



SmartGrid: Opportunities and Challenges for the Telecom Market

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Introduction

- ▶ Why is Smart Grid Important?
- ▶ State of Deployment
- ▶ Regulatory Issues
- ▶ How can TETRA help?

Why is Smart Grid Important?

▶ State of Industry

- Demand expected to increase by >20% (down from 40+%)
- Many utilities dangerously near reserve margins
- New generation options have challenges
 - Siting, technology, cost, remote locations
- Congress imposing climate change requirements
 - Emissions, Renewable / Energy Efficiency Standards
- Utilities prepared to leverage investment for other uses
 - Water, gas billing and or control

▶ Future of Industry

- Billions of smart devices, sensors, resources
- Utilities required to micro-manage supply and demand at fringes of grid to optimize all resources for the benefit of all consumers



Value For Consumers and Utilities *Baltimore Gas & Electric*

Case Study

How Smart Grid and Smart Rates Can Help

Summer Hourly Electricity Price



