What is the value proposition that Smart Grids present in the context of ageing infrastructure, high electricity cost and insufficient generation capacity to meet rapidly raising demand?

65TH CONVENTION

by

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I am not here to tell you what you don’t know already

The electricity distribution business is under treat.
The balancing act

Challenges can be turned into opportunities

- Inadequate Business Model
- Customer dissatisfaction
- Financial Distress
- Ageing assets and infrastructure
- High electricity tariffs
- Operational inefficiencies
The enabler for change

A Smart Distribution Grid - Enables active participation of its customers, accommodate embedded generation, enables new products and services, optimises asset utilisation, ensures quality of supply and responses to system requirements.
People + Processes + Smart Technologies = Smarter Electricity Department
Building Blocks

An Advanced Metering Infrastructure - this is an integrated system of smart meters, communication networks and data management systems that enable two-way communication between utility and customers - USA DOE

Create better visibility and a higher level of control of your network.
Value Proposition

Smart Asset Management

Advanced Metering Infrastructure

Customer Services

Engineering & Field Services

System Operations

ENERGY INNOVATION FOR LIFE
It’s not as simple as it sounds

- Challenges exist in every layer of the society and the Electricity Supply Industry (ESI)
- Municipalities are politically charged environments
- Change is not interesting
- Smart Grids is not the silver bullet, only a part
- Smarter Grids cost money and require specialised skills

Show me a thing without two sides to it and I will tell you its other side.
Benefits of Smarter Distribution Grids

- Reliability
- Economics
- Efficiency
- Environmental
- Security
- Safety

The society at large is the biggest winner.
Conclusion

• Engage with SALGA on the proposed Municipal operating models, they are brilliant
• Understand your unique situation and challenges before you adopt a strategy on technology
• Smart Grids will change your Electricity Departments either for better or worse
• Learn from the experience of others, but act in time, planning horizons are reducing
• Develop new income streams

Change has come, nothing can stop it, embrace it.
Thank You