

IntelliLead

Tap into comprehensive information on Enterprise Solution and T&D Automation projects ... even before the RFPs are released.

Looking for an edge in the marketplace? Accessing pre-RFP, **project-level data of more than 650 utilities** on upcoming key Enterprise Solution and Transmission and Distribution (T&D) Automation projects could certainly give you one. With Sierra Energy Group's IntelliLead service, you can tap into databases with hundreds of leads on Enterprise Solution or T&D Automation projects.

SIERRA ENERGY GROUP
The Research & Analysis Division of Energy Central

IntelliLead provides detailed advance information on project plans and objectives, existing systems, budgets, project contacts and completion/RFP dates, helping you:

- » **Identify early on** if a project fits your capabilities.
- » Learn where **utilities are spending** their tight capital.
- » Get a **jump start on the sales** and marketing process.
- » Plan ahead better and **allocate your resources** more efficiently.
- » Not waste time trying to **determine who to contact**.
- » Build out **your internal databases**.

Enterprise Solution Projects

Last year, IntelliLead identified more than **450 Enterprise Solutions projects valued at more than \$1 billion**, involving:

- » AMR
- » Customer information systems
- » Enterprise asset management systems
- » Work management systems
- » Outage management systems
- » Geospatial information systems
- » Mobile/field force solutions
- » Professional services

T&D Automation Projects

Last year, IntelliLead identified more than **500 T&D Automation projects valued at more than \$100 million**, involving:

- » Large EMS upgrades
- » Distribution SCADA projects
- » Substation automation initiatives
- » RTU replacements and upgrades
- » Communications projects
- » Protective relays
- » Professional services

IntelliLead cont.

Data Includes:

- » Complete contact and company information, invaluable for lead generation and outreach.
- » Snapshot of the utility's legacy systems and services.
- » A comprehensive overview of planned Enterprise Solutions activities.
- » A comprehensive overview of planned T&D Automation activities.
- » Sierra Energy Group analyst commentary, providing key insight and background to help your business development efforts.

Support Services Includes:

- » Updated leads every six weeks
- » Monthly call with analyst
- » Access to previous year's data
- » Input on utilities you would like to see included in the database
- » Kick-off implementation session via phone

Data Samples:

Enterprise Solutions		Project #:
Contact Information		1
Organization:	AIC Power District	NDate:
Address:	123 Elm Street	
City:	Anytown	ST/Prov: AA Zip: 12345
Contact 1:	John Doe	Title: VP of Customer Operations
Telephone:	(123) 456-7890	Email: jdoe@aicpower.com
Meters:	300,000	Utility Type: FSD Services: E
Existing Systems		
Systems Overview		
AMI/AMR	Install Date: Q3-2007 Vendor: Itron Cost: \$5400 Opsys: Other	
CIS	Install Date: Q1-2010 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
EAM	Install Date: Q1-2004 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
GIS	Install Date: Q1-2007 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
Mobile	Install Date: Q1-2007 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
OMS	Install Date: Q1-2007 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
WMS	Install Date: Q1-2007 Vendor: Oracle/Peoplesoft Cost: \$0 Opsys: Other	
Prof. Svc. Providers:		
Tasks:		
Outsourcing:		
Current Integration:	#1: CIS OMS	
Planned Systems		
Systems Overview		
AMI/AMR	RFP Date: Q1-2009	
GIS	RFP Date: Q1-2009	
Prof. Svc. Providers:		
Tasks:		
Outsourcing:		
Currently they have the following internal study in place looking at being plans for a GIS project to replace their announced- estimates made by analyst 2010 to Oracle CIS/Billing CCSB as with Intergraph- but open AMR and Fixed net work AMI- very successful product		
If your utility has both to include Distribution SCADA and Distribution Automation, are these systems integrated? NA		
Planned Systems		
EMS/DMS/SCADA		
RFP Date:	Q2-2010	Award Date: Q3-2010 Vendor: Open Cost: \$300 Opsys: Open
Substation Automation		
RFP Date:	Q2-2009	Award Date: Q3-2009 Vendor: SEL Cost: \$40 #Subs: 2
Number Of RTUs:	0	Number of Relays to be added/Upgraded: 6
Prof. Svc. Providers:		
Tasks:		
Protocol:	DNP	
If your utility is planning both to include Distribution SCADA and Distribution Automation, will these systems be integrated? NA		
Analyst Comments:		
City Utilities has a Siemens/Telegyr SCADA system, and uses an old Converge load management system (Scientific Atlanta) for limited capacitor control. They have some relays in the substations and some Cooper line controls installed, but there is limited operational control of the equipment. MDS 900 MHz radios are used for communications and the Telegyr 6579 protocol is used. They will replace the existing master station in a couple of years since their current system is about 18 years old. They are upgrading about one substation per year with new SEL equipment.		

Program Investment: For rate information contact an Energy Central Account Executive.

Telephone: 800.459.2233 or 303.782.5510 | E-Mail: sales@energycentral.com | Online: www.energycentral.com/rates.cfm

For more information and complete data samples or pricing, contact your Energy Central Account Executive or Mark Johnson, VP of Content, via phone (303.228.4721) or e-mail (mjohnson@energycentral.com).