



Smart Metering Implementation Summit

April 26 - 28 2010, Sheraton Premiere at Tysons Corner Hotel, Vienna, VA

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Conference Day One: Tuesday, April 27, 2010

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7:15 Registration & Coffee

8:00 Chairperson's Welcome And Opening Remarks

8:15 OPENING KEYNOTE: Smart Metering Utilization: From Pilot AMI Projects To Full Deployment

The process of installation of smart meters and communications followed by system optimization, data management and data storage is not an easy one, but the process gets even more complex when companies prepare to transition from pilot project to full deployment. Learn how to identify and resolve operational, technical and regulatory issues pertaining to full AMI deployment. During this interactive session you will learn how to:

Identify and carry out necessary operational changes: assets retrofitting, IT systems upgrade etc.

Manage regulatory requirements pre- and post- presenting the projects for stimulus funds

Select and deploy new technology across the whole supply chain

Lawrence M. Oliva

Director, Tariff Programs & Services, Customer Service Business Unit
Southern California Edison

9:00 KEYNOTE: Consumer Advocacy: Building Effective And Efficient Pricing Structures

Utilities can create real markets for electricity with processes that vary by the minute but the consumer groups have often resisted flexible pricing. What is the best choice for a utility between mandatory, default or voluntary flexible structures?

Select the most suitable pricing strategy based on internal and external factors

Implement dynamic pricing and present its advantages to internal and external stakeholders

Build an open dialogue with customers and present them with clear benefits of smart meters

Jessica Brahaney Cain

Director, CL&P Plan-It Wise Energy Program, Northeast Utilities
CP&L

10:00 Morning Networking And Refreshment Break In The Exhibit Hall

10:45 PANEL DISCUSSION: Communication Network Technology, Part 1: Utilities' Take-Aways

As utilities prepare for the real time demand response, issues of reliability, scalability and cost will continue to dominate the conversation. Reliable communication network is a must to ensure data is transmitted in real time and avoid retrofitting. Attend this panel discussion and gain knowledge about:

Various communication technologies currently used in the US: fixed RF, power line and cellular

What types of communication technology have proven to be successful

Challenges and solutions

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Steve Pullins
President
Horizon Energy Group



11:30 PANEL DISCUSSION: Communication Network Technology, Part 2: Technology Providers' Take-Aways

It is not a secret that benefits from communication network technologies are yet to be seen leaving utilities questioning the validity of all the benefits they were promised. But, what is the actual stage of technology development and what answers can solution providers give to those who question the benefits of offered technological advancements? During this panel discussion you will cover the following:

- Consumer perceptions and understanding of smart meter technology
- Real-time data retrieval and analysis: what really works?
- What are the next steps that utilities can take to increase the effectiveness of deployed technologies

Representative of Tendril

Andy Zetlan
Smart Grid Solutions
Telvent Utility Group

12:15 Networking Luncheon

1:15 DOE UPDATE: SGIG Projects

This interactive session will provide you with the latest updates on Smart Grid Investment Grants and will cover the following aspects:

- What the negotiation process looks like
- Data collection for project management and performance
- Data Collection for metrics and benefits
- Cyber security

Invited:

Eric Lightner
Head of Smart Grid Force
DOE

2:15 PANEL DISCUSSION: Building Strategic Partnerships With Suppliers And Vendors To Optimize Spend And Improve Cost Structures

At a time when many utilities move away from AMR to AMI the importance of strategic partnerships with technology providers and meter manufacturers is increasing in geometric progression. However, making the right choice of various components necessary for effective smart metering programs is not an easy task. Attend this interactive session and learn how to:

- Perform an in-depth analysis of an existing supply chain to identify all necessary components for change and replacement
- Identify criteria for vendors' selection: price, time line, efficiency and consumer preferences etc.
- Identify next steps to execute any necessary changes

Steve Pullins
President
Horizon Energy Group

Jessica Brahaney Cain
Director, CL&P Plan-It Wise Energy Program,
Northeast Utilities
CP&L

Crit Harrison
Smart Grid Planning and Implementation
Duke Energy

3:00 Afternoon Networking And Refreshment Break In The Exhibit Hall

3:45 Roundtable Discussions: Leveraging Government and Private Funding for Smart Metering Investments

After most of the federal government funding has been allocated, the questions arise – what are the next steps for the rest of the utilities regardless of whether they are municipal or privately owned? This session will cover the future of smart grid economy and different ways utilities can utilize various funding opportunities currently existing in the market. Join this panel and learn how to:

- Identify cost of new generation, information requirements for customers and tax laws
- Set time frame and identify benefits and costs of the projects
- Select a project within the constraints of limited finances
- Leverage strategic partnerships to spread the costs

Brewster McCracken
Executive Director
Pecan Street Project Inc.

Paul M. Martin
Systems Accountant
Westfield Gas & Electric Department

4:45 Leveraging Cutting Edge Technologies To Increase Efficiency Of Collecting, Managing And Storing The Massive Volume Of Data Generated By Smart Metering Devices

There are a number of communication technologies proposed for use with smart metering systems, including wireless short-range communications, mobile communications and communications over wireless sensors networks. In order to store the collected data utilities can utilize SCADA and other data storage technologies. The question is, what technologies have proven to be successful and can bring the most benefits to both the utilities and the customer? During this interactive session we will cover the following aspects:

- What utilities can learn from other industries that have been deploying data collection and storage solutions: IT, retail
- Common challenges and potential pitfalls and how to eliminate bottlenecks
- How to balance outsourcing with in-house solutions: criterion for comparison

Anna Grau
Performance Analyst
Puget Sound Energy

5:30 Close Of Day One

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Conference Day Two: Wednesday, April 28, 2010

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7:30 Registration & Coffee

8:00 Chairperson's Recap Of Main Conference Day One

8:15 OPENING KEYNOTE: Developing Interoperable Standards: Industry Priorities And Regulatory Aspects

Cyber security, communications as well as coordinating operation of the bulk power system with new and emerging technologies for renewable sources, demand resources, electricity storage and transportation issues are all the aspects that need to be addressed in the process of development of new technology standards. What are the latest developments in this area? How will these new developments affect all the stakeholders? During this interactive presentation you will learn about:

The accelerated framework for continued development on the initial standards for interconnected systems and devices that comprise the Smart Grid

Priority action plans: Feeling the gaps for additional or revised standards

Development and Implementation of a system for testing and certifying how the standards are implemented in Smart Grid equipment, processes and systems

Thomas Nelson
Project Lead
NIST

9:15 STAKEHOLDERS PANEL DISCUSSION: What About The Customer? Part 1

The idea that the customer can quickly capture the energy savings that smart meters may provide, once they're thoroughly integrated in homes and businesses, has been around for quite a while. Note the "may" — nobody is quite sure how the plan will in fact turn out. The latest complaints from the customer wary of the meter switch are challenging this notion; it is quite possible that consumers could be shouldering the costs of the transition long before they realized the savings. Putting aside controversial statements, what is the reality of smart meters deployment? What is the customer really gaining and what are the potential and real failures of the technology that is already in place?

During this interactive panel discussion you will have a chance to hear the various perspectives opinions on smart meters efficacy from the following:

- Consumer advocacy groups
- Utility Business Analysts
- Municipal and privately owned utilities
- Regulators

Charles Acquard
President
NASUCA

Ben Schuman
Analyst
Pacific Crest Securities

Betty Ann Kane
Chairman
DC Public Service Commission

Thomas Nelson
Project Lead
NIST

10:00 Morning Networking And Refreshment Break In The Exhibit Hall

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10:45 STAKEHOLDERS PANEL DISCUSSION: What About The Customer?

Following the previous discussion you will continue the dialogue and in addition you will hear what solutions could be applied to the aforementioned challenges and what all the stakeholders can do to ensure that smart metering delivers on its promises to customers, utilities and the State. During this interactive panel discussion you will have a chance to hear the various opinions from:

- Consumer advocacy groups
- Technology providers
- Utility Business Analysts
- Municipal and privately owned utilities

Charles Acquard
President
NASUCA

Ben Schuman
Analyst
Pacific Crest Securities

George Potts
Vice President, Business Transformation
PEPCO Holding Inc.

Calvin Shirley
VP of Energy Efficiency
Puget Sound Energy

11:30 Identifying And Demonstrating Long-Term Smart Metering Benefits To The Customer

One issue that is emerging during the implementation of smart metering at the micro level is the asymmetry of the benefits. The utility installing the meters gets some upfront cost savings, including much better control over their energy demand and higher visibility into consumer preferences/usage. However, the customer benefits seem to be at the margin. In addition, the situation is complicated by overall decreasing demand for electricity. In order to overcome some of these challenges, it is important to show the customer that through receiving a more accurate reading of their energy usage, customers now have the power to lower their bills. The task that utilities are left with is how not only to show the customers all the benefits from smart meters but also to help them to utilize them. Attend this interactive session and discuss the following HOT issues:

- Web Accessibility: Customers' online access to detailed data on their energy use
- Money Saver: how to save money by reducing energy use during times of peak demand
- New Possibilities to come: home area network interface, automated management of home/facility energy use

George Potts
Vice President, Business Transformation
PEPCO Holding Inc.

12:30 Networking Luncheon

1:30 The Impact Of Utility Telemetry Systems On Large Scale Meter Deployments: Broadening The Knowledge Of Existing Systems

Utilities have, over the past year, rushed to implement metering systems and the networks that connect them to the software applications that utilize the information. As these systems are implemented, it is important to acknowledge that metering systems and their communications architectures are not the only telemetry systems in place to support the business, and these other systems can impact the need for metering telemetry and the design of networks. During this interactive case study, you will:

- Gain comprehensive perspective on utility telemetry issues
- Learn about the impact of the telemetry on large-scale meter deployments
- Learn about time skew inherent in metering systems and it's impact on the software the uses the data from the networks

Andy Zetlan
Director, Smart Grid Solutions
Telvent Utility Group

2:15 PANEL DISCUSSION: Developing Effective Strategies To Drive Changes In Customer Behavior

The most pressing challenge for utilities is educating consumers about the new approach to electric consumption. The issue becomes particularly pressing when the actuality of incorporating technology hits the residential home. What Strategies can utilities deploy to encourage consumer engagement in electric data management? Join this interactive discussion and receive answers to these and many other questions

Dean Smith with Jamie Swails
Network Data Operations
Portland General Electric Co

Jessica Brahaney Cain
Director, CL&P Plan-It Wise Energy Program
Northeast Utilities, CP&L

3:00 Afternoon Networking And Refreshment Break In The Exhibit Hall

3:30 STATE COMISSIONS UPDATE – Smart Grid Implementation

As economic regulators, Commissioners are likely to immediately ask questions about the potential costs and benefits of the Smart Grid. The estimated costs for smart grid vary widely; however, the State policymakers are concerned primarily with the costs and benefits to ratepayers in their State's utility service territory. But the costs are not the only aspects of Smart Grid that are of importance to Commissioners. Attend this interactive session and learn the answers to the following:

What financial implications are Commissioners considering?

What are the consumer issues that Commissioners are concerned about?

How are Commissioners addressing Federal Stimulus Funds?

Betty Ann Kane
Chairman
DC Public Service Commission

4:15 Transferring Meter Data Into Back Office: Establishing Communication Between Meter Data Management And Customer Care And Billing Systems

Latest results of the pilot projects have clearly demonstrated that proper communication between the AMI and MDM and CIS is imperative for the projects' success. But what are the best ways to overcome existing bottlenecks such as internal standards and IT silos? The answer lies in a applying multi-step approach that goes beyond selection and deployment of technology. Attend this interactive session and gain additional knowledge on the following:

Connections to meter systems

Critical and Usage Validations

Error Handling and Diagnostics

Meter Data Access

Revenue Protection

Common Meter Data Repository

Auditing and Reporting

Jamie Swails
Head of Network Data Operations
PGE

5:00 40 Ideas In 60 Minutes

A panel of experts will break down the tools and activities that have had the greatest impact on their respective business. The panel will also brainstorm next steps and outline key takeaways for the conference participants that can be applied immediately upon the return from the conference. The critical areas of discussion are:

Best network solution

Best metering data management system

Best pricing strategy

Best consumer education program

Don't miss out this great Lessons Learned exchange and bring YOUR ideas to the table!

Ben Schuman
Analyst
Pacific Crest Securities

Thomas Nelson
Project Lead
NIST

5:40 Chairperson's Closing Remarks & End Of Conference

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