



The Smarter Grid

Bob Borzillo, Vice President of Smart Cities,
Itron

EGIES TO ENABLE SMART
DEPLOYMENT

ITIES BUSINESS DEVELOPMENT | ITRON

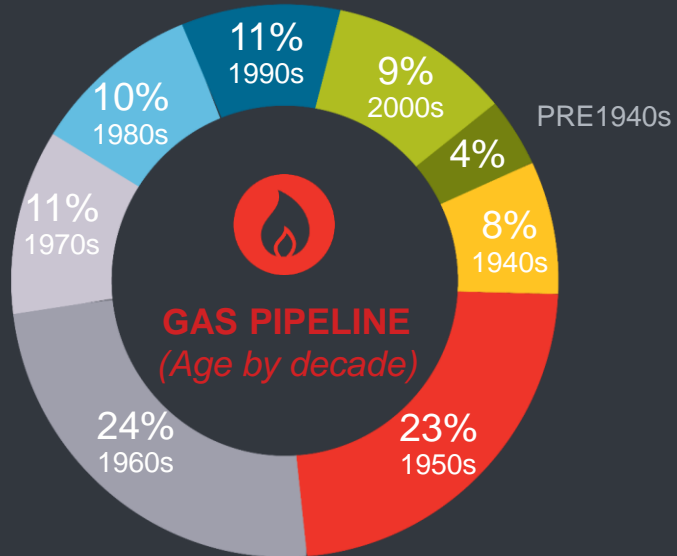
IDENTIFYING STATE STRATEGIES TO ENABLE SMART TECHNOLOGY DEPLOYMENT

BOB BORZILLO | VICE PRESIDENT SMART CITIES BUSINESS DEVELOPMENT | ITRON



THE UTILITY DILEMMA

AGING INFRASTRUCTURE



ELECTRICITY DISTRIBUTION SYSTEM

\$24 BILLION ANNUALLY of electricity T&D a year lost in the US*



WATER DISTRIBUTION SYSTEM

2 TRILLION GALLONS of water a year lost in US annually*

WORKFORCE GAPS



50% OF THE NATION'S utility workforce will retire in the next five to 10 years*

THE ENERGY LANDSCAPE IS EVOLVING



**INTERNET
OF THINGS**



**INTEGRATING DISTRIBUTED
ENERGY RESOURCES**



**WATER
EFFICIENCY**



**GAS
SAFETY**



**GREATER CUSTOMER
EXPECTATIONS**



**EVOLVING UTILITY AND
CITY REVENUE MODELS**

...AND THE
VISION FOR
CONNECTED
ENERGY &
COMMUNITIES
IS GETTING
BROADER



- Smart Streetlights
- Smart Meters
- Weather Sensors
- Solar Inverters
- Corrosion Detection
- Water & Gas Metering
- ITS Systems
- EV Charging
- Safety Sensors
- Waste Management
- Leak Sensors
- Smart Parking

IIoT Applications Are Making an Impact Today



POLE SENSOR



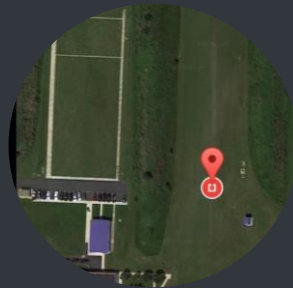
METHANE DETECTION



TRAFFIC MONITORING



**WATER LEAK
DETECTION**



**ACOUSTIC GUNSHOT
DETECTION**



DYNAMIC LIGHTING

HURRICANES HARVEY & IRMA



CONSISTENT, RAPID STORM RESTORATION

FLORIDA POWER & LIGHT, FLORIDA, USA

2.7M CUSTOMER OUTAGES RESTORED IN 48 HOURS

4.4M CUSTOMER OUTAGES RESTORED IN 10 DAYS

"The fastest restoration of the largest amount of people by any one utility in U.S. history."

– *Eric Silagy, President and CEO, Florida Power & Light*



How Can We Work Together Today?



**NEW REVENUE &
FUNDING MODELS**



**SHARED NETWORKS
BUSINESS MODELS**



**REGULATORY
OVERSIGHT**



**PREPARING TODAY
FOR TOMORROW**



WE'RE STANDING ON THE EDGE
OF WHAT'S POSSIBLE