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

Legacy Metering/AMR

Enabler
- CIS

Analytics
- Simple Analysis
  - Minimal
- VEE
  - Interpolation
  - Extrapolation
- Multi-factor analysis
  - Time series analysis
  - Logic based and predictive analysis

Requirements
- Opex Reduction

Applications
- Meter-to-cash Analytics
  - Demand Response
  - Variable Pricing Structures
  - Basic Theft Detection
  - Remote Disconnect
  - Prepaid Metering
- Grid Analytics
  - Enhanced Asset Mgmt.
  - Volt/VAR and CVR
  - Connectivity Model Validation
  - Advanced Theft Detection

Harris Expertise

Consistency and Accuracy

Interoperability of Key Systems
Processing Power

Limiting Factors

Source: GTM Research
Smart Grid Value Proposition

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

- Transformer Loading Analysis
- Transformer Sizing Strategy
Beyond MDM Functionality

- Empowering C&I Customers
Best in Class Integrations

- Notifications
- Analytical Data
- Distribution Network
- Energy Markets
- GIS
- Operations
- CIS
  - Residential Portal
  - C&I Analysis
- Meters, Locations, Accounts
- Database
- Work Flow
- Analysis
- Configuration
- VEE Exceptions
- Remote Actions
- Events, Alerts
- Registers, Intervals
- Actions, Reads
- Validated Billing Data

- Mobile
- Work Orders
- Service Orders

- IVR

- Logger

- AMI
- C&I
- AMR

- Electric, Water, Gas
- SCADA / OMS / DSM etc.
Best in Class Integrations

NORTH|STAR™
UTILITIES SOLUTIONS

30+ integrations

ACLARA

elster

Landis+Gyr

COOPER Power Systems

SUNGARD®

Itron

appX SOFTWARE

Daffron

Systems & Software

MultiSpeak®

SENSUS

Trillion

Cayenta

Tantalus

HARRIS UTILITIES
Proven Experience

- 200+ Smart Enabled Customers
A snapshot of some of our customers:

<table>
<thead>
<tr>
<th>Location</th>
<th>Customer Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>East Valley Water District</td>
</tr>
<tr>
<td>Georgia</td>
<td>Clayton County</td>
</tr>
<tr>
<td>Washington</td>
<td>Highline Water District</td>
</tr>
<tr>
<td>Michigan</td>
<td>Oakland County Water</td>
</tr>
<tr>
<td>North Carolina</td>
<td>City of Concord</td>
</tr>
<tr>
<td>Alabama</td>
<td>Decatur Utilities</td>
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<tr>
<td>Texas</td>
<td>City of San Marcos</td>
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<tr>
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<td>Consolidated Utilities District</td>
</tr>
<tr>
<td>Aruba</td>
<td>Aruba WEB</td>
</tr>
<tr>
<td>California</td>
<td>City of Carlsbad</td>
</tr>
</tbody>
</table>
Smart Grid Value Proposition

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