



TESCO METERING

Making the AMI Case for Small Utilities



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Management
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TESCO and Nighthawk are a perfect fit. The leader in all things metering now offers the world a leader in affordable AMI metering. Nighthawk is the exclusive home to Adaptiv™, your Solution for AMI Cellular Mesh! Adaptiv™ provides the lowest ownership cost of any AMI provider.

About Nighthawk

30-years of utility experience

100+ utilities served



Nighthawk



About Adaptiv™

Unique zero-infrastructure network

Cellular + Mesh Communications

verizon



AT&T



**Ideal for either incremental or rapid
deployment**

Lowest total cost of ownership in the industry

For small utilities, implementing Advanced Metering Infrastructure (AMI) offers numerous benefits beyond simple meter reading, including

- data-driven insights for operations,
- improved customer service,
- enhanced energy management.



Small utilities can customize AMI solutions to their specific needs, potentially leveraging cloud-based platforms or targeted deployments to maximize ROI.





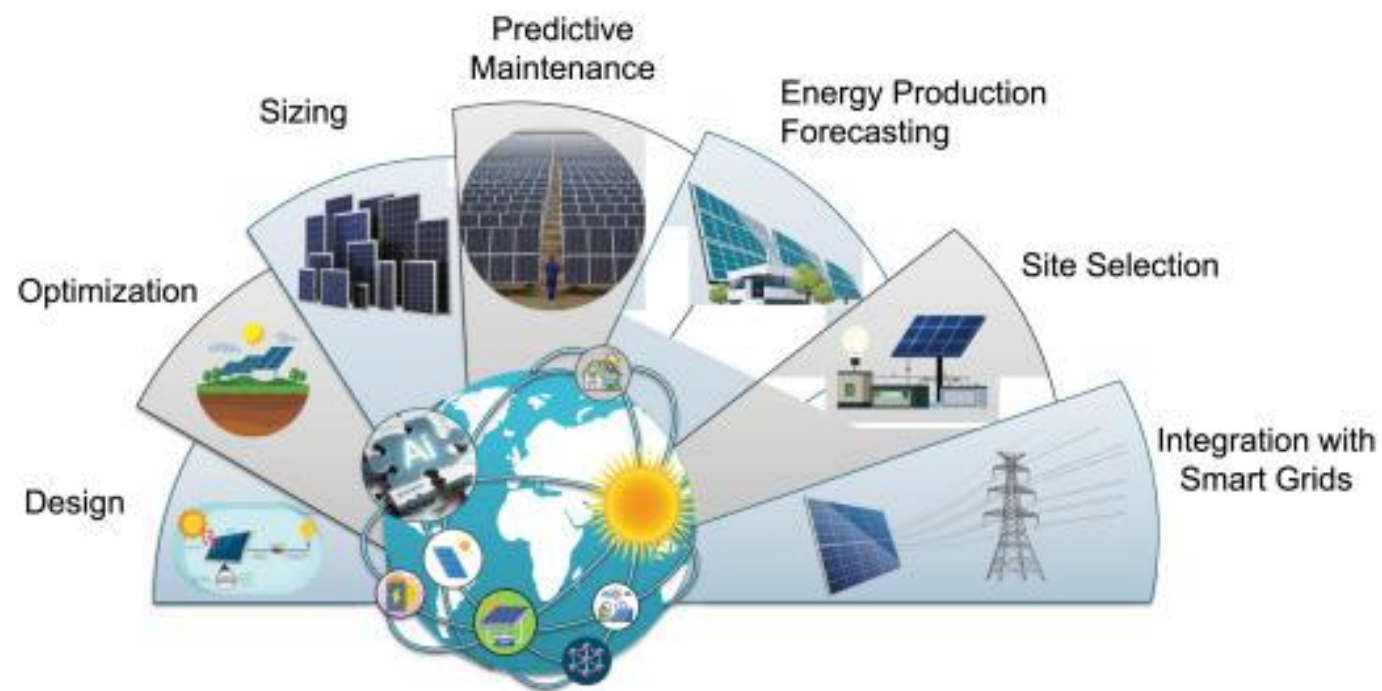
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How Can Small Utilities Utilize AMI?

Go Beyond Basic Meter Reading:

This data can be used to improve

- ✓ grid reliability
- ✓ optimize maintenance schedules
- ✓ reduce energy waste.



Go Beyond Basic Meter Reading:



Small utilities can use AMI data to better understand their customer base, personalize services, and develop more efficient billing processes.

How to Customize AMI for Small Utilities



Small utilities may not need a full-scale, comprehensive AMI deployment, especially in the early stages.

How to Customize AMI for Small Utilities



Utilities can focus on specific areas, such as high-value commercial or industrial customers, or use a hybrid approach with some traditional meters.

How to Customize AMI for Small Utilities

Cloud-based AMI platforms can provide cost-effective access to data analytics and other advanced features.



How to Customize AMI for Small Utilities

Small utilities can also leverage pre-existing infrastructure and equipment for more streamlined implementation



Addressing Concerns and Maximizing ROI

While the initial investment in AMI can be significant, the long-term benefits often outweigh the costs, especially in the context of the evolving smart grid landscape.



Addressing Concerns and Maximizing ROI

Utilities should focus on establishing robust data foundations and developing a clear data strategy to support advanced use cases.



Cross-departmental collaboration and a customer-centric approach are crucial for successful AMI implementation.



Addressing Concerns and Maximizing ROI:

By carefully planning and executing their AMI deployments, small utilities can unlock a wealth of value and transform their operations.



Addressing Concerns and Maximizing ROI:

Assumptions:

1,245 electric customers (971)
1,310 water customers (982)

Additional Benefits Not Captured Below:

Customer service improvement & reduced bill complaints
Customer retention and economic development impact
Water leak detection
Data analytics
Ability to reduce losses

Item	Savings (\$/yr)	Notes
Remote Disconnect Benefit	\$36,000	*~600 electric connects and disconnects each year * Includes non-pay and move in/out *Assumed ~\$60/disconnect (employee rate + equipment)
Electric Meter Accuracy Benefit	\$30,000	*Old meters, assumed 98% accurate and new meter 99.5% accurate *Based off of utility retail sales.
Water Meter Accuracy Benefit	\$26,000	*Old meters, assumed 95% accurate and new meter 99.5% accurate *Based off of utility retail sales.
Meter Reading Benefit	\$39,000	*Used market rate of \$1.28/meter/month to contract out meter reading
Other Benefits (Meter re-reads, false outages, meter tampering, increased reliability)	\$15,000	*Conservative estimate. Very hard to value all of the additional benefits. Used ~\$60/hr savings for all other truck rolls that could be prevented due to AMI.

Specific Benefits for Small Utilities

Improved Asset Management:

- AMI data can help utilities identify and address issues with aging infrastructure, reducing downtime and maintenance costs.

Enhanced Customer Service:

- Real-time data can allow utilities to provide more accurate and timely information to customers, improving satisfaction and building trust.



Specific Benefits for Small Utilities



Optimized Energy Management

AMI data can enable utilities to better manage their energy consumption, reduce waste, and improve overall grid efficiency.

Data-Driven Decision Making

AMI data can be used to inform a wide range of operational decisions, from setting tariffs to planning investments.



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This presentation can also be found under Meter Conferences and Schools on the TESCO website:

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