



Stimulus Package Accelerates Smart Grid Timetable

Immediate Federal Funding Creates Unprecedented Opportunities for Utilities
to Deploy Smart Metering and Smart Grid Solutions



How much funding is available?

- The \$787 billion American Recovery and Reinvestment Act (ARRA), which President Barack Obama signed into law (Feb. 17), allocates billions of dollars in federal loans and grants to promote clean, efficient “energy independence” – and create jobs in the process.
- This includes weatherizing government buildings, schools and homes; promoting renewable energy such as solar and wind; and upgrading America’s power grids.
- Bringing the grid into the Internet age is one of the top clean technology provisions in the package. An estimated \$4.3 billion will be made available to upgrade the nation’s electric grid to maximize efficiency and minimize waste.
- An additional \$2.8 billion is provided for the Energy Efficiency and Conservation Block Grant program to make funds available to states, eligible local governments, and American Indian tribes by providing grants to assist in increasing energy efficiency and reducing energy consumption.
- The stimulus also includes about \$100 million for Smart Grid-related worker training and provides \$80 million for resource assessment.



When will these funds be distributed?

- The U.S. Department of Energy (DoE) has 60 days (beginning Feb. 17) to set up a competitive process to award the estimated \$4.3 billion for projects that will upgrade the nation’s electric grid.
- The DoE may disperse this money in increments equating to 50 percent of the funding for any two-year Smart Grid projects.
- The bill does not require utilities to specify how they will spend the money. As a result, this may encourage utilities to consider a variety of Smart Grid upgrades in their service territories.



Why are open protocols and standards important?

- The bill places emphasis on solutions that utilize Internet-based protocols and standards:
“OPEN PROTOCOLS AND STANDARDS – The Secretary shall require as a condition of receiving funding under this subsection that demonstration projects utilize open protocols and standards (including Internet-based protocols and standards) if available and appropriate.”
- As a Smart Grid infrastructure company, SmartSynch offers true end-to-end, IP-based solutions that utilize public wireless networks and deliver grid intelligence to and from any device.
- IP-based public wireless networks enable utilities to strategically and rapidly deploy more secure and scalable smart grid solutions with minimal capital expenditures. IP networks and solutions may be remotely upgraded to interface with new technologies since they are built upon open standards and leverage existing programs and tools.
- SmartSynch’s IP-based Smart Grid communications infrastructure encourages rapid application innovation and delivery of new functionality by allowing the broadest spectrum of ecosystem participants to focus on providing maximum benefits to utilities and their customers.



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Would deploying Smart Grid solutions to federal facilities maximize ROI?

"We will launch a massive effort to make public buildings more energy efficient. Our government now pays the highest energy bills in the world. We need to change that."

—President Barack Obama

- The Federal government is the largest consumer of electricity in the world. Courthouses, research laboratories, military bases, schools, hospitals, post offices, and all other government facilities consume vast amounts of energy each day.
- Commercial and Industrial (C&I) buildings accounted for 48 percent of the total U.S. energy consumption in 2008.
- Residential customers comprise 87% of an average utility's total customer base, but they're responsible for only 35% of MWH sales and 43% of revenue. By comparison, C&I customers comprise only 13% of total customer base but represent 65% of MWH sales and 57% of revenue (source: Energy Information Administration).
- Given these statistics, and the President's remarks, strategically deploying Smart Grid solutions to government facilities in your service territory merits consideration as a way to immediately serve 'high priority' customers that need them the most for a fraction of the time and money – while demonstrating to the DoE your interest in 'maximizing' their ROI.



How can SmartSynch help?

- SmartSynch has been the world's leading provider of public wireless IP-based Smart Grid solutions for the utility industry since 2000. We currently serve 100 major North American utilities.
- Our use of existing public wireless networks enables utilities to effortlessly spot-deploy smart metering and Smart Grid solutions to any customers at any time. Since these solutions don't require a proprietary network build-out for data delivery, utilities may deploy them individually or in large quantities, wherever they are needed most.
- This is a big reason why we are the leading provider of public wireless C&I SmartMeter™ solutions and are regularly asked by utilities to provide solutions for schools, hospitals and other high-use facilities in their service territories.
- In 2005 we worked with Xcel Energy to deploy C&I SmartMeters™ to more than 6,000 public schools in Colorado to eliminate the need for meter readers on campuses. Last fall, Xcel Energy selected SmartSynch as the official provider of C&I solutions as part of their SmartGridCity initiative in Boulder, Colorado. We are currently deploying our solutions on campus buildings at the University of Colorado at Boulder.
- We routinely work with utilities to prepare competitive bids, and our team of experts has the knowledge and experience necessary to help your company successfully apply for stimulus funding.
- For more information, visit www.smartsynch.com.

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