



VASS Solutions has helped multiple Clients successfully implement smart grid solutions. Successful implementation occurs when business case benefits are actually realized at expected values, the program is implemented on schedule and on cost, and economic recovery is realized.

The following table summarizes VASS Solutions’ experience helping Clients implement smart grid solutions.

Client	AMI	MDMS	End Point Installer	Customer Digital Experience	DR/DRMS	OMS/OCS	Systems Integration	Program Integration	Data Analytics	Prepay	CVR/VVO	Customer Engagement	Enterprise Asset Management	Mobile Workforce Management	Smart Grid Program
<b>Suez Water</b>														√	VASS Solutions is leading the Suez Water Mobile Workforce Management implementation project to transition all Suez regulated water companies from legacy paper processes to a consolidated enterprise mobile workforce solution.
<b>Frankfort Plant Board (KY municipal utility with 21,000 electric customers and 16,500 water meters)</b>	√	√	√					√	√						VASS Solutions personnel facilitated FPB’s development of an AMI business case that justifies investment in this foundational smart grid infrastructure. VASS Solutions has been selected by FPB to facilitate the procurement and implementation of an AMI and MDMS/Data Analytics solution.
<b>Southern Maryland Electric Cooperative (Maryland electric utility with 144,000 electric meters)</b>	√	√	√				√	√					√		VASS Solutions is providing smart grid expertise and business consulting services to maximize operational benefits of SMECO’s continuing smart grid solution implementation. VASS Solutions is also leading the business process definition and business change management in support of SMECO’s Enterprise Asset Management (EAM) solution implementation.
<b>NV Energy (Western US IOU with 1.3 million electric and 156k gas meters)</b>	√	√	√	√	√	√		√	√	√	√	√			VASS Solutions is a trusted strategic advisor to NV Energy. VASS Solutions provided program integrator services and subject matter expertise as NVE implemented its NVEnergize smart grid program. VASS Solutions continues to assist NVE with implementation of its customer digital experience redesign and other DAY2 opportunities.
<b>CPS Energy (San Antonio, TX municipal utility with 770,000 electric and 350,000 gas meters)</b>	√	√	√	√		√		√							VASS Solutions is providing project management services, strategic direction, and subject matter expertise as CPS Energy implements its Grid Optimization program.

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<b>Sask Power and Sask Energy (Saskatchewan, Canada provincial utility with 472,000 electric and 374,000 gas meters)</b>	√	√	√			√	√	√							VASS Solutions served as trusted advisor to the Sask architecture and integration team as it implemented its AMI and MDMS solutions.
<b>Pepco Holdings, Inc. (East Coast utility with 1.9M electric and 135k gas meters)</b>	√	√	√	√	√		√								VASS Solutions employees provided subject matter expertise, business case development, change management, vendor management, procurement services, and testing and solution performance verification services as PHI deployed its AMI and MDMS solution. VASS Solutions employees helped execute DC's demand response and consumer TOU rate study.
<b>Alliant Energy (Wisconsin utility with 650k electric meters)</b>	√	√	√												VASS Solutions employees provided subject matter expertise, project planning, business case development, requirements gathering, vendor management, solution verification services, and procurement services as Alliant Energy implemented its AMI and MDMS program.
<b>City of Fort Collins Utilities (Colorado utility with 65k electric and 35k water)</b>	√	√	√				√	√							VASS Solutions employees provided Smart Grid technical consulting and implementation support for smart grid solution acquisition and deployment; with complete, end-to-end responsibilities to fully implement an advanced smart grid solution with AMI and MDMS. Support includes requirements development, RFP/procurement, contract negotiation, and vendor solution implementation for AMI and End Point installation vendor contracts.
<b>Colorado Springs Utilities (Municipal electric, gas and water utility)</b>	√		√												VASS Solutions employees provided Smart Grid technical consulting and implementation support for AMI deployment. Support includes requirements development, RFP/procurement, contract negotiation, and vendor solution implementation for AMI and End Point installation vendor contracts.



The following table summarizes the strategy and program implementation services that VASS Solutions has provided to its Clients.

Client	Strategy					Project Implementation and Oversight											
	State of the Industry	Business Drivers	Roadmap	Solution Architecture	Approvals	Project Management	Solution Requirements	Solution Architecture	Procurement	Testing	Vendor Management	Business Process	Release Strategy and Management	Customer Engagement	Regulatory Strategy and Support	Change Management	Performance Measurement
Suez Water						√	√	√		√							
Franklin Plant Board	√	√			√	√											
NV Energy	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√
CPS Energy	√	√	√	√		√	√	√	√	√	√	√	√				√
Sask Power and Sask Energy	√	√	√	√	√	√	√	√	√	√	√		√		√		√
Pepco Holdings, Inc.	√	√	√		√				√	√	√	√			√	√	√
Alliant Energy	√	√	√	√	√	√	√	√	√	√	√	√			√	√	√
Southern Maryland Electric Cooperative	√	√	√	√	√	√	√	√	√	√	√		√		√		√
City of Fort Collins Utilities	√	√	√	√	√	√	√	√	√	√	√		√			√	√
Colorado Springs Utilities	√	√			√	√			√		√						