



The VASS SOLUTIONS Leadership Team --
SCOTT STEIN, JEFF EVANS, MARK MICHAELS --
Trusted Partners and Advisors

Offering Experienced Project Management &
Customized Lifecycle Services for Smart Grid Projects

Insuring the Benefits of Smart Grid Technologies
for Utilities & Customers

MARK MICHAELS, PMP
EXECUTIVE VP, OPERATIONS
EXECUTIVE CONSULTANT
PMI-CERTIFIED PROJECT
MANAGEMENT PROFESSIONAL

*Leveraging Deep Roots in the
Electric, Gas & Water Utilities
Industry, Smart Grid Expertise,
and Career Experience
Managing/Consulting To
Successful Large-Scale Utility
OT/IT & Infrastructure
Projects/Programs
To Benefit Utilities & Customers*

EXPERTISE:

Program & Project Management
Smart Grid OT & IT and
Infrastructure Project Planning &
Implementation
Advanced Metering (AMI), DA,
SCADA & EMS Systems
Wireless Networks (LAN/WAN)
Business Case Development
Contract Development &
Negotiations
Vendor Management

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PROFILE

- Client-Focused Consultant drawing on 33+ yrs of utilities, engineering and management experience and Smart Grid expertise to support utility clients in implementing Smart Grid technology
- Expertise, coupled with highly proactive and innovative problem-solving, plus strong client-focus, have fueled proven career achievement record for **employers Black & Veatch, Enspira Solutions, Landis+Gyr, CellNet Data Systems** and **Pacific Gas & Electric**
- Action- and results-oriented leader; innovative problem-solver skilled at heading off problems, organizing and simplifying complex solutions and mobilizing action; collaborative team builder; trusted client advocate

CURRENT PROJECTS

- **CPS Energy, Grid Optimization (GO) Program: Account Executive** and embedded **Member, CPS Project Management Team**, providing program management and technical support for implementation of CPS' advanced Smart Grid solution lifecycle including AMI, MDMS and DA and technologies; supporting **CPS Energy's** and **San Antonio Water System's** smart city initiative
- **Frankfort Plant Board: Account Executive** and **Project Lead** providing consulting services for the development of an integrated electric and water business case for AMI

ADDITIONAL ACHIEVEMENTS & CONTRIBUTIONS TO CLIENT SUCCESS

- **CPS Energy:** Led procurement and negotiation of selected smart grid vendor contracts for AMI and MDMS technologies
- **Southern Maryland Electric Cooperative: Account Executive** and **Project Lead** for **End Point Installation** phase of long-term involvement with SMECO's Integrated Smart Grid Strategy, including AMI, MDMS, OCS and SCADA, and required expert support of operational goals and *emPower Maryland* requirements
- **Pacific Gas & Electric (PG&E):** Consulting and technical services for creation of "SmartMeter" IT/Operations/Applications Dashboard and delivery of solution into PG&E environment
- **City of Fort Collins Utilities:** Technical consulting and support for acquisition, deployment and lifecycle implementation of advanced AMI & MDMS Smart Grid solution; expertise plus hands on role in contract development and negotiations led to major cost savings
- **NVEnergy:** Program management for **Advanced Service Delivery (ASD) Project**, with specific involvement in endpoint installation vendor selection, contract negotiation and ongoing deployment management

PUBLICATIONS

Expertise and commitment to best practices demonstrated in *white papers* at www.VASSolutions.com and [linkedin.com/in/MarkMichaelsVASS](https://www.linkedin.com/in/MarkMichaelsVASS)

PROFESSIONAL CREDENTIALS

- Certified Project Management Professional (PMP), Project Mgt Institute
- B.S., Mechanical Engineering, Santa Clara University