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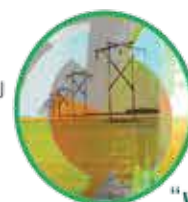
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Economical Power Outage Solutions:

How GIS Can Save Your Utility And Its Customers Money

By Chris A. Harmen

Power outage solutions in today's world have to respond quickly to customer complaints, bring electrical services back on-line in record time, and still save utility providers and their customers with solutions that are cost effective. The most organized and streamlined solution on the planet doesn't do anyone any good if the actions taken result in high priced utilities that customers can't afford. Downsizing your utility's staff of service professionals isn't the solution; after all, fewer engineers and outage specialists means you'll be spreading your resources too thinly for adequate response to outages or emergencies. The solution is integrating your current data and software with a Geographic Information System that can give you cost savings as well as improved customer satisfaction.

Understanding Geographic Information Systems

These systems, often referred to as GIS, can track everything from where the most power is being used within your power grid to where your individual engineers and repair specialists are currently deployed. The best geographic information systems can quickly collate and interpret data received from a variety of sources, including individual grid members. Many utility companies use GIS to keep them up to date on customer requirements, local zoning requirements, potential problems such as power use surges during hot weather, and unscheduled outages due to natural disasters.

Using GIS With Other Programs

Coordinating the information from a geographic information system with other software packages that can track, coordinate with and assign jobs to your repair crews can save you money in several ways.

With automatic vehicle location provided by upgrades such as GPS, your company can accurately track where your drivers are

at all times, enabling you to contact qualified engineers and repair technicians in an orderly fashion that takes into account proximity to the outage, experience and number of hours of overtime clocked by the individual truck's driver. You'll save time by using the closest responders and assigning qualified individuals to each outage.

Why Technicians And Drivers Like GIS And Automatic Vehicle Location

Automatic vehicle location can also give you valuable insight into the work record of each of your employees. Automatic vehicle location, provided by GIS and mobile GPS solutions, can give you a crucial snapshot of where your individual employees are, how much driving they are doing and how quickly they respond to outages and other problems. For many employees, this information makes their own work schedule more manageable and relieves them from having to deal with inaccurate dispatch information that reduces their effectiveness in the field. Knowing that their location is available to dispatchers is both a powerful motivator and an excellent way to log each individual's work hours, overtime and efficiency.

Power outage solutions that incorporate geographic information systems and automatic vehicle location into their response protocols will quickly see a reduction in miles traveled, man-hours used and repetitive or unnecessary dispatch calls, creating a more efficient system and significant cost savings for both the utility and the consumer.

For power outage solutions that save both the utility and its customers money, rely on Milsoft's Geographic Information System to track resources and give dispatchers automatic vehicle location information. To test drive Milsoft solutions, visit their website.



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Field Engineering Software:

Five Things You Should Look For



By Chris A. Harmen

There is a wide range of field engineering software packages available for utilities, their vendors and consultants, but they aren't all created equal. Because most utility providers and their clients employ a number of individuals who serve different functions, it can be difficult to coordinate across different platforms effectively. When you're interested in a software solution, it's important to evaluate your company's needs and those of your engineers and other critical employees. Once you've determined what you need, do some research to find out which software companies provide the most reliable and flexible programs.

Key Elements That Make A Great Field Engineering Software Program

1. The Ability To Design And Document In The Field

Working in the field is always a challenge. If you don't truly have mobile capability that allows you to quickly, easily and accurately design, review or change extensions or repairs, you'll quickly realize that you aren't keeping up with repairs, extensions or other activities. Falling behind simply isn't an option in the utilities industry, so be sure your field engineers are using mobile solutions that give them plenty of latitude for work management regardless of their location.

2. Easy Integration With Other Company Platforms

No matter how great your field engineering software is, if it can't be easily integrated into your current system, it's use-

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less. Be sure to talk to a representative about what you need and how well it will work with your current system. The best programs seamlessly tie together data such as utility maps and planning tools, including electronic sketching on specifications and drawings. Ask if the field engineering package can work with your accounting system or any other work-related systems back at the office. Keeping your engineers in the loop greatly enhances productivity.

3. Printable Reports

Whether you're holding a staff meeting, pitching your services to new clients, reviewing your inventory or invoicing clients, you should be able to print customizable reports that utilize the variety of information at your fingertips. Being able to view the "whole picture" instead of just bits and pieces of information will make everyone more efficient, which can improve your bottom line.

4. Systems Engineering And Analysis Capability

It's not enough to be able to see the information that's been input into your system. You have to be able to effectively analyze the information in order to determine the best course of action. Look for programs that let work crews not only view maps and sketches, but retrieve valuable information in order to engineer

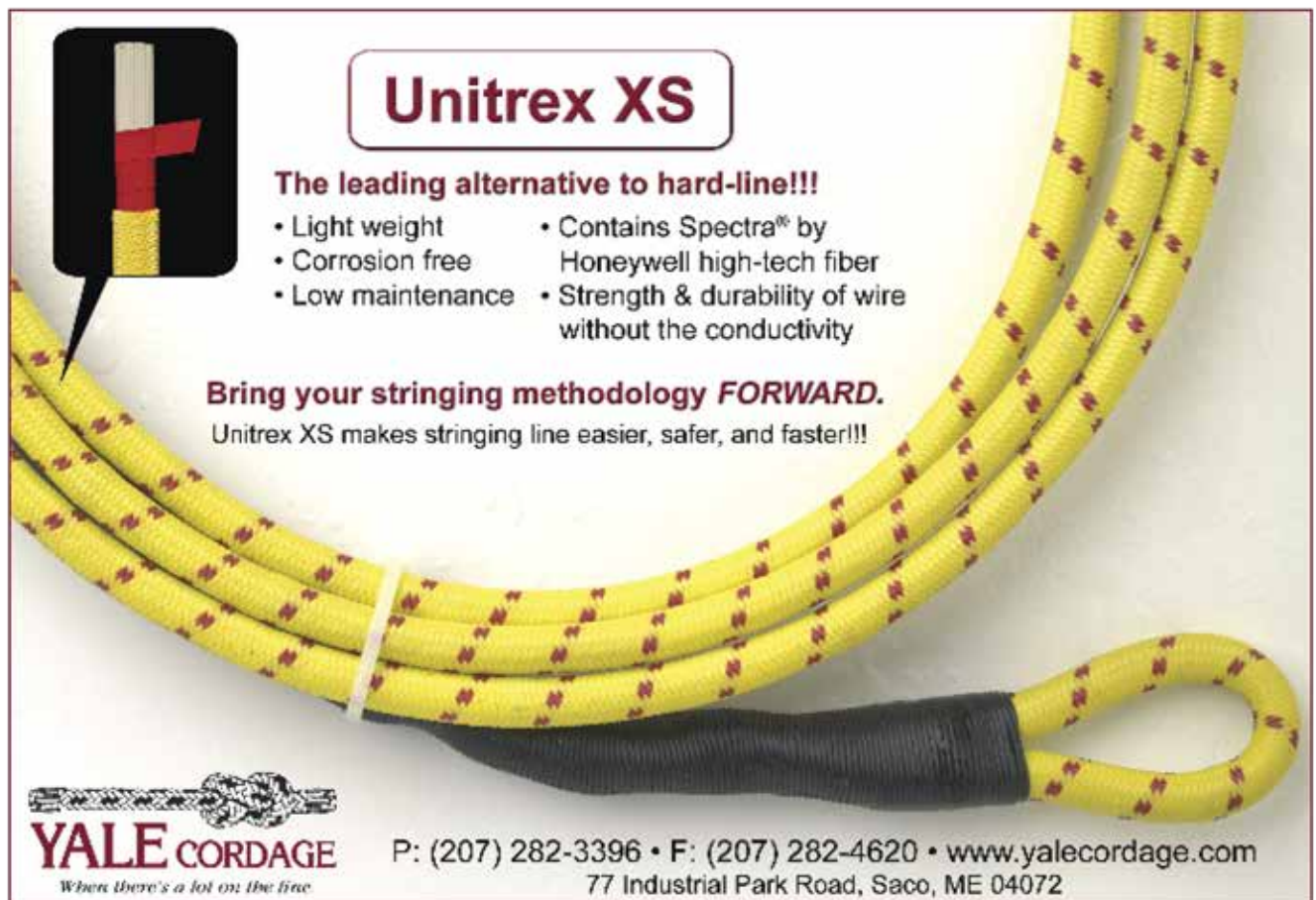
valid solutions. Systems engineering and analysis is the backbone of good field work, so be sure it is supported properly. The right engineering analysis software can save you thousands of dollars and hundreds of man hours.

5. Customer Service And Support

Any time you install new software on your network, there could be glitches. The learning curve can be steep for some members of your organization, but with the right customer service and support, they will soon be performing flawlessly. Ask vendors about the level of after-purchase support you can expect. Will they help your employees properly configure their computers, notebooks and smart phones? Will they be available if you run into an unexpected problem?

When you're ready to graduate to the latest in engineering analysis software, take the time to ask the right questions so that you invest in a product that will work across multiple platforms and quickly help turn problems into solutions.

Milsoft has been providing utility companies with field engineering and systems engineering and analysis software for over 20 years. When you're ready to look at mobile engineering analysis software, Milsoft is your answer. To get a free quote, visit their website.



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SmartGrid Software:

Is It The Future Of Your Electrical Distribution System?

By Chris A. Harmen

Utilities have been talking about the elusive smart grid for years, looking for a solution to the double-edged sword of increasing energy demands versus current power systems that are often unwieldy and over-worked. They talk about a future where new solutions will overcome the current problems and software will intuitively help them overcome the complexities of increasing demand and a dwindling supply. Meanwhile, some companies have developed software that is the next evolution of today's systems.

The Challenges Of Today's Electrical Distribution And Outage Management System

With thousands of grids across the county having to provide an ever-increasing supply of energy to larger, more demanding groups of customers, it's almost inevitable that there will be problems. In order to try



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and regulate power usage and avoid outages, most utilities are putting the majority of the problem squarely on the shoulders of their customers, asking them to use less power when it is most in demand and penalizing them for using utilities during peak demand times. It's not an ideal solution but since most are working with programs that are archaic or unable to bear the load, it's the only solution they have.

Defining The Smart Grid Of Tomorrow

The ideal solution is the engineering and development of a truly intelligent program that will enable utilities to better serve their customers by developing a solution that ties together new approaches to managing power supply, increased consideration of risk management, decentralization of power supplies and alternative methods of producing and distributing energy. Industry engineers hope that the system of the future will seamlessly tie all of these goals together and achieve them using a vastly improved solution that will never suffer from prolonged blackouts or the need to ration services. New energy sources such as wind farms and solar collectives will be maximized while new loads such as electric vehicles will be supported. But the concept of the ideal solution is still in the future. What can they do in the meantime to provide customers with the power they need?

Today's Software Solutions

The ultimate smart grid may be years away, but some utility companies have already taken the next step, developing software that can efficiently integrate an electrical distribution system, an outage management system, customer service and field engineering for a better, more reliable utility provider solution. Some smart grid software solutions offer innovative risk management, more effective analysis of engineering and operations, modeling and analysis software for more efficient utility usage, and seamless integration with other systems for a reliable, reproducible electrical distribution system as well as outage management system solutions that respond to today's power needs.

While the smart grid itself may not

be here yet, there are many outstanding smart grid software solutions that can be integrated into a utility's current system in order to make electrical distribution management easier and more reliable than ever. Stay ahead of the curve with the latest technology for the benefit of your company and your clients.

Milsoft Utility Solutions gives utilities the tools they need to maximize their power grids and streamline their outage management systems. They are leaders in the development of smart grid software and electrical distribution system solutions for the next generation. To learn more, visit their website.

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Founded in 2011 Hoyt Monitor Technologies seeks to provide high quality measurement instrumentation utilizing the latest advancements in information display technology tailored to addresses each customer's specific needs.

Specifically, Hoyt handles Sub-Metering for Electrical and Mechanical systems through their WattDOG meter series

Directed at all manufacturing processes, municipal services, recreational facilities and commercial structures for the purpose of monitoring and analyzing electrical consumption and its role if the overall cost of facility or a product manufactured at the facility, WattDOG aims to provide the data needed to help companies refine processes and strengthen the bottom line

In addition, Hoyt Monitor Technologies facilitates networking with flexibility and the capacity to grow as any number of units can be accommodated on the network. HMT also provides, with its WattDOG product, the ability to access the meter through the network browser for remote viewing.

The DOG series meters can be adapted to a wide range of measurement situations-- not just electrical power. Some ancillary monitoring applications include temperature, pressure, flow, strain, and speed just to name a few.

Customers remain loyal and refer others to Hoyt Monitor technologies because of the way the company provides customers with the information they need, easily viewed and analyzed via an intuitive Graphic colored touchscreen LCD. With almost no learning curve to the system, minimal training is required for operator to begin viewing and using data, saving time in the field.

To further reduce complications, operator controls can be set to prohibit a viewer from changing settings or meter configuration. This function allows users to designate authorized personnel responsible for setting and changing parameters.

The company has won some major partners over through their expertise and exceptional service. HMT currently has meters operating in a large processing facility, a major ship building facility and a large marina-- each using multiple meters in their respective complexes

Being a relatively new company in this field Hoyt has enjoyed success with several fortune 500 companies. However the company is continually striving to grow both deeper into existing markets and breaking into new markets. The

outlook for 2014 puts Hoyt on target to meet their projected budget. Even more encouraging, the next 5 years will see an expansion of product software and overall services to meet the ever changing energy market.

Energy conservation is an evolving market. As society progresses toward a user conscious state the need for monitoring and control of energy systems will grow. The trend in commercial ventures will be finding ways to better improve on their systems and to load profile and load shed as often as possible. Hoyt is poised to be the company who can provide just the solutions sector will need to adapt and grow.

The ultimate goal of Hoyt Monitoring Technologies is to provide their customers across all markets with a highly accurate product that renders to him both the information he needs in the moment and a more in-depth range of ongoing data using the HMT software provides with each instrument.



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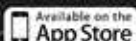
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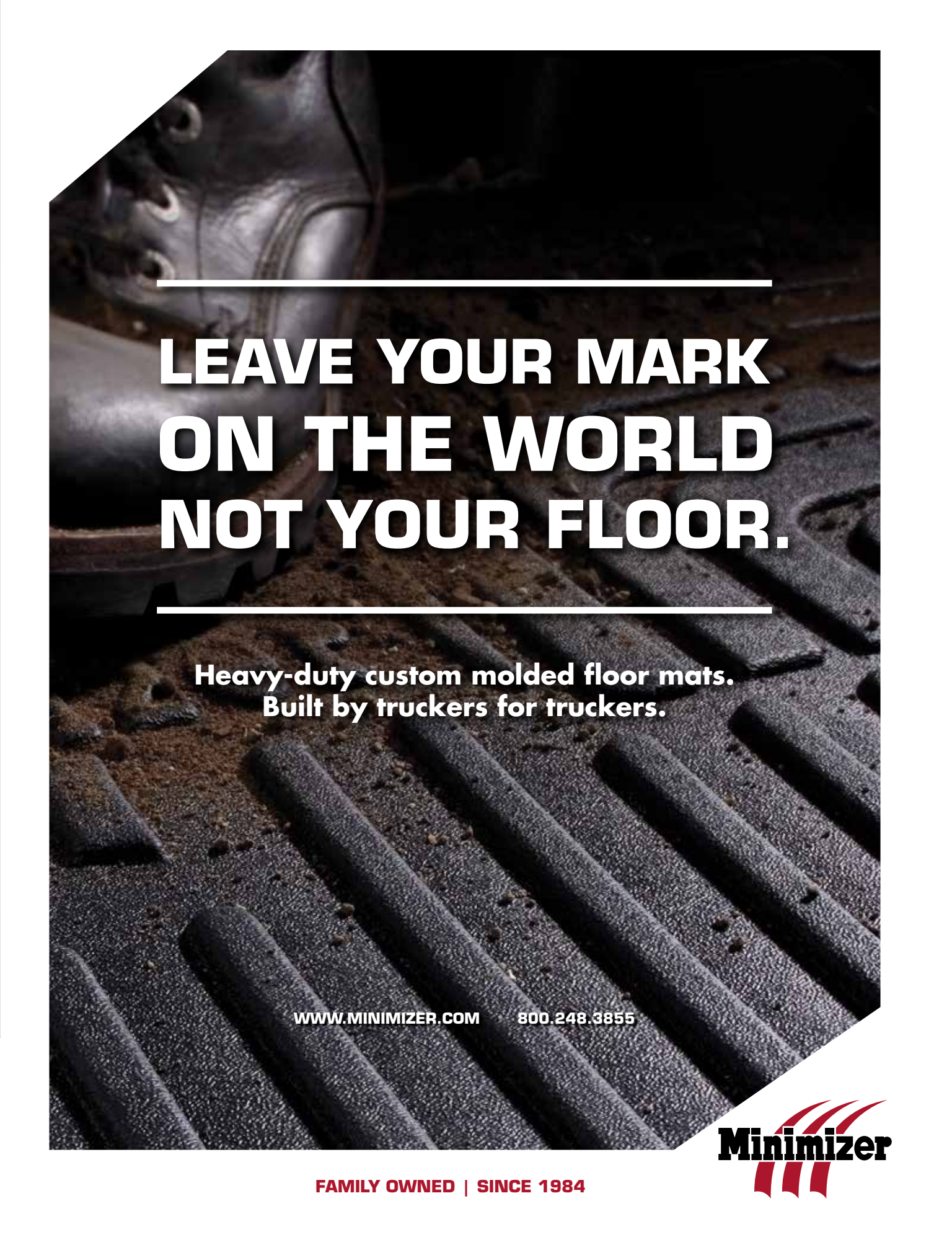
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DTS Launches LED Tubular Lighting and Floodlights for Hazardous Locations

DTS, a leading Thomas & Betts global brand for hazardous lighting and cabinets, now offers emergency lighting, linear tubular lighting and floodlights with the efficiency and durability of light-emitting diode (LED) technology. DTS is well recognized in the burgeoning IEC hazardous location market, and all three fixtures offer ATEX and/or IECEx Zone 1 certifications.

"The availability of LED technology in DTS' industry-leading Series XFFL tubular lighting and Series XLF floodlights brings longer service life, greater energy efficiency, and vibration and shock resistance to lighting for hazardous locations," said Christophe Janin, director, hazardous location products, at Thomas & Betts Europe. "The tubular luminaire and the floodlight are the two most popular items in DTS' catalog, and by offering them with LED technology, its benefits are available for applications in oil and gas processing, as well as food and beverage, pharmaceutical and chemical processing."

The DTS XFFL Range Tubular LED Fitting offers an operating life of more than 100,000 hours, output of 5,000 lumens with 100 percent yield, and components mounted on a sliding gear tray to facilitate installation and maintenance, and may be retrofitted into existing fixtures mounted with T8 lamps. The DTS XFFL LED tubular luminaire includes a cable gland and brackets, and is available in polycarbonate or glass.

The DTS XLF Range LED Floodlight offers an operating life of more than 50,000 hours, narrow-beam output of 9,000 lumens and wide-beam output of 7,000 lumens, and instant-start illumination and instant re-strike. It will operate in cold environments without needing to warm up. The DTS XLF LED floodlight includes a cable gland and an integral junction box.

Both DTS XFFL Range Tubular LED Fittings and XLF Range LED Floodlights are manufactured with low-copper, marine-grade aluminum castings, and are finished with offshore-grade paint.

For more information about Thomas & Betts' DTS tubular LED luminaire and LED floodlight, visit www.tnb-hazardous.com.

Thomas & Betts Corporation, a member of the ABB Group, is a global leader in the design, manufacture and marketing of essential components used to manage the connection, distribution, transmission and reliability of electrical power in utility, industrial, commercial, and residential applications. With a portfolio of more than 200,000 products marketed under more than 45 premium brand names, Thomas & Betts products are found wherever electricity is used. Thomas & Betts' headquarters are in Memphis, Tenn. For more information, please visit www.tnb.com.



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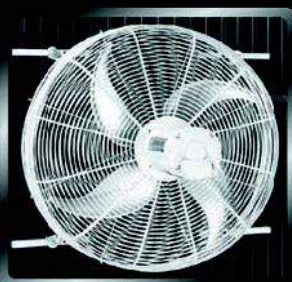
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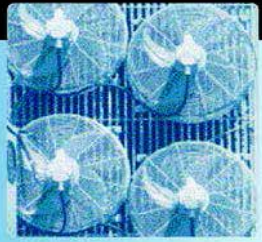
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