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Making wireless happen

Smart Energy Meters: A use case example

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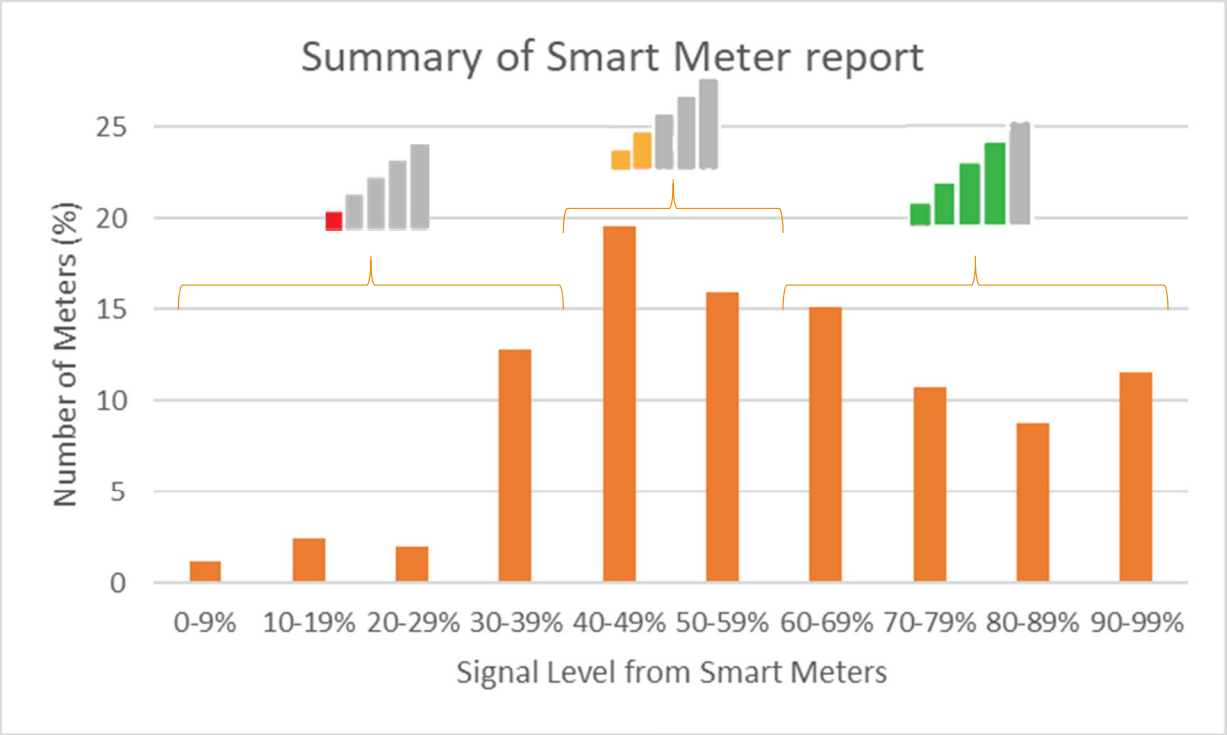
Case Study – Smart Energy Meter Antennas
Based on live data of existing smart meter customer



- Customer came to Poynting for help because he was very frustrated with his current solution
- Customer feedback:
  - Smart meters with average reception have performance fluctuations after some weeks
  - Requires urgent fault analysis re-deployment of service staff – even over weekends.

Case Study – Smart Meter Antennas
The cost of not doing it right

Simplified Cost Benefit Calculation example (available in Excel format)

	Scenario 1 Install Modem OEM antennas as standard	Scenario 2 Install DASH-1 antenna as standard
Number of Smart Meters	1000	1000
Percentage of meters - performing well	46%	46%
Percentage of meters - performing average	35%	35%
Percentage of meters - performing poorly	18%	18%
Number of Meters - performing well	462	462
Number of Meters - performing average	355	355
Number of Meters - performing poorly	183	183
Cost for Technician/Contractor per hour	€ 35	€ 35
Price for a DASH-1 antenna	€ 18	€ 18
Total Number of sites installed with DASH-1 from the outset:	0	1000
Number of rework sites (return to repair):	538	0
Initial installation costs (DASH-1 installed with Smart Meter):	€ -	€ 18,000
Rework costs (price of antenna):	€ 9,684	€ -
Rework costs (send technician/contractor back to site):	€ 18,830	€ -
	€ 28,514	**€ 18,000**

- Cost of initial 'correct' deployment more efficient than ad-hoc implementation
- Many costs not obvious:
  - Cost of second, third rework
  - Cost of transport, tolls
  - Cost of overtime
  - Cost of distant towns/cities
  - Loss of productivity
- Cost of labour in Europe much higher than South Africa
- Cost of damage to reputation => loss of business potential
- **Strategy: implement <u>all</u> smart meters with DASH-1 antenna**

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Thank you!

Any questions?

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