



EDS Services

Advanced Meter Infrastructure

Abilities that are unmatched in the industry...

Bill Zorn

Who We Are: A Global Company



We are constantly devising new strategies, new solutions and new services that help our clients manage the complexities of the digital economy.

In the 21st century, this is the competitive edge.

- The leading global services company established in 1962
- 130,000 employees in 60 countries
- Revenues of \$21.4 US billion in 2003
 - Total contract signings of \$24.4 B
- 9,000 customers worldwide
- Provides strategy, implementation and hosting for clients managing the complexities of today's economy
- Brings together the world's best technologies to address critical client business imperatives

••• EDS Canada at a glance

- Canada's foremost pure-play IT services company with revenues of over \$1 billion in 2003
 - government, manufacturing, communications, financial services
- Cross Canada presence leveraging approx. 7,500 employees
 - 31 locations within Canada providing coast to coast support
 - Head office: Toronto, Ontario
- 1,400 application services professionals
- Supported by EDS' global business practices and industry groups
- Strong business alliances with leading IT technology vendors
 - SAP, PeopleSoft, Sun, EMC, Dell, Microsoft, Computer Associates

Energy Industries Presence



- \$1.2 billion+ US in revenues for 2003
- Over 1,500 employees serve 125 energy clients
- 20% of the Fortune Global 500 energy companies are EDS clients
- Integrated suite of 'Board room' to 'back office' capabilities and services
- A global network of EDS and AT Kearney subject matter experts and intellectual capital

EDS Energy Clients



EDS Advanced Meter Infrastructure Services

What We Do



- Consulting
- Market intelligence
 - Utility
 - Medical
 - Oil and Gas

- Meter design
- AMI software design
- Comm design

- Vendor alliances
 - Meters
 - Comm
 - Meter Mgmt Systems
 - Back Office Software

- AMI Center of Expertise

- Installation services
- Project management
- Service excellence reporting
- IT integration
- Business Intelligence services

- SCADA systems
- Dispatch services
- Help desk

••• AMI Partners and Alliances

Service Line Relationships

- **Meter Manufacturers**
 - Powell Power Electronics
 - Landis & Gyr
 - Itron
 - Elster
 - Badger Meter
 - DCSI
 - GE
- **WAN Communications**
 - SkyTel (cellular)
 - Nextel
 - Sophia (200 mhz)
 - MobiTech (900 mhz)
 - Global Star (Satellite)

Service Line Relationships

- **LAN Communications Software**
 - Echelon
 - Stat Signal
- **Software**
 - Itron
 - Elster
 - Engage
 - Lanthorn
 - eMeter
 - Viraynet
- **Installation contractors**
 - Honeywell
 - VSI
- **Miscellaneous**
 - Olameter (Leasing)
 - Microsoft Embedded Partner

AMI Pricing Options



A price breakdown in the following areas:

- **One-time costs** [meters, communication costs (both LAN and WAN), data concentrators, meter management software, back office software, installation (for meters/data concentrators)]
- **Ongoing costs** [hardware/software maintenance, communications]

End-to-end price - expressed as a \$ per installed end-device price (on one-time costs)

Business Process Outsourcing (BPO) price - Expressed as a \$/meter read price. This pricing is highly dependent upon the meter-reading frequency and term of contract

••• case study: Detroit Water

Situation

- Needed to improve billing and forecasting
- Needed to acquire consumption information faster and more easily
- Sole supplier of fresh water to over 85 community customers
- Operates and maintains more than 270 Meter Pits

Solution

- Wireless system that connects field technicians, meter pit sites, and the main database from remote positions
- EDS designed the software and meter pit control cabinet
- EDS designed the Metricom Spread Spectrum network, wrote the customer communications protocol to communicate with the control center, and configured the radios in the network

Benefits

- Usage and other measured data is reported in real time to DWSD and their customers
- Enables DWSD to bill based on actual usage
- Eliminates manual meter reading, saving DWSD time and money
- More accurate and timely information for billing and forecasting
- Improved customer satisfaction through instant access to usage and system information

••• case study: General Motors

Situation

- High energy costs at multiple facilities throughout the US
- A corporate goal to protect the environment
- Little mechanism to monitor or control energy usage
- EDS client since 1985

Solution

- Business case study to recommend solution
- Systems integration, project management and application development and support services for an energy management system
- Prioritized deployment at 59 sites (highest payback sites first)

Benefits

- Provides the facility the means to monitor and control energy consuming devices
- Provides the ability to identify periods of time when peak electrical loads are occurring and it can assist the facility to be able to shed those loads
- Monitors air supply house activity or inactivity for efficient operation
- Provides the ability to centrally modify the scheduled operating "set points" for such devices as lighting, heating, cooling and air ventilation throughout the facility as work schedules change.
- 5-15% savings of the annual utility expense

Why EDS?

- Demonstrated large-scale, complex integration experience
- End-to-end solution delivery through multi-vendor partnerships
- Flexible approach to meter design and acquisition - driving down solution costs
- Unsurpassed execution through Service Excellence approach
- Proven industry expertise and broad client base
- Executive commitment to your success





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