



Trilliant Smart Grid Maturity Model TM

Free your company's future from the pull of the past and escape velocity.

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Vice President Europe

5th Annual Smart Grids & Cleanpower 2013 Conference

5 June 2013 Cambridge

www.cir-strategy.com/events/cleanpower

Trilliant: Energy Innovation

Silicon Valley Innovation with A True Global Footprint

Silicon Valley Innovation Extended Globally

- Headquartered in the heart of the Silicon Valley
- Operations in the US, Canada, Europe and Asia
- Over 15 industry patents
- Recognized leadership:



- Strong technology and utility expertise:



Strong Global Investors

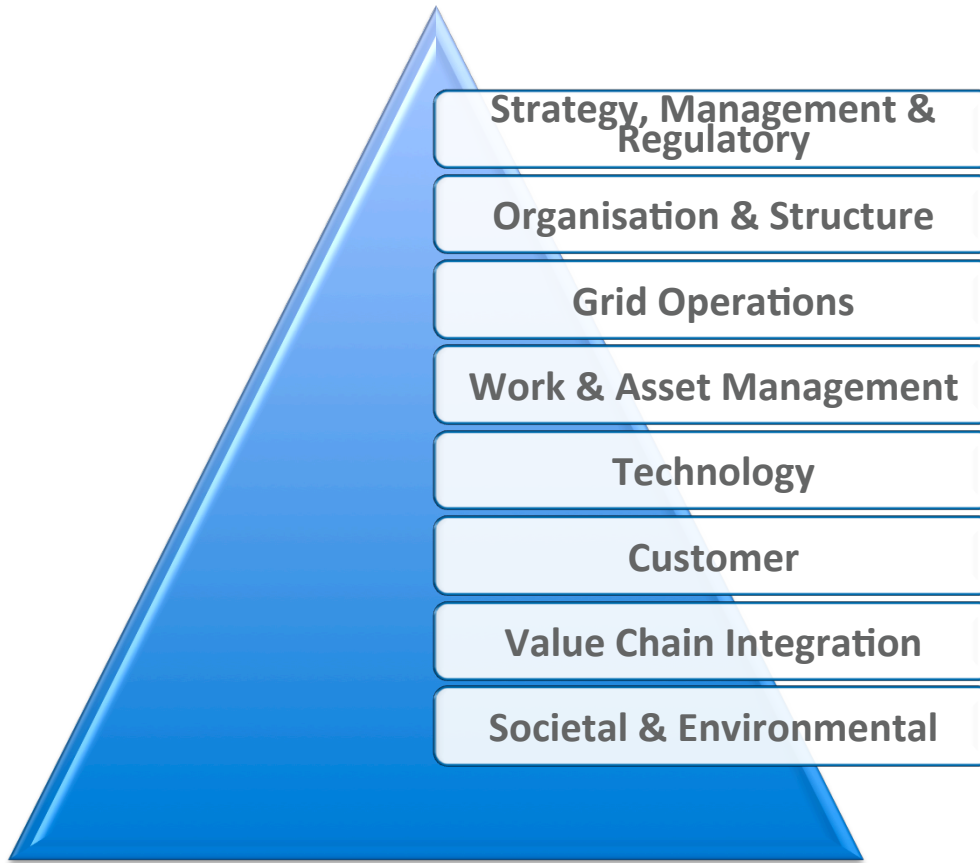


The Only Global Platform

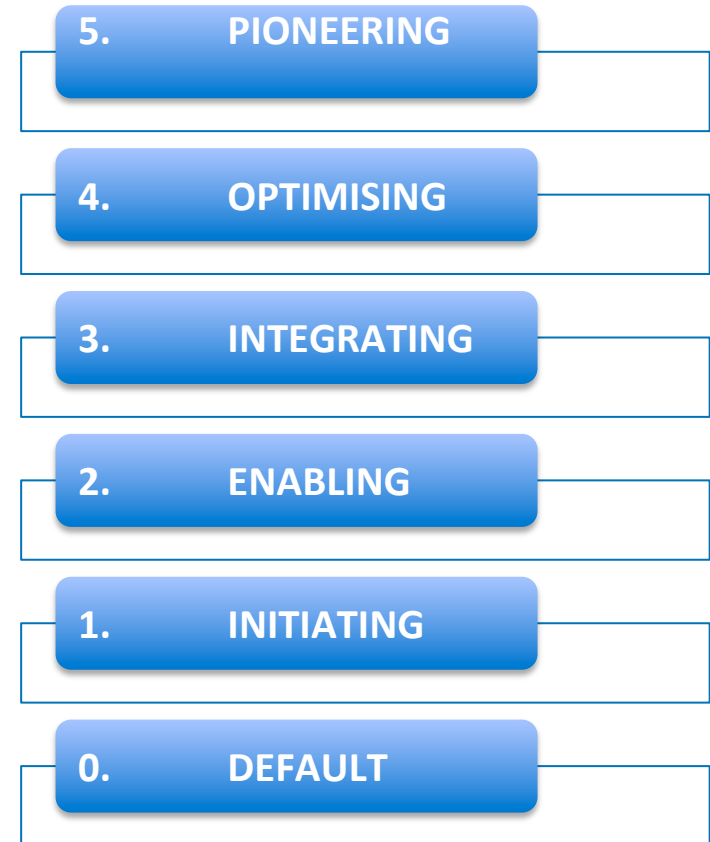
- Utility data center
- Grid
- Metering
- Consumer

Trilliant Smart Grid Maturity Model™

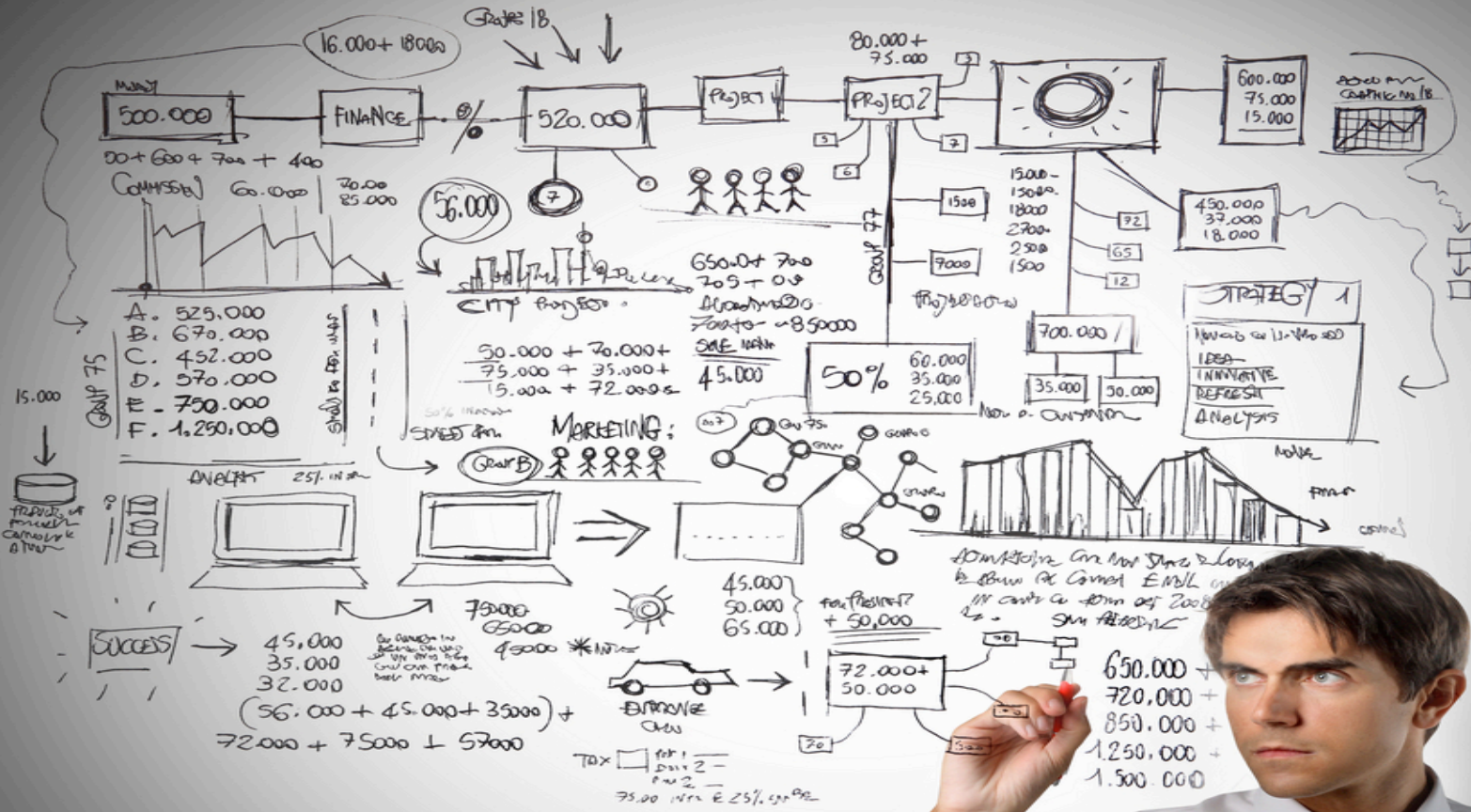
Capabilities & Characteristics



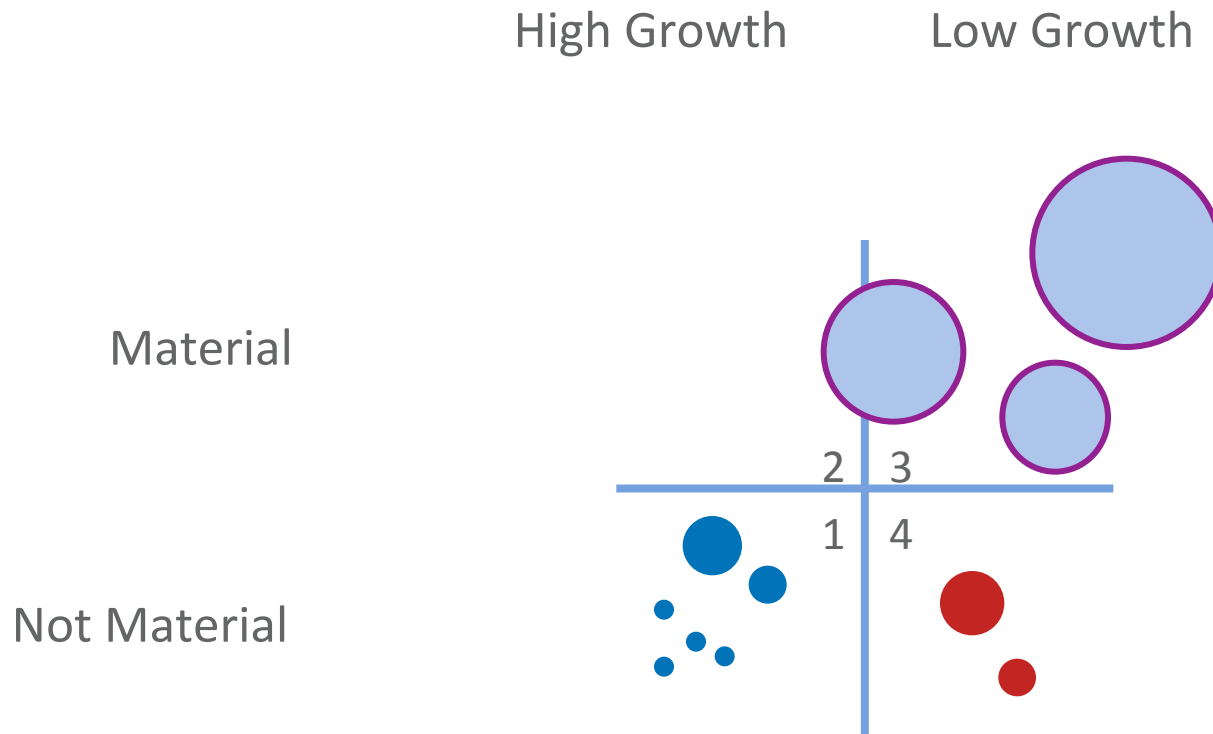
Transformational Scale



Drawn by the pull of the past



Typical Portfolio Pattern for a Utility /Public Company

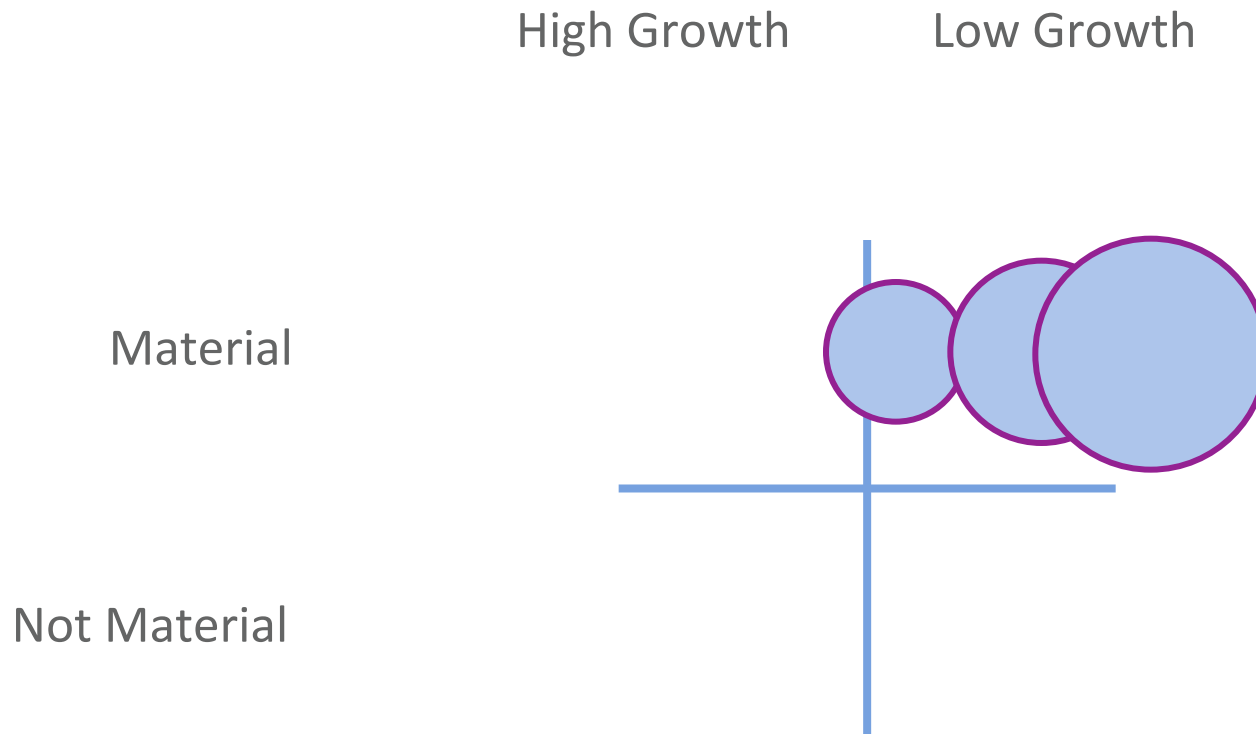


What is the first question the board asks?

Why don't we have more businesses in Quadrant 2?

Pursuing Growth in a Mature Category

Successive Generations of R&D Have Diminishing Impact



Insomnia topics of the board

- Profit margins in energy supply at 3%-5%
 - Liquidity position of UK entities
 - Retail Market Reform
 - Want cap on the cost of the Energy Company Obligation (ECO)
 - Use carbon tax receipts to fund energy efficiency measures
 - Make non Big 6 pay their fair share for government policies
 - Foundation interoperability – commercial & technical
 - Regulatory affairs
 - Socialised set up costs of the DCC
 - RIIO ED1
 - Will people use ToU tariffs?
 - International operations & scale & VC owners
 - EBITDA
- Ecosystem & vendors board
 - Next quarters sales
 - Cash
 - Margin
 - EBITDA

How would you like to pay?

Pre-pay



Trilliant Inc.

Managing Disruptive Technology in the value chain



'Blue lights'

Smart Grid
'Black start'

Smart metering



Data

Smart Energy

Monitoring



Workforce
Management

Customer
focused

Cloud based

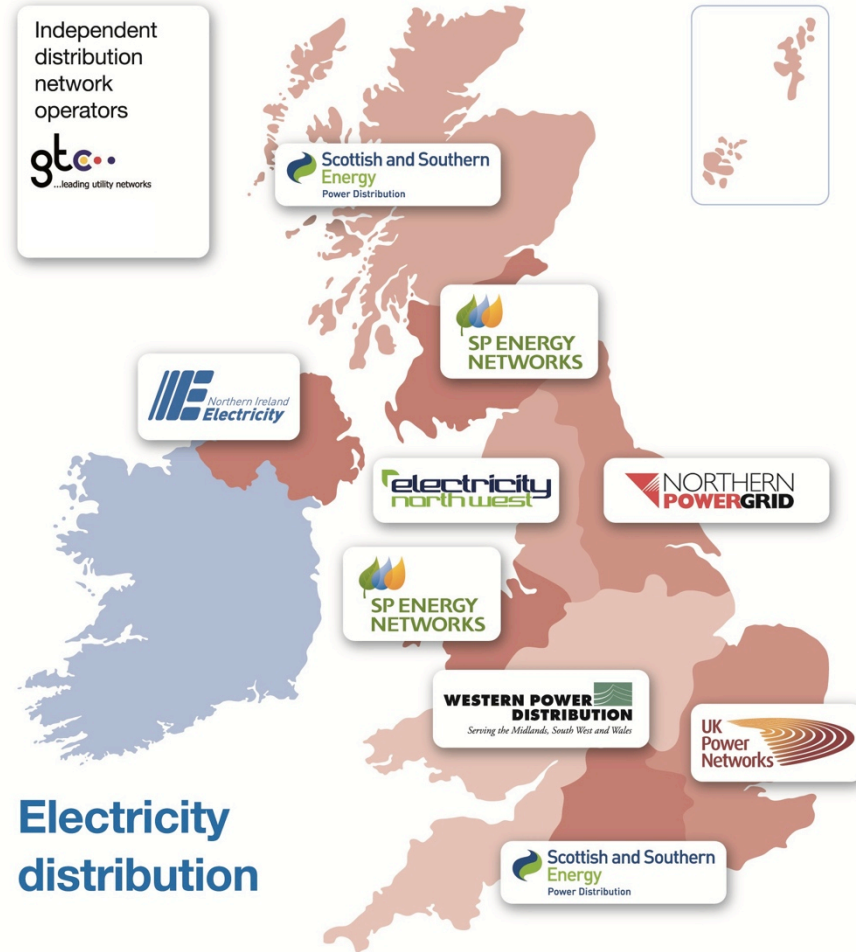


Regulated
Electricity
Distribution

Network operator
to
system operator

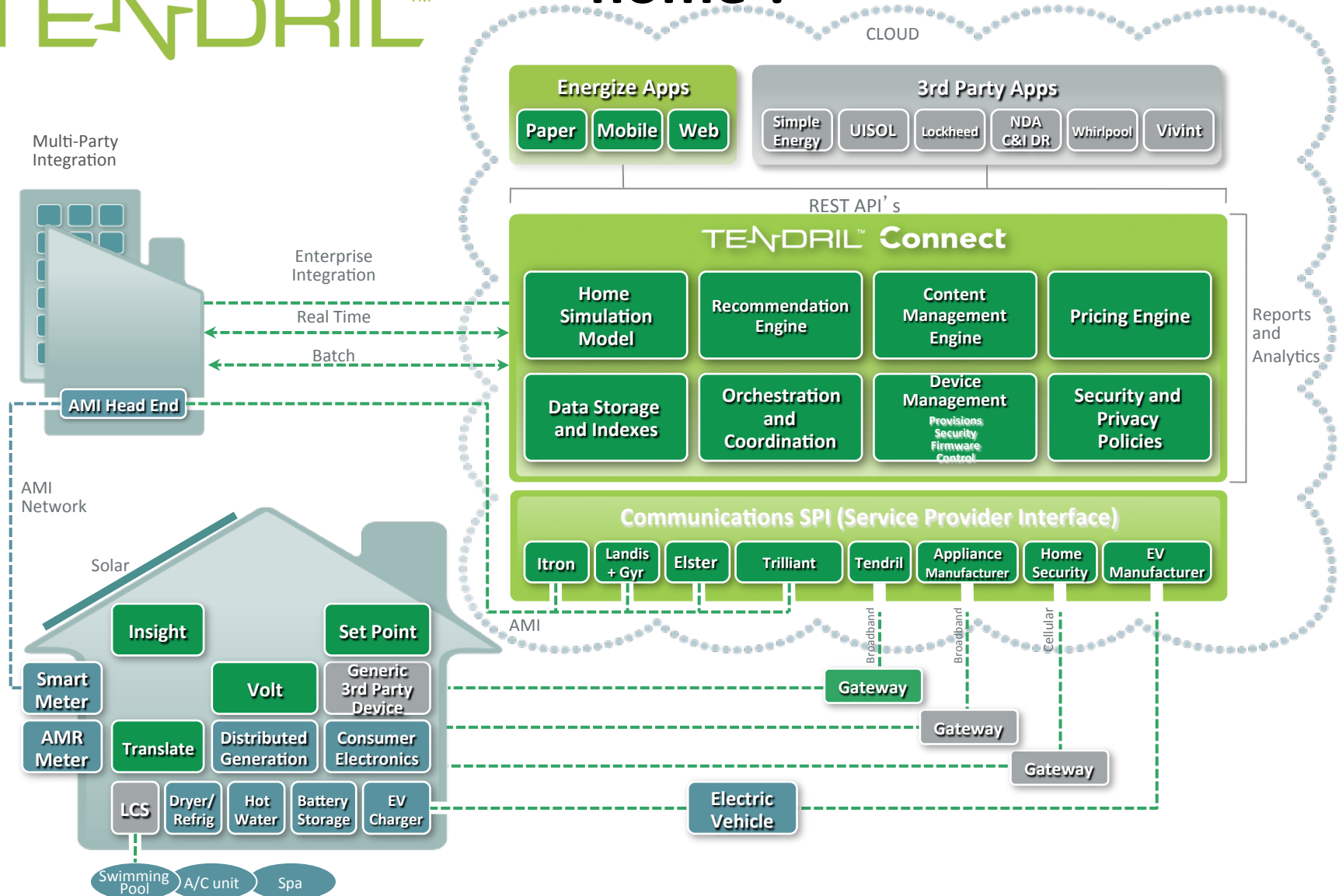
Distributed
Generation
Customer focus

Will the DCC create leverage for Retail & Distribution?



What kind of ecosystem could we connect to the home ?

TE_NDRIL™



How do Japanese fishermen keep their fish free at sea?



Sample of the shark in the tank



Work Performed	Work Performed	Work Performed	Work Performed
Smart meter Programme	Smart meter Programme	Smart Grid & AMI	Smart meter & Grid
Customer First	Learning at Scale	Smart Grid Consumer & Operational	Mesh/AMI/ToU Consumer engagement

<p>Dual fuel smart meters Advanced HAN & WAN solution SMETS1 by design Future proof via OTA Pre Pay Platform leverage of HES & Hub Communications Hub – cellular, DDX, IP & DLMS over Zigbee</p>	<p>Rapid deployment Leverage of SaaS model Standards based Future proof Ready for DCC novation Smets1 compliant SAP/MDM integration</p>	<p>Sophisticated vision Grid, metering, consumer, operational, societal and environmental benefits 620k customers in 2 years Urban to rural challenges</p>	<p>1st large scale mesh AMI Driven by open standards Extreme rural territory 1.2 million customer homes 350,000 square miles 122,000 miles of dist. Lines Corporate & Government</p>
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<p>500k meters deployed to date Installs going from 1,000 to 3,000 per day by Q3 2013 Emeter reads = 99.7% Gmeter reads = 99% NPS = +56 Comms hub OTA = 100% Tier 0 supplier to BG</p>	<p>Learning at scale HHT integration In house & O/sourced techs Supply chain readiness Meter selection process JIT for meter, hub & IHD HHT terminal integration</p>	<p>Multi-tier IP network WAN & NAN at 2.4GHz HAN in the meter Outages reduced by 10% Duration by 20 min GHG emissions by 40,000t 1st in JD Power cust.sat</p>	<p>Consumer engagement. 100% conversion to Time of Use (ToU) tariffs. Avoided 330MW of summer peak-load shifting. Reducing GHG by 11 Megatonnes annually by 2030</p>
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Thanks for listening

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