Market leader in both distribution equipment and utility-specific applications globally and provides a comprehensive set of transmission and distribution decision support tools and components for end-to-end solutions.</p>	<ul style="list-style-type: none"> • Commercial & residential meters • Advanced Distribution Infrastructure • Distribution transformers • Digital protection & control • Remote monitoring & control • Substation automation • Advanced software applications
<p>Cisco Intelligent network architecture and connectivity, Internet Protocol (IP) technology and communications</p>	<p>Leader in IP technologies, wireless, storage and optical for utilities and a worldwide leader for networking for the internet.</p>	<ul style="list-style-type: none"> • Integrated services platforms • Self-defending network products (firewall, VPN and security services) • Wireless and mobile routers • Wireless mesh products • Customer contact solutions (Call Manager, Call Manager Express, and Unity Messaging Services). • IP phones
<p>Oracle Utilities' mission critical applications, enterprise applications, databases, and middleware</p>	<p>Oracle Utilities' flexible, standards-based applications and architecture help utilities innovate. Available stand-alone or as a pre-integrated suite, Oracle Utilities solutions in customer care and billing, work and asset management, mobile workforce management, network management, meter data management, and business intelligence are specifically designed for energy, water and service companies. Those applications along with Oracle's enterprise applications, databases, and middleware manage, analyze, and present the information needed to drive better visibility, increase automation, and improved decision making.</p>	<ul style="list-style-type: none"> • Customer Care and Billing • Network (Outage and Distribution) Management • Meter Data Management • Mobile Workforce Management • Work and Asset Management • Load Profiling and Settlement, Load Analysis • Business Intelligence

The Power of Collaboration

Revolutionizing the Creation and Deployment of Solutions for Power Distribution Utilities

The Smart Energy Alliance from Capgemini, HP, Intel Corporation, GE, Cisco Systems, and Oracle.

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