



Unifying solutions
for the **Smart Grid**



Welcome to **Connections**, your source for up-to-date EnergyAxis news and information

Elster names Simon Beresford-Wylie as CEO

Elster Group has appointed Simon Beresford-Wylie as Chief Executive Officer (CEO), effective immediately. Mr. Beresford-Wylie (51) joins Elster from Nokia Siemens Networks (NSN), one of the world's largest telecommunications infrastructure and network solutions companies, where he was CEO and a member of the Nokia Group Executive Board. To read more, [go here](#).



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DOE awards Smart Grid Investment Grants

On October 27, 2009, the DOE awarded the entire \$3.4 billion in Smart Grid Investment Grants (SGIGs) provided for in the American Recovery and Reinvestment Act of 2009. There were 100 award recipients from over 400 applications. Elster assisted with 57 applications and 19 of these were awarded. Elster's involvement in the selected projects shows confidence in our technology and their ability to address DOE requirements including interoperability and cyber security.

With all the money allocated in the first round, the second and third rounds have been cancelled but, approximately \$600M remains to be awarded for Smart Grid Demonstration Project Grants (SGDPGs).

Job reporting is key. A major purpose of the stimulus bill is to save jobs and create new ones. Consequently, job reporting is a key requirement. The Associated Press has been reviewing job data from other stimulus grants and has found some questionable employment figures where companies (road contractors for example) provided peak values for temporary jobs. To support utility grant applications Elster provided well-documented and accurate job creation estimates. As an example, Elster estimates were for full-time equivalent (one person working for one year), which the government now requires of all stimulus grant projects.

'Buy American', NEPA, other Laws. The stimulus bill incorporated many Federal laws by reference including the Energy Investment and Security Act (EISA) and 'Buy American' provisions. What 'Buy American' means for SGIG is that manufactured products for 'public buildings and government owned (federal, state, and local) utilities' are to be American made. Elster believes it complies with the 'Buy America' provisions as produces its smart metering products and systems at its Raleigh, NC facility.

Other Federal laws apply, such as the National Environmental Policy Act (NEPA). We expect that NEPA compliance for most AMI/smart grid projects will not be overly burdensome. An important consideration for investor-owned utilities is that grants are typically considered to be taxable; IOUs should check with their tax attorneys. A new requirement for Grant recipients is to provide compensation data for the organization's top five officers.

Award selection process. The awards were made on a competitive basis. Hard criteria (with weighting) included:

- Adequacy of technical approach for enabling smart grid functions (40%)
- Adequacy of plan for project tasks, schedule, management, qualifications, and risks (25%)
- Adequacy of technical approach for addressing interoperability and cyber security (20%)
- Adequacy of plan for data collection and analysis of project costs and benefits (15%)

Soft criteria included a distribution amongst the utility types (investor-owned, cooperatives, and municipals); geographic distribution (projects were selected in all 50 states except for Alaska); and opportunities for suppliers such as Elster.

Grant or no grant...what to do now? Several utilities have asked 'why didn't I get a grant' or 'why did a nearby utility get one and I didn't?' In some jurisdictions, a single large award may have eaten up the state's 'fair share'. Also, the inclusion of 'soft' selection criteria makes it difficult to point to definitive selection criteria. Our recommendation is to consult with the DOE to understand their reasoning for specific grant application acceptance or rejection.

Whether you received a grant or not, Elster stands ready to help you move forward. For further information, contact your account executive or reach me via email at ed.gray@us.elster.com.

Upcoming Events

Virtual Connections Webinar

Mark your calendars for November 18th at 3:00pm Eastern (Approximately 90 minutes)

Elster is extending the User Conference experience through quarterly webinars. This event is exclusive to Elster EnergyAxis User Customers. If you did not receive an invitation, please contact Barbara.lehenbauer@us.elster.com.

- Utility sponsor: Rod Holmes, Manager, AMI Operations & Metering Systems, Dominion
- Featured presentation: "NIST standards and how they will impact the industry and your utility's Smart Grid initiatives," Ed Beronet, Elster.
- Discussion topic: "Demand Response, Energy Efficiency and Conservation". In this discussion facilitated by the Utility Sponsor, attendees are encouraged to share your DR projects, ideas, progress, concerns, experiences, and best practices.

2010 EnergyAxis User Conference
February 21-25, 2010
Charleston, South Carolina

Make your plans now to attend! Top experts and leading utility innovators will cover key issues such as security, technology future-proofing, and emerging solutions for energy efficiency and distribution automation. There will be relevant case studies featuring first-hand, innovative strategies implemented at electric, water and gas utilities, as well as subject-specific training and workshops to give you hands-on access to technology.

Register today at https://www.regonline.com/energyaxis_user_conference

Elster Profiles

Ed Gray Vice President, Legislative and Regulatory Affairs

Ed has over 30 years experience in the electricity business at Elster, the National Electrical Manufacturers Association, Electric Power Research Institute, US Nuclear Regulatory Commission, and Tennessee Valley Authority. He was directly involved in drafting and lobbying for the smart grid provisions, including grants, that are embodied in the Energy Independence and Security Act of 2007. In addition, he is the leader of the Elster smart grid grants efforts that have involved some 57 applications and 19 grants awards.



Ed Beronet Director, Technology and Standards

In September, we featured Ed Beronet's role as the Chairman of the ANSI C12.22 committee and one of Elster's security experts. We are pleased to announce Ed's recent promotion to Director of Technology and Standards. The creation of this role emphasizes Elster's continuing commitment to the on-going standards activities throughout the industry. In this role, Ed will further extend his standards leadership in serving the interests of our utility customers as well as Elster.

