

Southern States Energy Board

Introductions & Overview

February 23, 2015



Introductions

- ▶ **Freda Guzman, NorthStar Account Manager**
 - ▶ Joined our NorthStar Team in 2014
 - ▶ Your primary point of contact for our relationship
 - ▶ Will provide any information you require
- ▶ **Blair Robinson, SmartWorks**
 - ▶ Director, Business Development for SmartWorks

NorthStar Utilities Solutions

- **230+ Municipal / Utility customers on NorthStar CIS**
- **Over 38 years of experience with Utilities**
- **NorthStar is the very first and original division of Harris**
- **Strong User Community / Product Input**
 - 6 Regional User Groups
 - Annual National Training Conference
 - Product Advisory Council & NorthStar Strategic Council

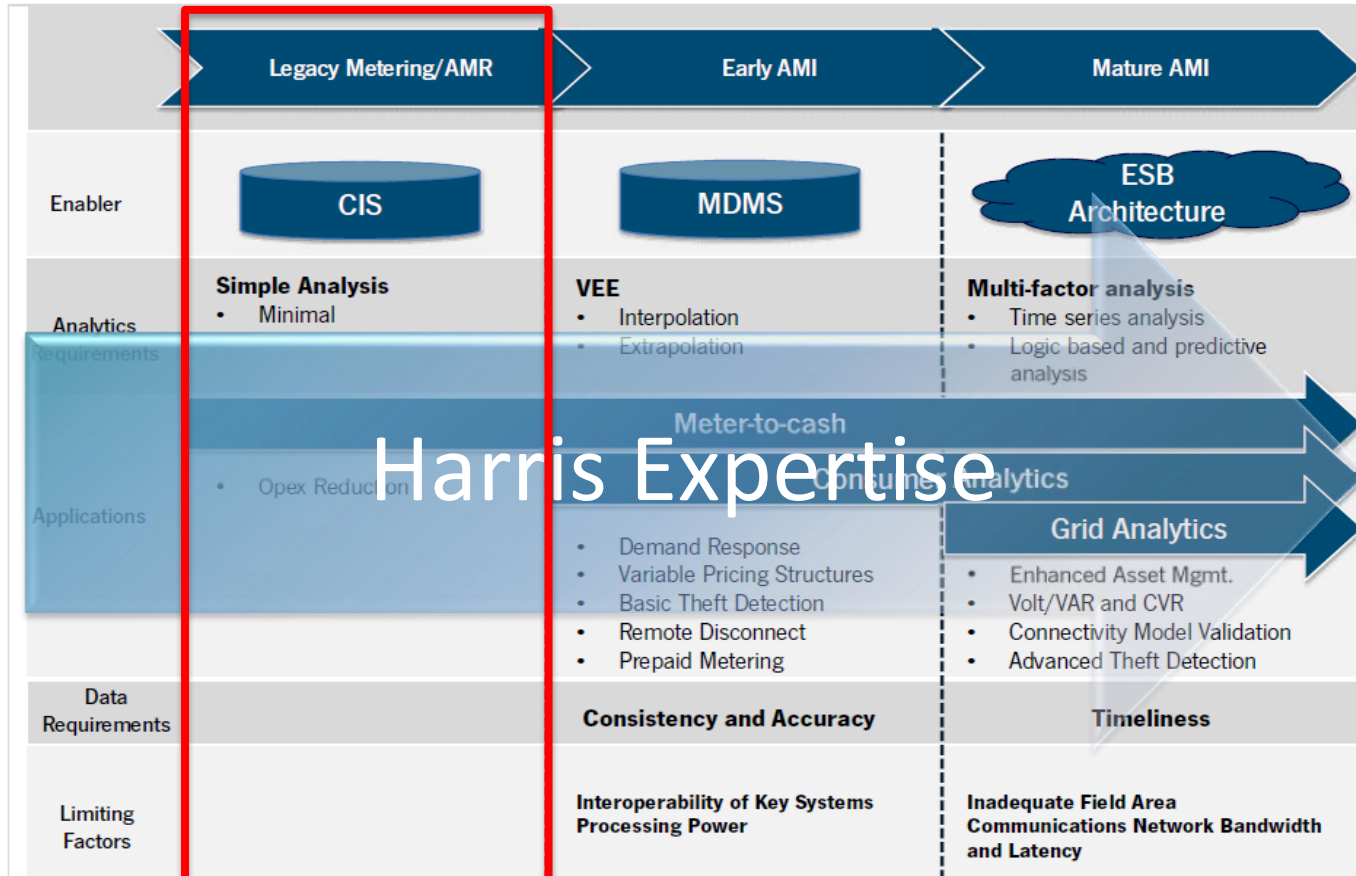
NorthStar Modules

- ▶ **NorthStar Reports Anywhere:**
 - ▶ Integrated Enterprise Reporting
- ▶ **NorthStar EIS:**
 - ▶ Detailed and collated NorthStar data in a read-only dashboard
- ▶ **NorthStar Customer Connect:**
 - ▶ Secure and feature-rich customer web portal
- ▶ **NorthStar eBilling:**
 - ▶ Electronic bill presentment
- ▶ **NorthStar eDocs:**
 - ▶ Document storage for any scanned or windows compliant electronic document
- ▶ **mCARE:**
 - ▶ Mobile Service Orders

NorthStar Value

- **Solution** – Our product is an excellent fit for Electric, Water & Sewer Utilities
- **Strength & Flexibility** – Our automation puts us above the competition
- **Confidence** – Strong customer loyalty & consistent growth
- **Experience** – Deep utility domain expertise coupled with culture of proven innovation and years of implementations
- **Knowledge** – Deep product functionality, utility process understanding, and integration throughout the organization

Harris Strengths

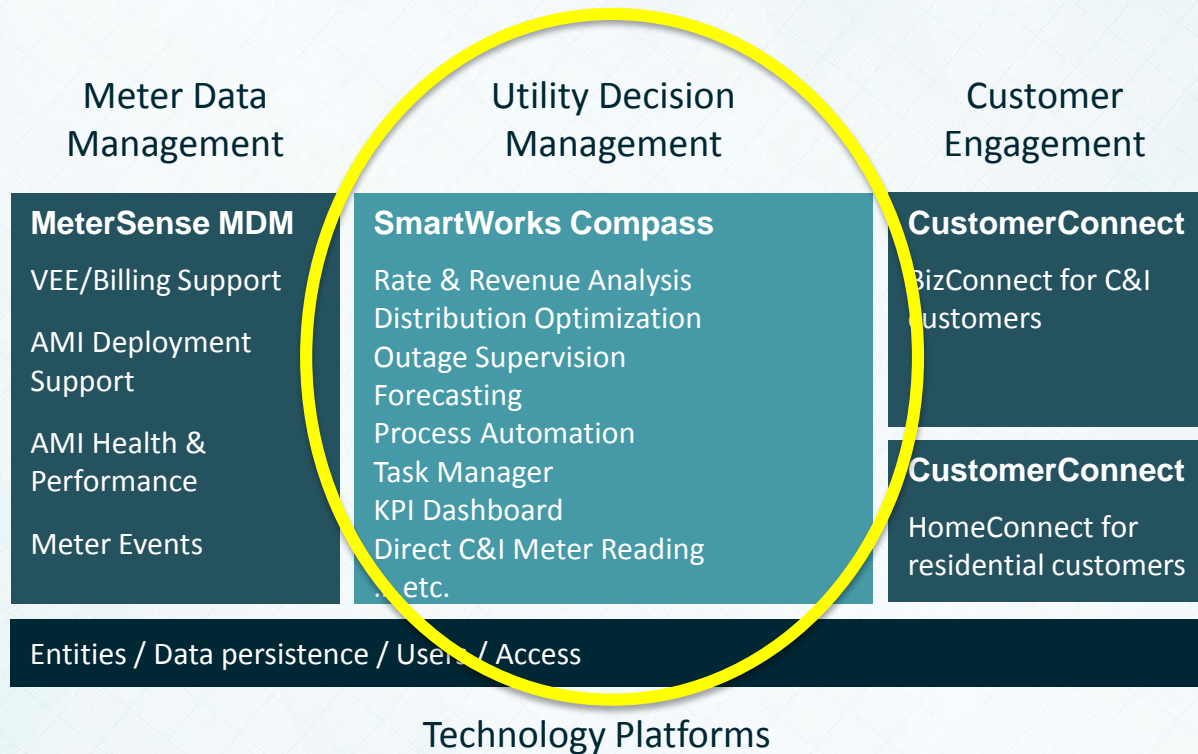


Source: GTM Research

Smart Grid Value Proposition

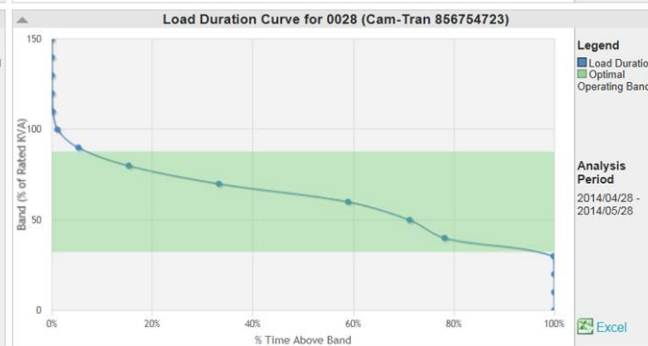
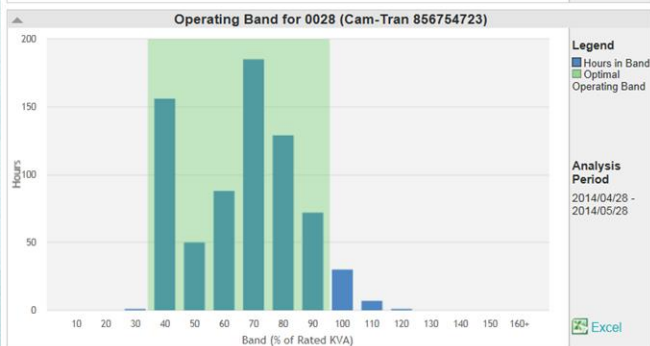
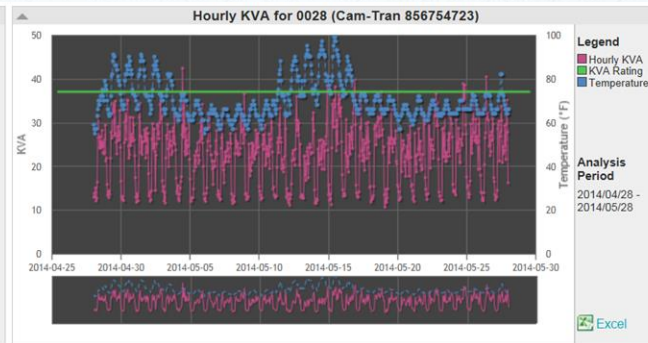
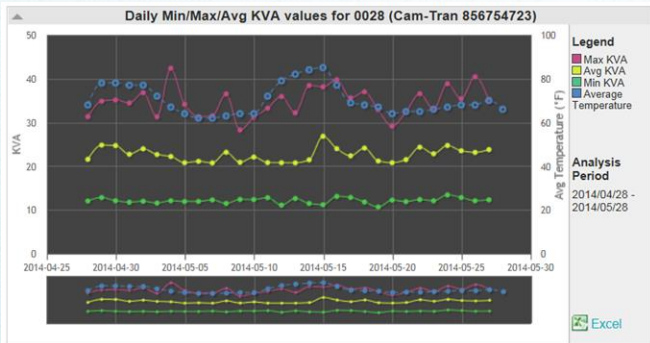
- 1 • Beyond MDM Functionality
- 2 • Best In Class Integrations
- 3 • Proven Experience

Beyond MDM Functionality



Beyond MDM Functionality

- ▶ Transformer Loading Analysis
- ▶ Transformer Sizing Strategy



Beyond MDM Functionality

Empowering C&I Customers

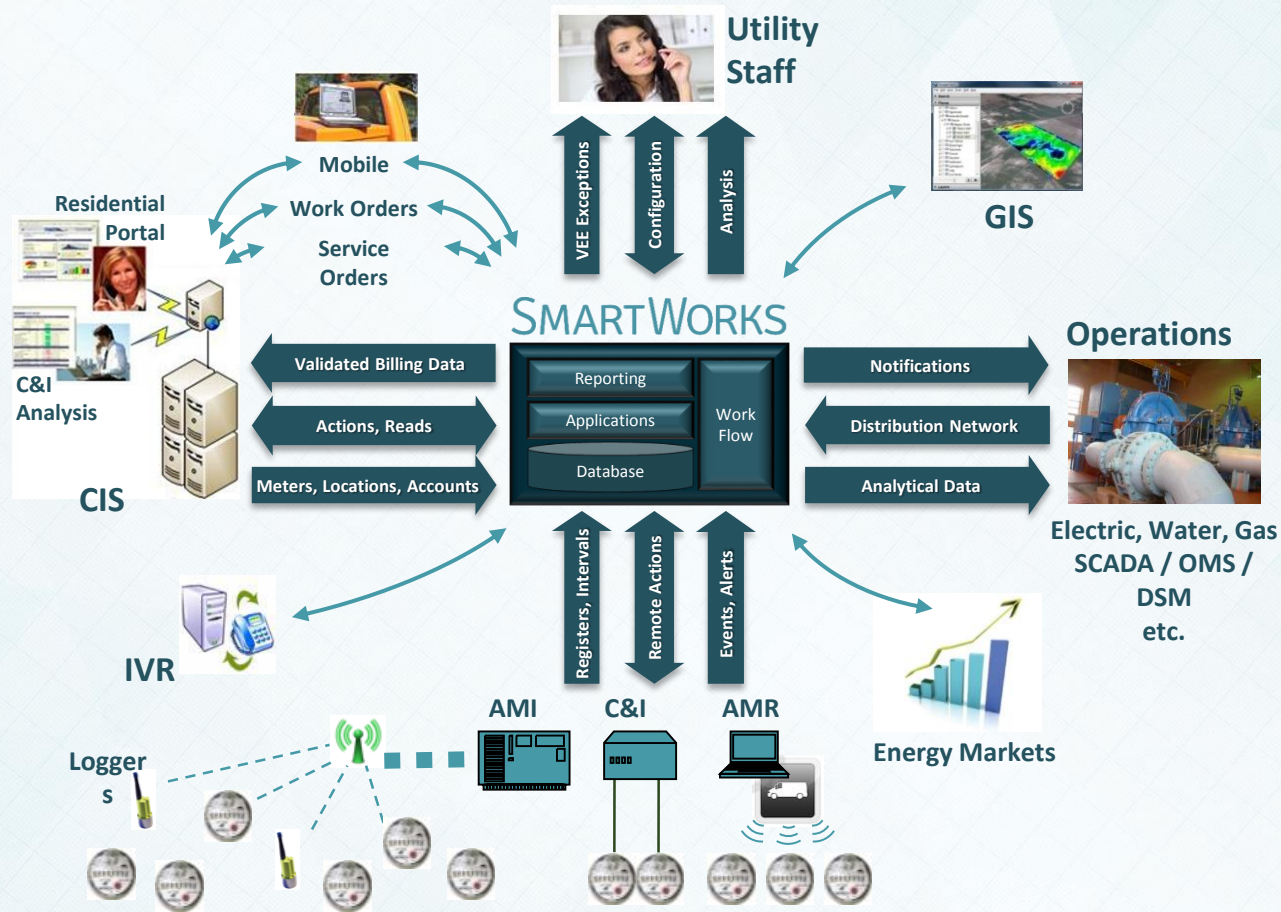
The screenshot displays the BizConnect web application interface, which is designed for C&I customers. The interface is divided into several sections:

- My Dashboard:** Features a 'Usage Overview' section with three horizontal bar charts showing usage for different meters (e.g., 104 B Woodford Dr., 102 B Woodford Dr., 104 B Woodford Dr.). It also includes a 'Theater' section for 'Daily Generation' and 'Water Budget'.
- Electric Usage at Woodford:** A bar chart showing usage for '104 B Woodford Dr. Meter: 100010 (Electric) Location: 100010' from May 17 to April 10, 2014.
- Generative Tracking:** A line chart showing 'Daily Generation Target (as of 2014-04-01)'.
- Meter Events:** A search and filter interface for meter events. It includes fields for 'Start Date' (2014-02-01 12:00 AM), 'End Date' (2014-11-03 12:00 AM), and 'Meter Ids' (VM1, VM2, 100001, VM3, VM4, VM5, VM6). A 'Marker' dropdown is set to 'Leak'. A table below shows event details:

Meter Id	Event Type	Event Date and Time	Details
W28000001	Leak	2014-05-02 12:00:00	Leak
W28000001	Leak	2014-05-03 12:00:00	Leak
W28000001	Leak	2014-05-04 12:00:00	Leak
W28000001	Leak	2014-05-05 12:00:00	Leak

- Library:** A section with various articles and tips, including 'Save money on laundry', 'Water Safety', 'Natural Gas Vehicles', and 'Vehicle Availability'.
- Vehicle Availability:** A detailed article about natural gas vehicles (NGVs) and their benefits.
- Water Usage:** A large bar chart at the bottom right showing water usage over time, with bars colored in shades of blue and green.

Best in Class Integrations



Best in Class Integrations



30+ integrations



Proven Experience

- ▶ 200+ Smart Enabled Customers



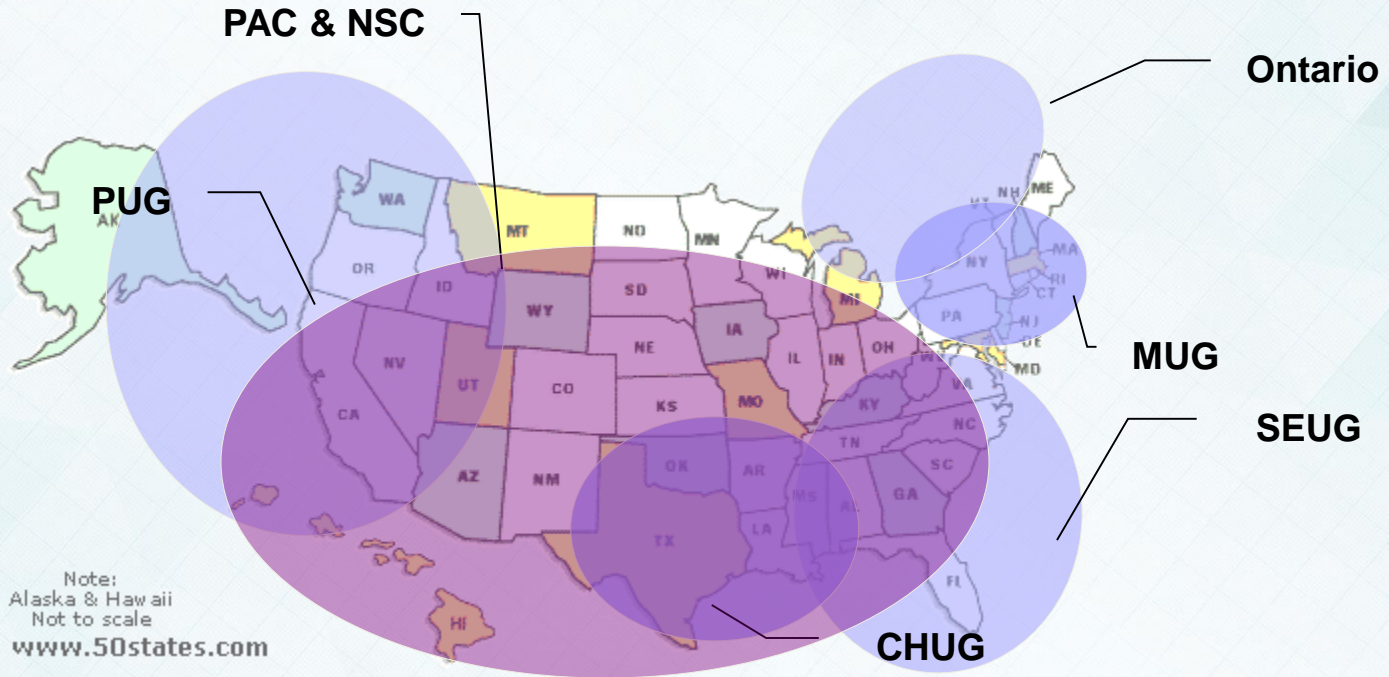
A snapshot of some of our customers:

Location	Customer Name
California	East Valley Water District
Georgia	Clayton County
Washington	Highline Water District
Michigan	Oakland County Water
North Carolina	City of Concord
Alabama	Decatur Utilities
Texas	City of San Marcos
Tennessee	Consolidated Utilities District
Aruba	Aruba WEB
California	City of Carlsbad

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Regional User Groups



Customer Conference 2015

Each year the Customer Conference brings together staff, customers and business partners from around North America and is an excellent opportunity to exchange ideas, solutions and best-practices.

Conference: October 21-23

Pre-conference Workshops: Oct 19 & 20

Where: Atlanta, Georgia - Atlanta Marriott Marquis