



VASS Solutions delivers subject matter expertise built upon the diverse utility, vendor and consulting backgrounds of its experienced, team-oriented principals. Our consultants Scott Stein, Mark Michaels, Jeff Evans, and Toni Pietrantonio, have a combined 100+ years of experience in various roles within the Utility, AMR, AMI and Smart Grid space. Combined, the team has worked on extended hands-on engagements leading to the success of over 30 IOU, Municipal, and Cooperative AMI and Smart Grid initiatives.

A Smart Grid vision identifies the technologies, tools and processes of the future state utility that can appreciably increase customer engagement and satisfaction, enhance service reliability and quality, improve operational efficiencies, and facilitate greater energy efficiencies. VASS Solutions' facilitates utility clients through the process of developing such a vision.

Following are the key elements of a potential Smart Grid visioning engagement.

### Understand Strategic Drivers and Goals

#### Tasks

- Review existing, readily available information about strategic drivers and goals of the utility
- Interview leadership and sponsors to validate understanding of strategic drivers and goals

#### Timeline

- 1 week to gather, review and prepare for interviews
- 2 days to conduct 3-4 interviews

#### Deliverables

- Summary understanding of strategic drivers and goals
- Identified stakeholder organizations to include in continuing development of vision

### Socialize, Educate, and Identify

#### Tasks

- Validate understanding of strategic drivers and goals with stakeholder organizations
- Educate on existing and future Smart Grid opportunities that could be implemented
- Identify Smart Grid opportunities necessary to achieve strategic drivers and goals

#### Timeline

- 1 week time to prepare
- 2 half-day workshops

#### Deliverables

- Presentation summarizing potential smart grid opportunities
- Identified smart grid opportunities that contribute to the strategic drivers and goals

### Craft the Vision

#### Tasks

- Summarize Smart Grid opportunities into a near-term and long-term state of Smart Grid
- Present vision to Project and Senior Leadership

#### Timeline

- 1 week to summarize vision
- 3 days to present, update and finalize vision

#### Deliverables

- Presentation summarizing smart grid vision

The smart grid vision serves as a foundation for the implementation of the smart grid. Based on this vision, VASS Solutions can identify technology and business process gaps, craft the solutions to fill those gaps, qualify the customer experience, and build the roadmap and implementation plan to achieve the smart grid vision.