The background features a city skyline at dusk or dawn, overlaid with a network diagram of white lines and nodes. Several circular icons are placed at various nodes, including a cloud, a smartphone, a truck, a Wi-Fi signal, a laptop, and a house.

Cellular AMI – Solving Challenges for Utilities in the 21st Century

Introductions

- Kyle Deering – TN Account Manager
 - Over 6 Years Experience with USS
 - 20+ Cellular AMI Projects to Date

- Will Taylor – Southern Region Manager
 - Over 20 Years Utility Experience with 13+ Years at USS
 - 50+ AMI Projects to Date, including 30+ Cellular AMI Deployments

- Tracy Wright – Itron Area Manager
 - Based in Knoxville, TN
 - Over 20 Years Experience with Itron



About Us

- Founded 1977, Software Development & Technical Services Firm
- Itron Channel Partner Since 1999 and Largest U.S. Distributor
 - 22 States: IL,KY,WI,MN,IN,MI,OH,AR,MO,PA,TN,AL,MS,LA,GA,FL,NC,SC,VA,WV,MD,DE
- Itron Network Certified Service Provider with 9 Certified Technicians
- 12 Local Territory Managers
- Over 70 AMI Projects Delivered in the Last 10 Years



8,000
CUSTOMERS IN 100
COUNTRIES



+300M
COMMUNICATION
MODULES DEPLOYED



+100M
ENDPOINTS UNDER
NETWORK MANAGEMENT



~\$250M
Annual R&D Spend



~7,000
EMPLOYEES ACROSS
THE GLOBE



+250
PARTNERS IN A BROAD
ECOSYSTEM OF SOLUTIONS

\$2.2B
2023 REVENUE (USD)



What are the Problems of the 21st Century Utility?

This could be a loaded question, however many of the problems we hear customers trying to solve today were not major issues 20 years ago



Staffing



Resiliency/Crisis Preparedness



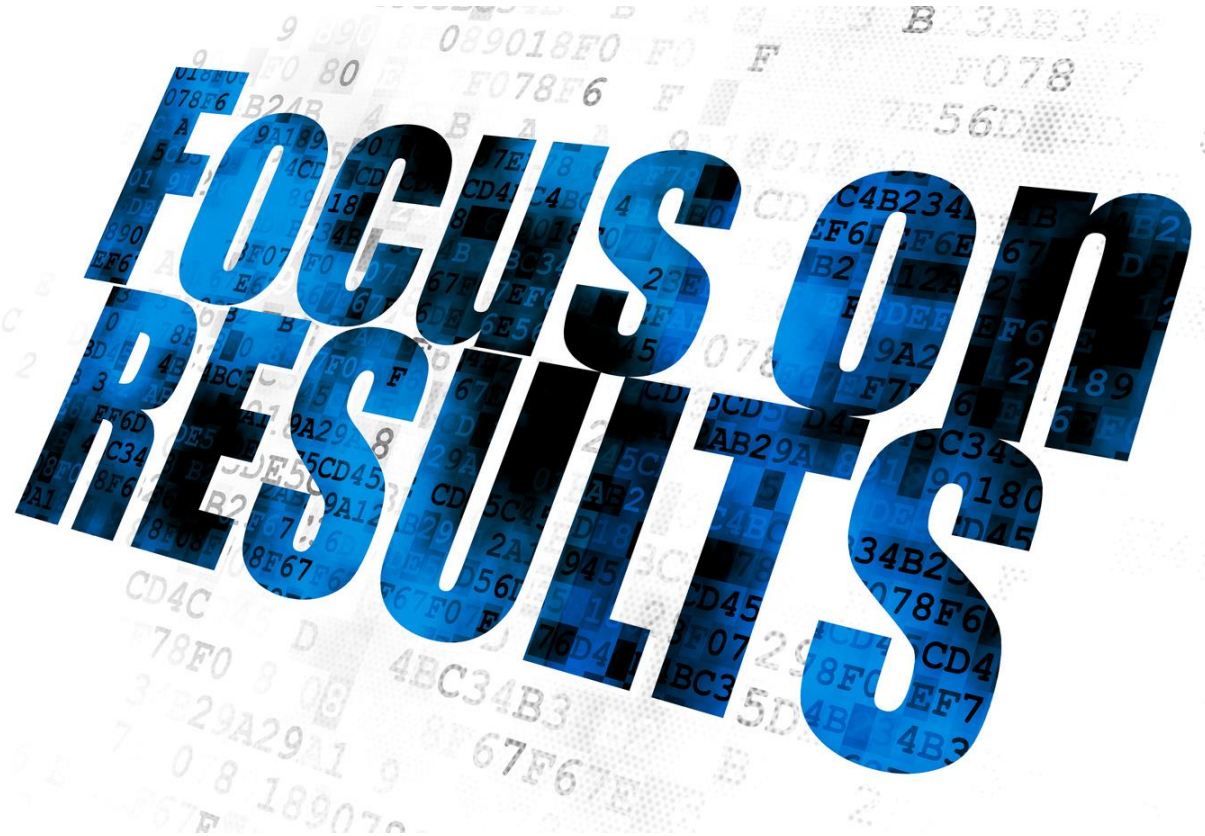
Non-Revenue Water



Rapidly Changing Technology

Solving Staffing Issues

- Minimize Redundant Tasks
- Employee Safety
- Exposure to Elements
- Doing More with Less
- Reduce Operational Costs
- Job Satisfaction/Better Pay
- Focus on Core Business Functions



Resiliency/Crisis Preparedness

- Covid
- Extreme Weather
- Strain on Resources
- Cybersecurity
- Minimize Service Disruptions
- Institutional Knowledge Loss



Solving Non-Revenue Water

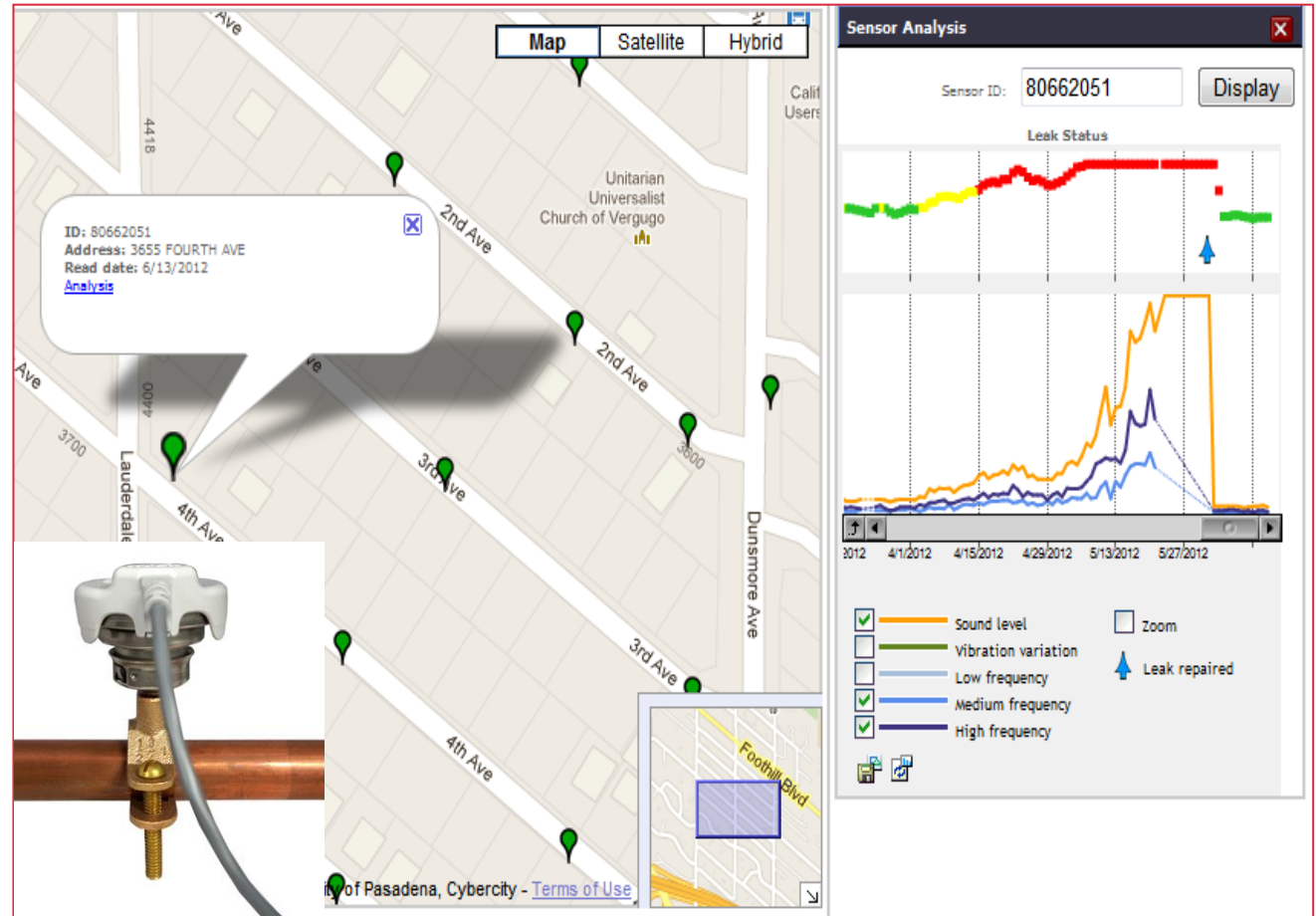
Itron 500Series Leak Sensor

BENEFITS

- Continuous monitoring of distribution network
- Proactive leak detection
- Help reduce non-revenue water loss
- Lower operating costs
- Identify and prioritize system maintenance

FEATURES

- Connects to Cellular 500W Module
- Leak sensor data analyzed and presented



Rapidly Changing Technology

- » No infrastructure to manage as with traditional AMI Networks
-
- » Allows for flexible deployment strategies
 - » Utilizes Verizon, AT&T Networks, and others.
 - » Operates in the next generation narrowband – low power wide area cellular LTE-M Cat-M1 and NB-IOT, Cat-NB1 networks.
 - » CatM1 communication extends range of AMI devices under 4G/5G networks compared to standard data/voice signal service.
 - » Compatibility with all major meter manufacturers.



Why Cellular Now?

3GPP and ITU have created two new cellular standards specifically targeted at LPWA applications such as MTM and Smart Metering.

