



# **LESSONS LEARNED: THE VALUE OF THE SMART GRID BEYOND SMART METERS**

July 2011

# Introducing Echelon

**Echelon Energy Control Network:  
Open, intelligent, distributed control**

**Market  
Maker**

**20  
years**



First Energy Control  
Network

**Global  
Innovator**

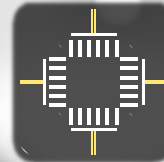
**100  
patents**



HQ Silicon  
Valley

**Field  
Proven**

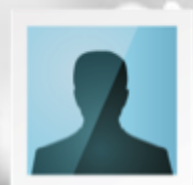
**100M  
smart devices**



“Plant-to-Plug”  
solutions

**Passionate  
Customers**

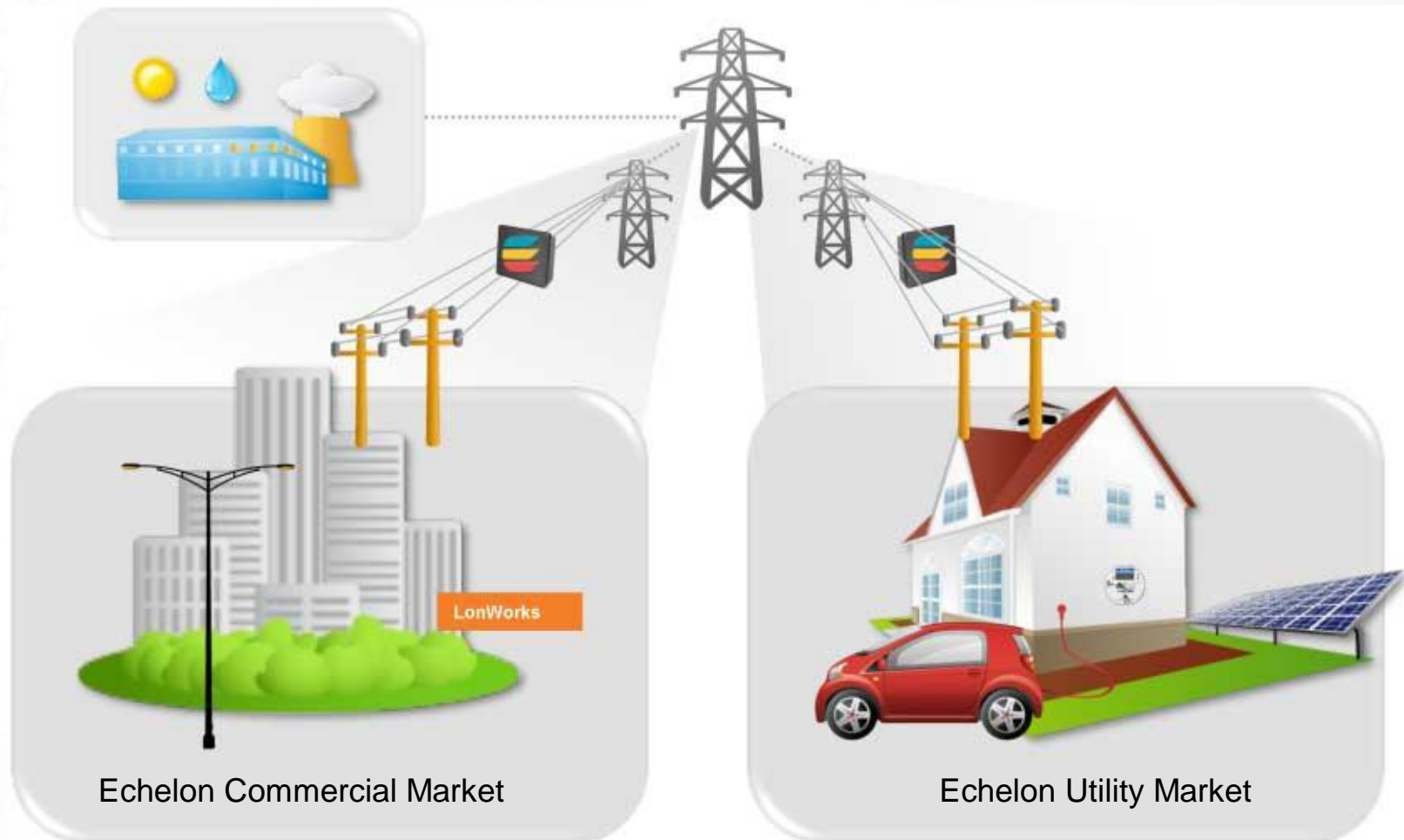
**>1,000  
customers**



Commercial,  
Utilities

# Echelon Solution Focus

At the Edge of the Smart Grid: Reliable, Survivable, Instantaneous, Open



Echelon Commercial Market

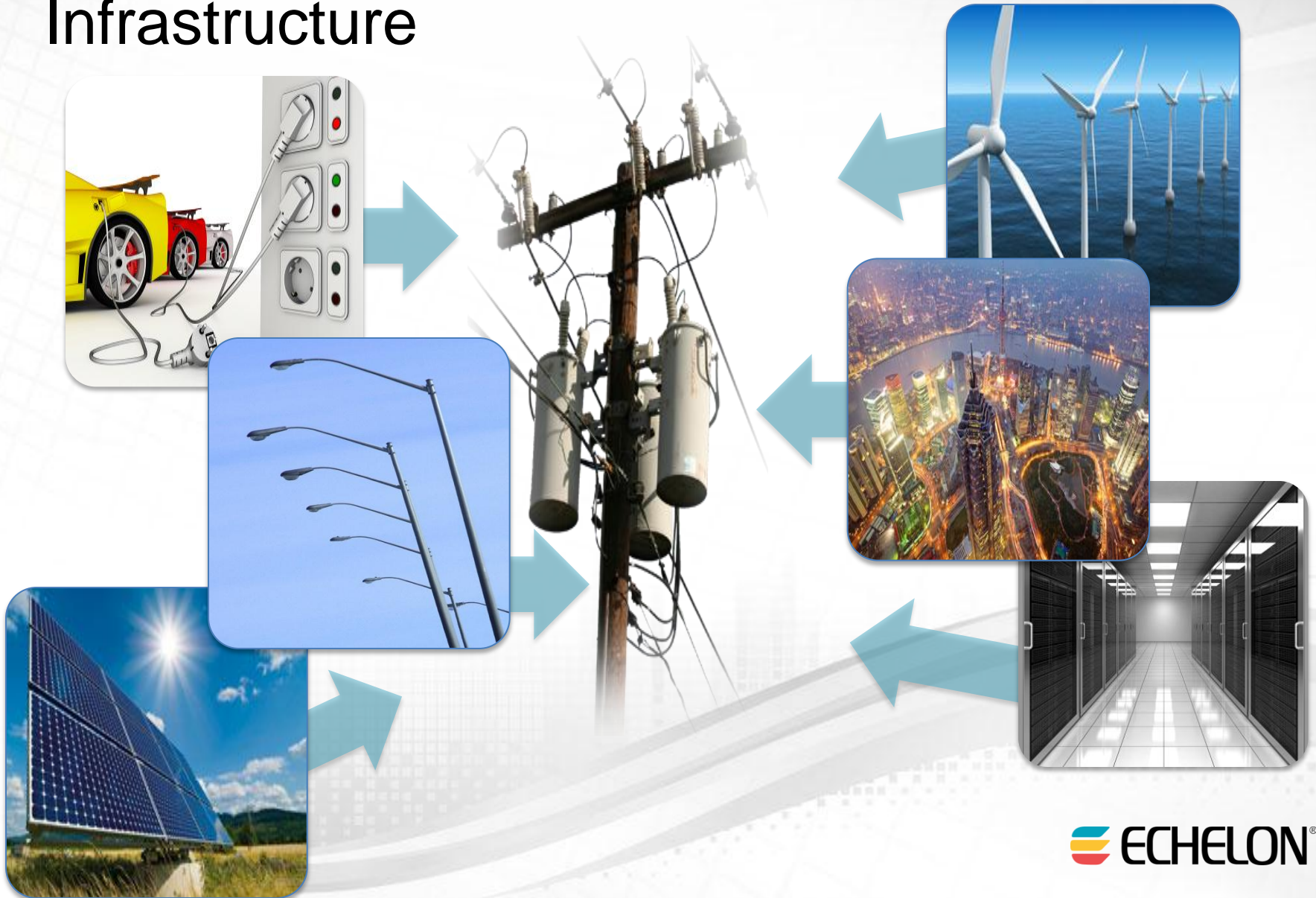
Echelon Utility Market

# Our Customers

100M Echelon-enabled Devices Deployed; 35M Smart Meters, 300,000 Buildings



# New Demands Are Being Placed on Today's Infrastructure



## MANUFACTURERS



## STREETLIGHT COMPANIES



# Cases---Successfully installed street lights through EMC

NO.	Name	Number	Saving Rate	Annual Saving (KWH)	Reduce O2 (KG)
1	Chang' an Town	12,366	<b>60%</b>	8,971,372	8,944,458
2	Dalingshan Town	5,407		4,249,500	4,236,751
3	Chashan Town	1,786		1,462,885	1,458,496
4	Qingxi Town	7,256		5,891,871	5,874,195
5	Nancheng Dist.	270		270,603	269,791
6	Guanshen Express Way	2,820		1,539,833	1,535,213
<b>Sub-total</b>		<b>29,905</b>			<b>22,386,063</b>

1KWH=0.997kg CO<sub>2</sub>

Data Source: Dongguan Power supply Bureau

**Chang'an project was the only one street light energy saving project that rewarded the excellent demonstrative project by China Energy Saving Association in the year 2010**

# Holistic Solutions Offer Maximum Benefit

## Linz Strom AG Customer Example



- High ROI
- Feature-rich
- Safe choice
- Reliable and scalable
- Open standards
- Scalable ecosystem

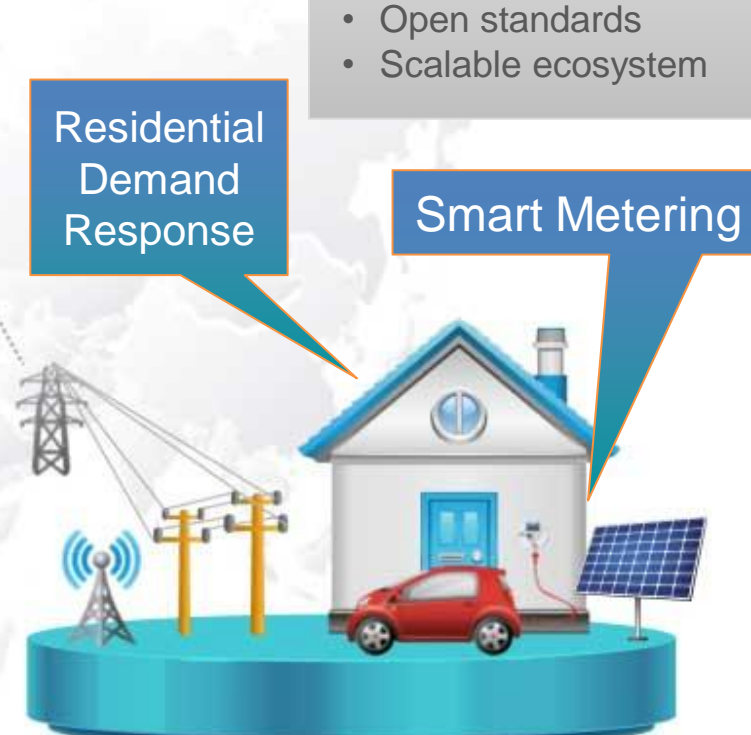


Linz Strom AG Data Center



Smart Cities & Streetlights

Smart Street Lighting



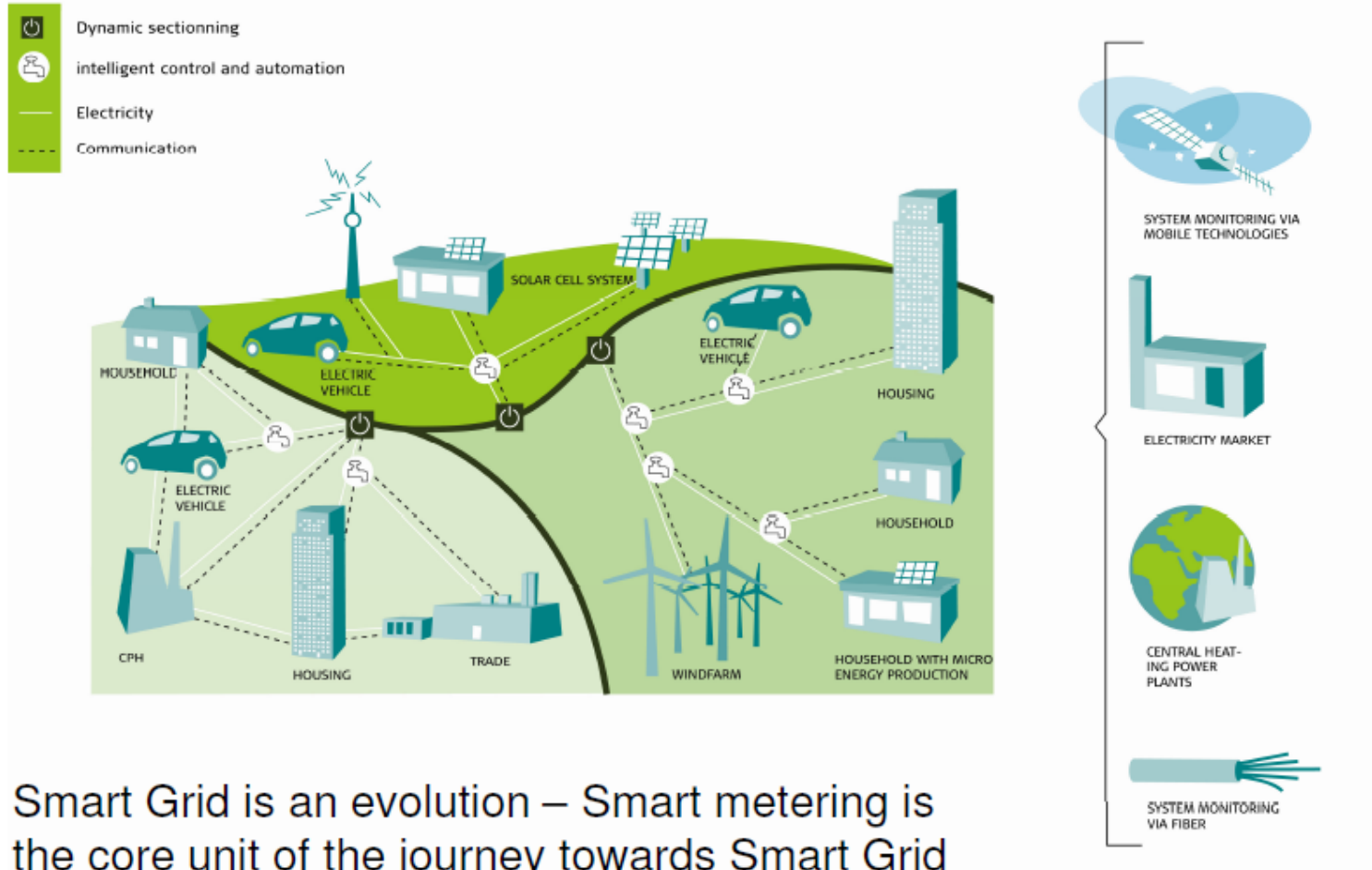
Residential Demand Response

Smart Metering

Smart Neighborhoods

# Linking it all together: “Smart Grid”

## Consumption, production and relation between units in a smart grid



Smart Grid is an evolution – Smart metering is the core unit of the journey towards Smart Grid

**THANK YOU**