

MANAGE UTILITIES BETTER WITH PRIME

Utilities worldwide have been looking for the right metering solution to address their challenges in revenue collection, losses reduction and load management. The key question is: Who has the magic wand?

The answer is ... NO ONE.

Simply because the magic lies in the following key success factors.

The first success factor lies in the metering solution

Metering solutions are designed to address your needs and challenges and not the other way round. So, first you must clearly define your need and challenges and look for the metering solution that will suit you the best, rather than shopping around for the latest technology and fall into the technology trap... it is not a beauty contest.

You should look for a metering solution that improves your revenue collection rate and there is no one-size that fits all. Some customers prefer prepayment, and some others want to continue with post-paid. So, your metering solution must be flexible to handle both types without jeopardising your revenue collection rates and cash flow.

But revenue is not everything. You have to work on reducing your network losses and you can't achieve that without online communication. You must get notified of any meter tampering event once it occurs, otherwise it becomes history and one is expected to take immediate action.

You need a solution which is cost effective from an operational and investment point of view with a track record of reliability and performance.

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There is no economic and reliable means of communication than PRIME power line communication. But because there is no one-size fits all solution, you should consider a modular metering solution that will enable you to use a PRIME PLC communication module as the primary communication media, while having the possibility to interchange with a secondary wireless communication media. (for example, RF, GPRS..... etc.).

Last but not least, you must not forget the need for load management capabilities. Utilities must look for a metering solution that can provide load management capabilities during peak hours to avoid unpopular load shedding techniques.

Last and full most, having a software solution that addresses your need for flexible

billing and collection media, with reliable infrastructure to handle large volume of data that will be processed by the HES (head-end system) and the MDMS (meter data management system) to provide meaningful reports, projections and recommendations that will enable you to improve your performance and manage your utility better.

The second success factor lies in the PRIME support

Getting the support and wide experience of the PRIME Alliance members is an integral part of the PRIME solution implementation. PRIME is not just a communication platform. It is a platform that combines communications with the knowledge and experience of the PRIME Alliance member firms, which basically ranges from metering solution providers to utilities and technology innovators.

That is why we are called PRIME, because simply put, utilities are getting a PRIME solution to address their needs and challenges.

The third success factor lies in simple & clear KPI's

Set simple and clear KPI's that measure the process in your key challenges (like revenue collection rate, network losses % and peak load etc.). This way you can evaluate the effectiveness of your investment and follow up on the process in performance.

The fourth success factor lies in not splitting responsibility

Utilities should give the total responsibility to a PRIME company who will provide a metering solution on a turnkey basis in addition to taking responsibility of the management and operation for a period of not less than four to five years. The utility should evaluate the performance of the company through the agreed upon KPI's.

In the end, success lies in the way you manage your project – from selecting the right metering solution, the right PRIME solution, the right company and managing your KPI's.

Now do you believe in magic?? **MI**

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