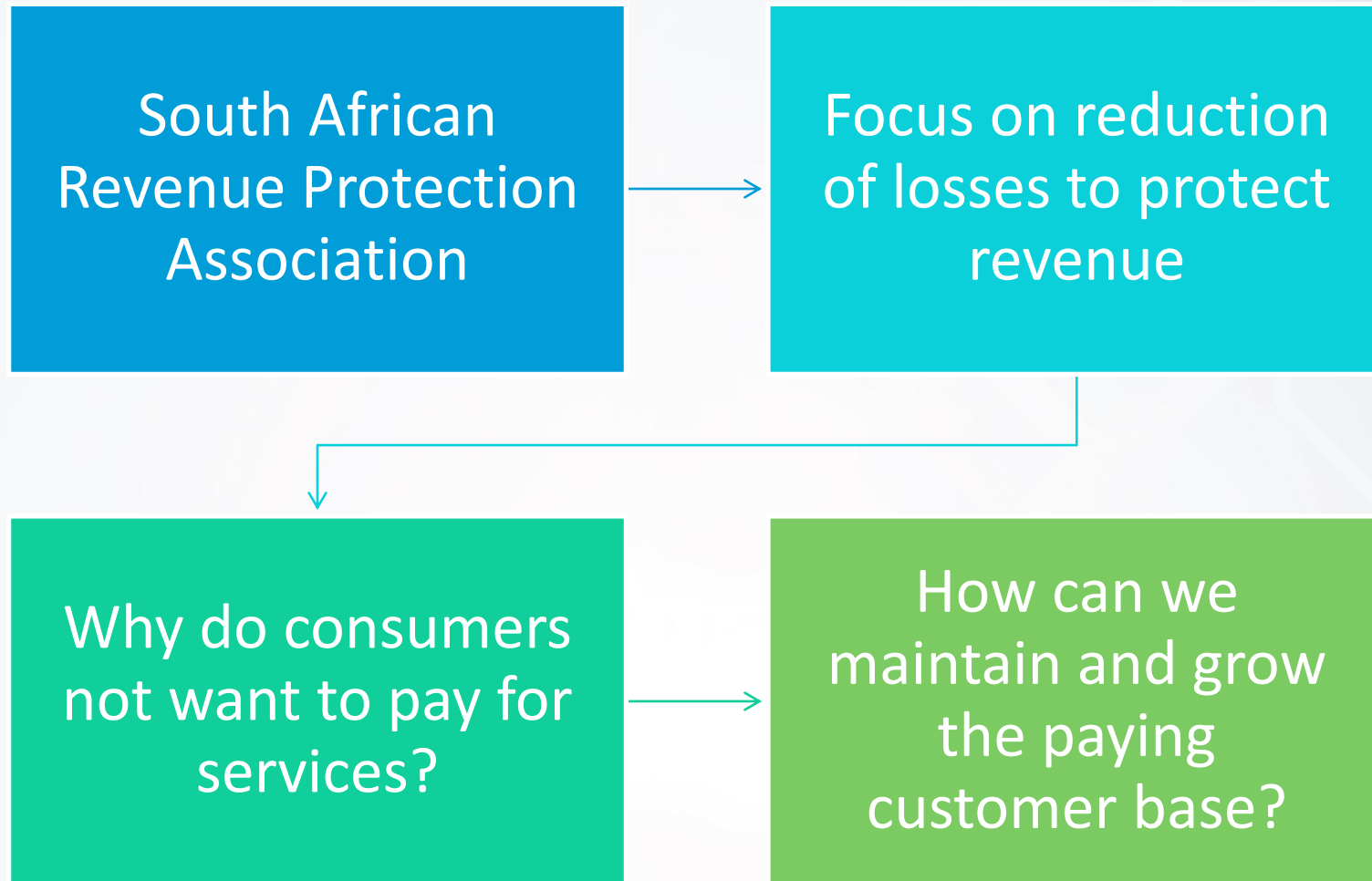
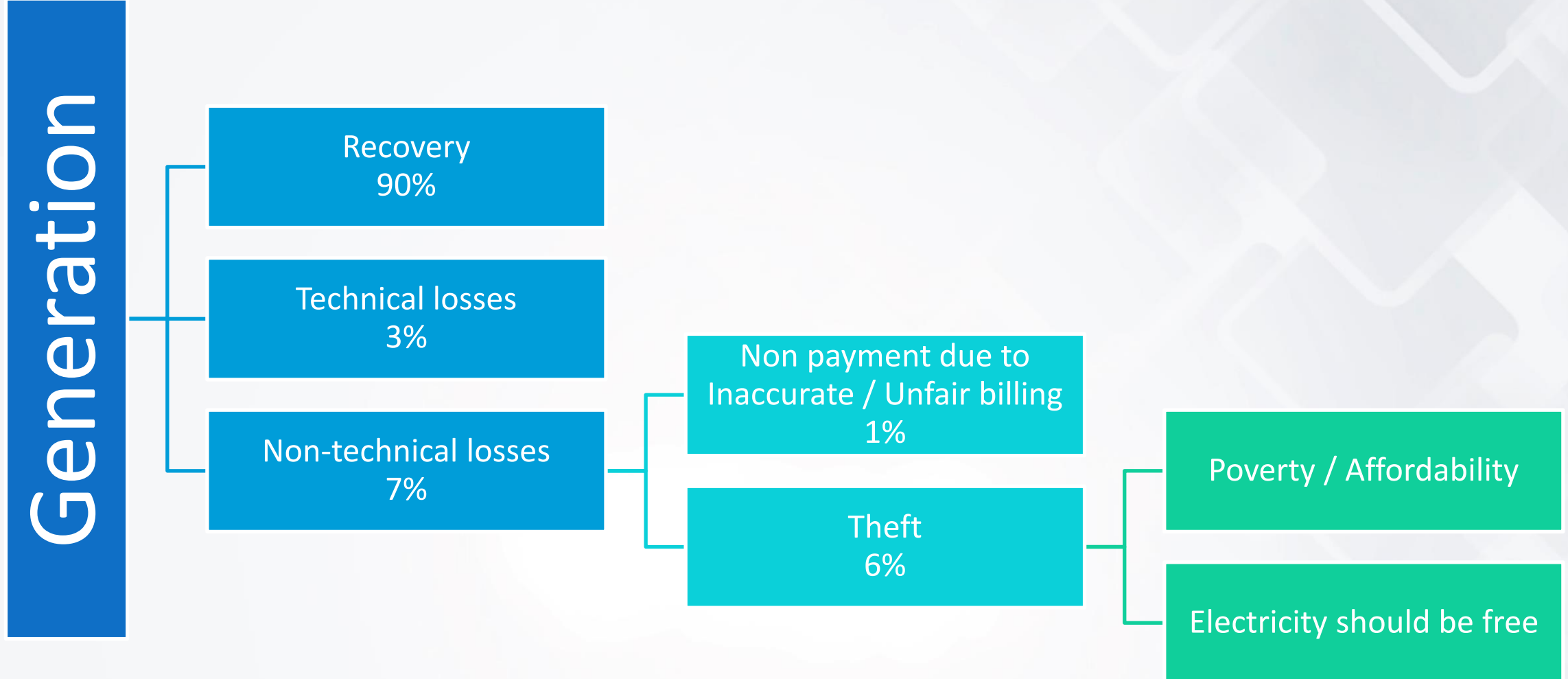




Leveraging Digitization to promote Responsible Energy Consumption

Desigan Govender
Product Manager





90%

- Maintain and protect revenue
- Provide value
- Maintain evolving needs

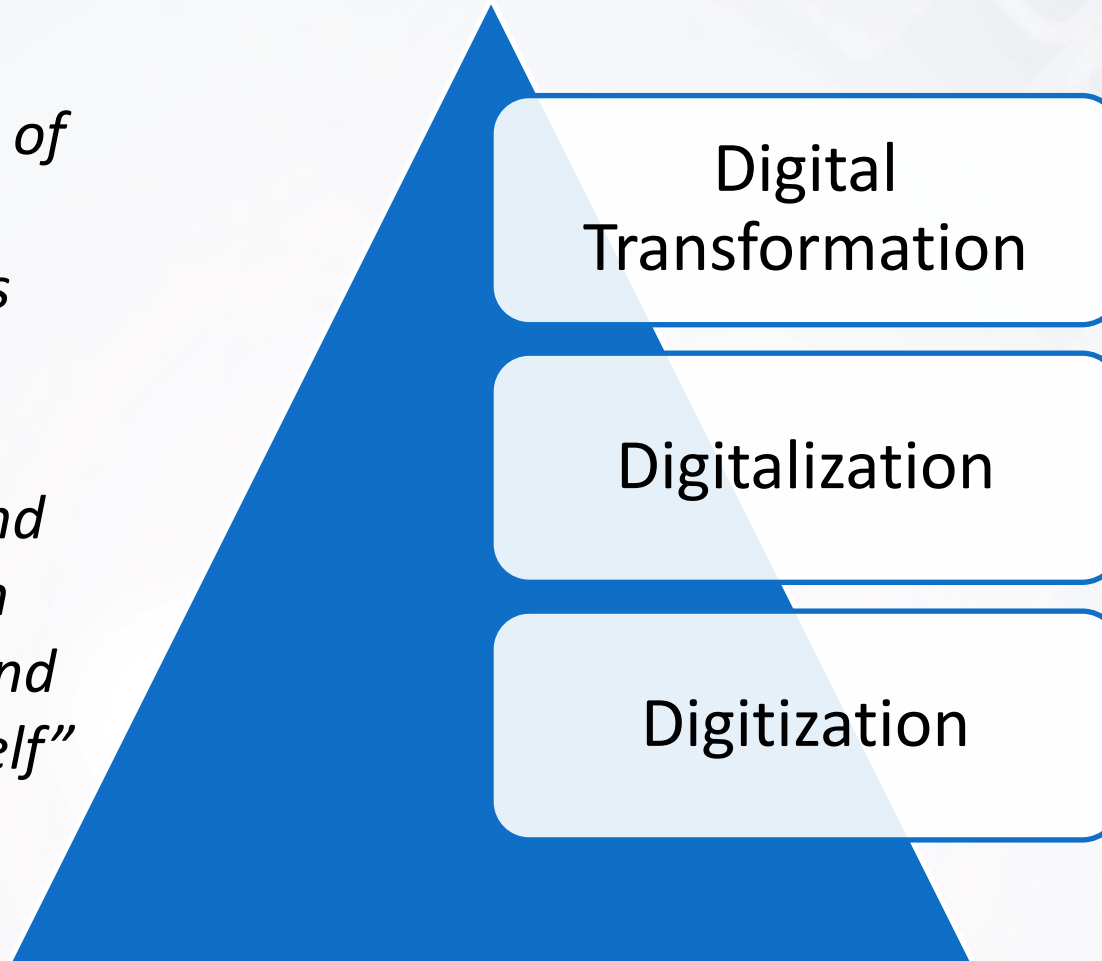
1%

- Understand the usage
- Convert to paying customers

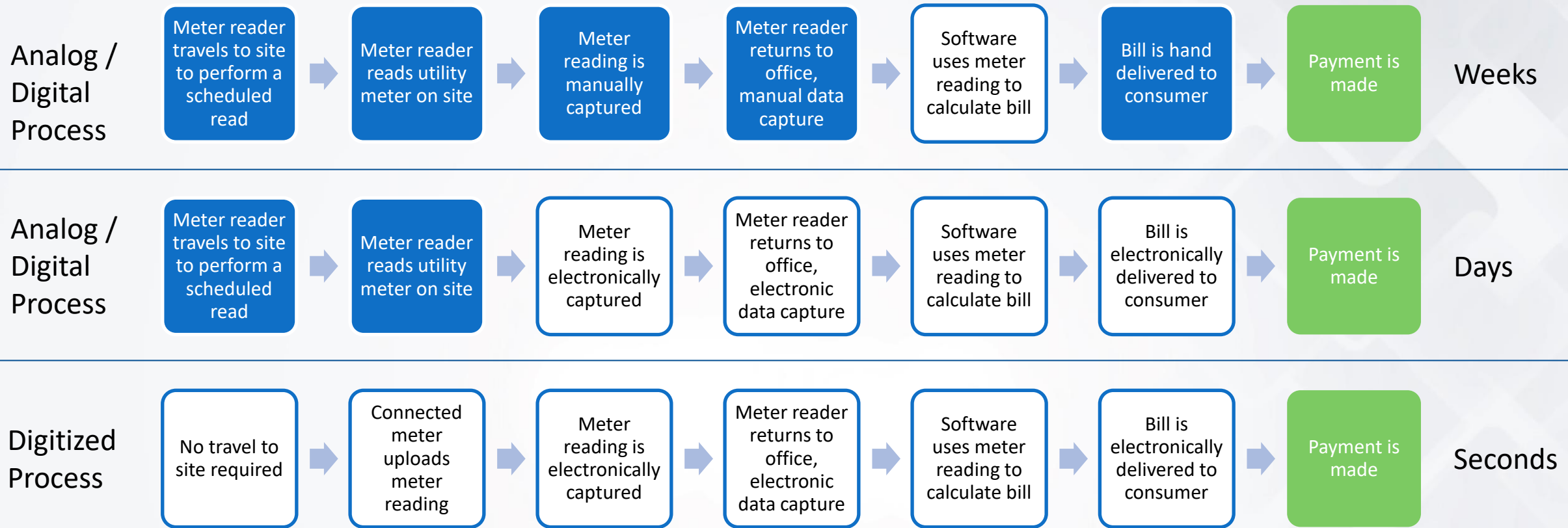


What is Digitization?

“Digitization is the process of changing from analog to digital form, also known as digital enablement. Said another way, digitization takes an analog process and changes it to a digital form without any different-in-kind changes to the process itself”
Gartner.com



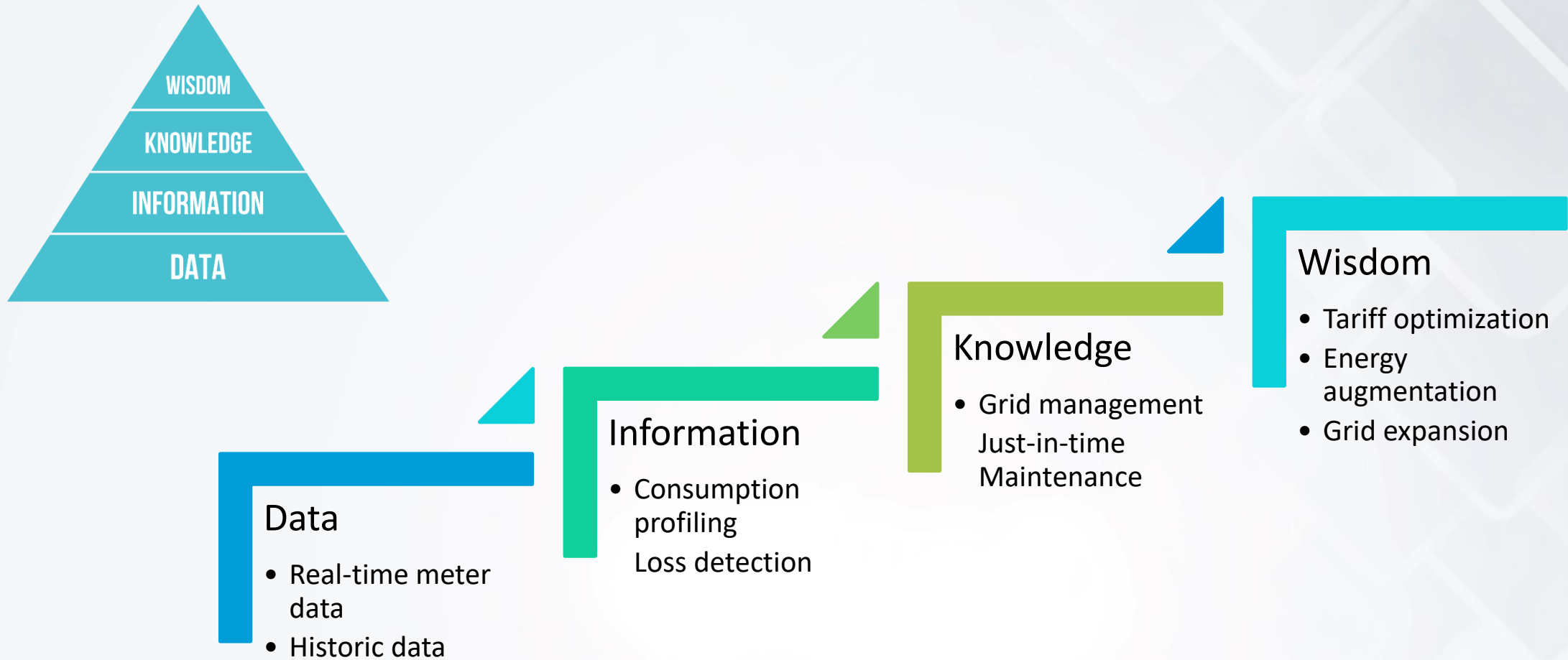
How does digitization impact Utilities in the Revenue Collection process?



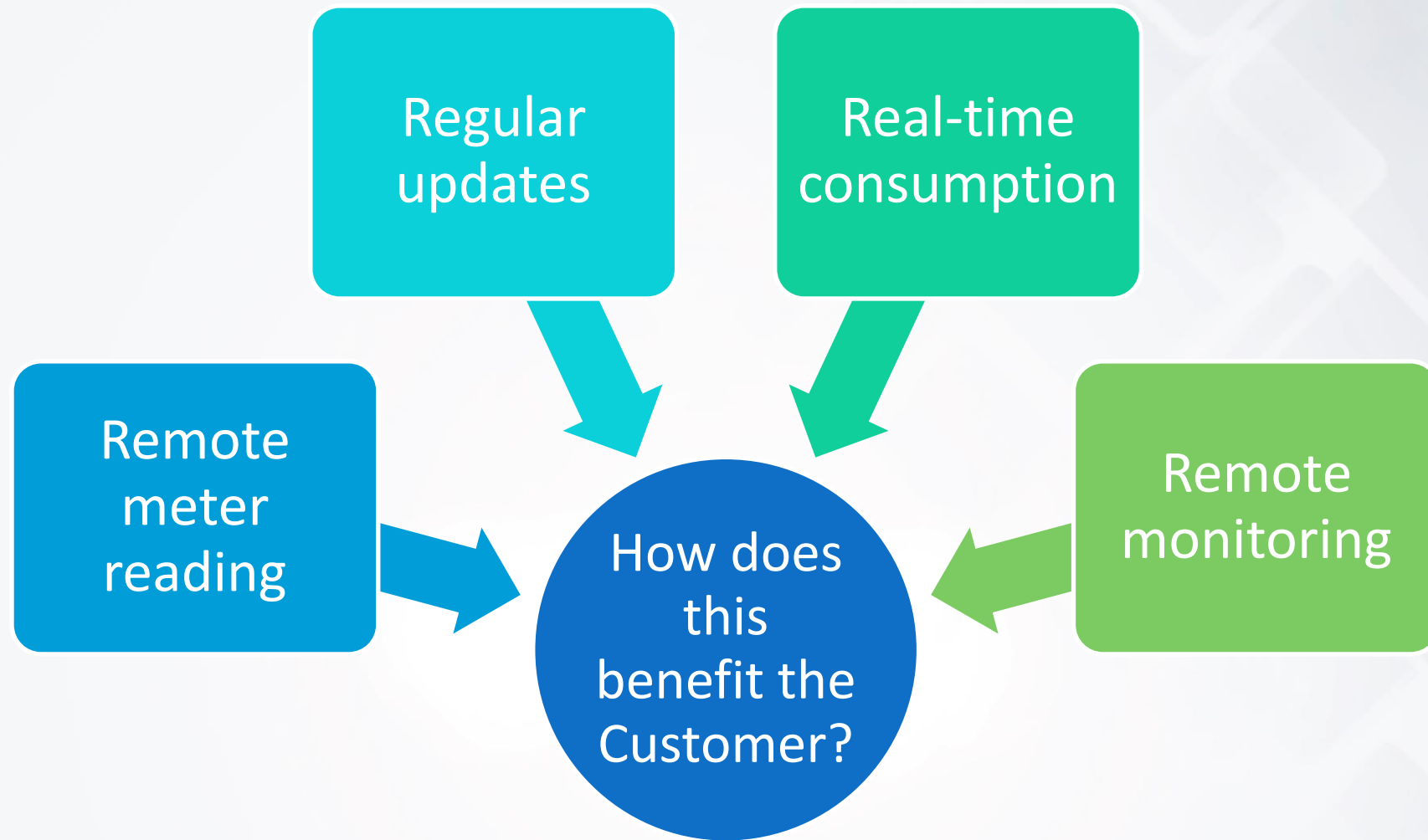
How does digitization impact Utilities for Operational Excellence?



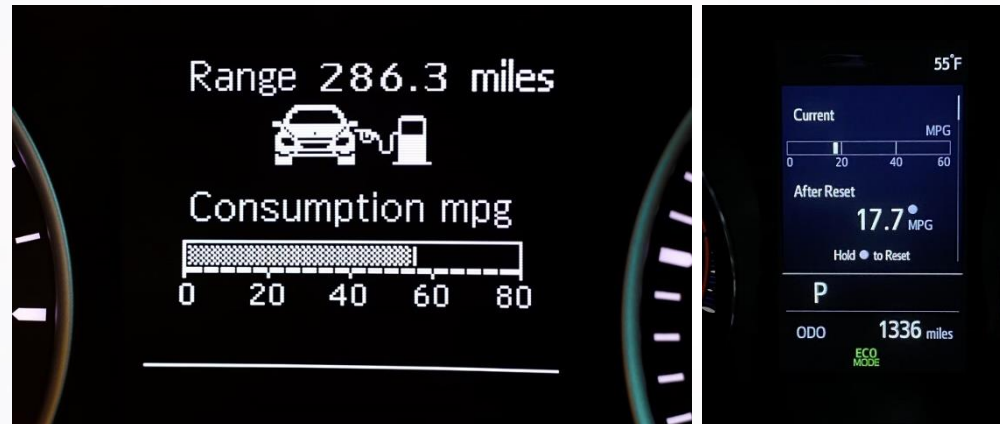
How does digitization impact Utilities for Strategic Planning?



How does digitization impact the customer?



Case Study: Fuel Economy Monitor

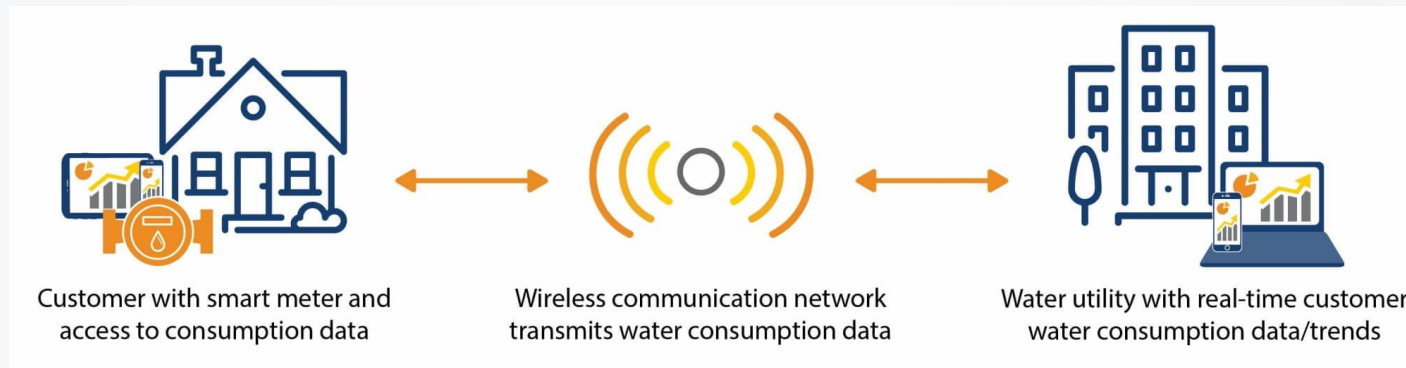


Real time
consumption
feedback has the
potential to reduce
consumption by 6-
12%



Boriboonsomsin, K., Vu, A., & Barth, M. (2010). Eco-Driving: Pilot Evaluation of Driving Behavior Changes Among U.S. Drivers. UC Berkeley: University of California Transportation Center.

Case Study: Smart Water Metering

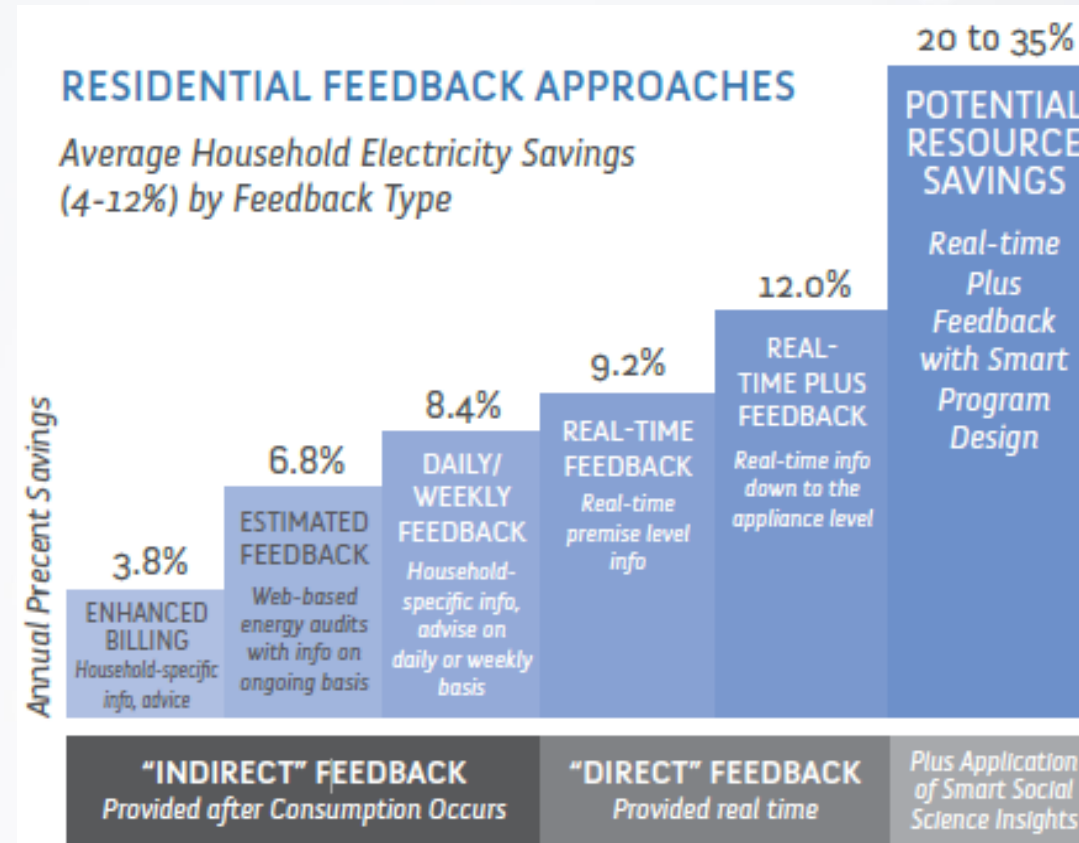


Real time feedback has the potential to reduce consumption by 3-53% and detect leaks



*Using Smart Meters for Household Water Consumption Feedback: Knowns and Unknowns A. L. Sønderlunda , J. R. Smitha *, C. Huttonb , Z. Kapelanc, 2014*

Case Study: Smart Electricity Metering

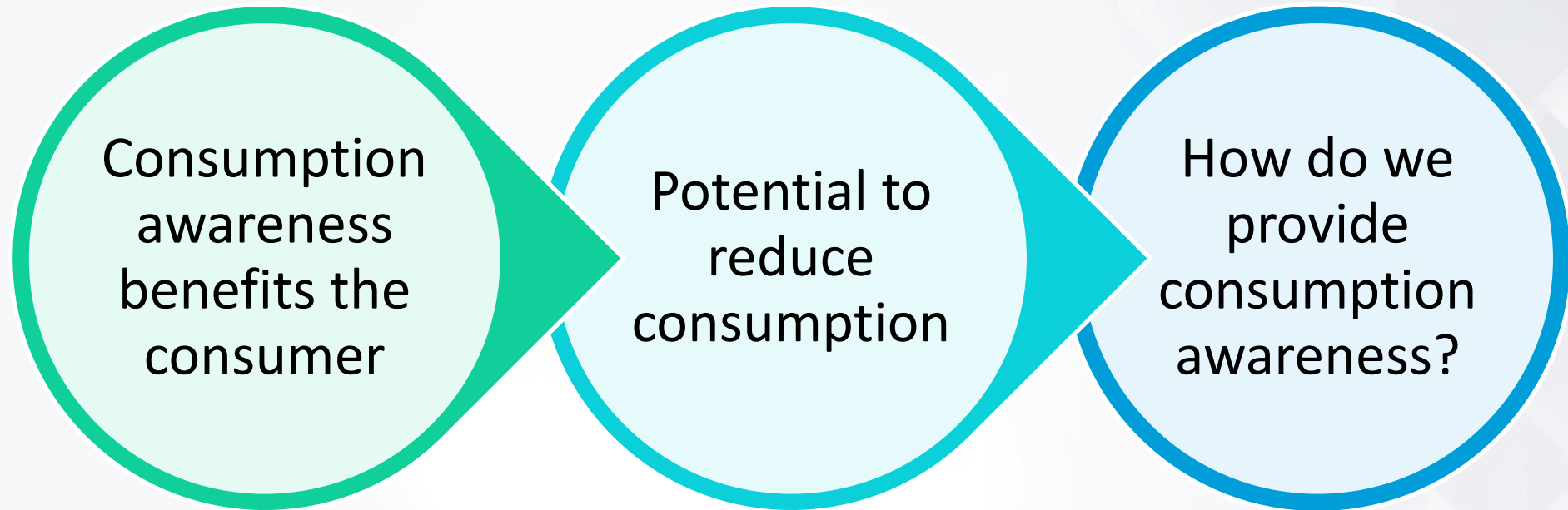


Real time feedback has the potential to reduce consumption by 9.2%



Ehrhardt-Martinez, K., Donnelly, K.A., and Laitner, J.A. 2010;
Faruqui, A. and Sergici, S., 2009

How can the Consumer leverage digitization?



Evolution of Electricity Meter Interaction



Ferraris Meter

- Restricted Access
- Total Energy Only



Electronic Monoblock Meter

- Fixed local access
- Basic audible and visual feedback



Basic Split Meter

- Flexible local access
- Basic audible and visual feedback



Advanced Split Meter

- Flexible local access
- Advanced graphical feedback
- Configurable



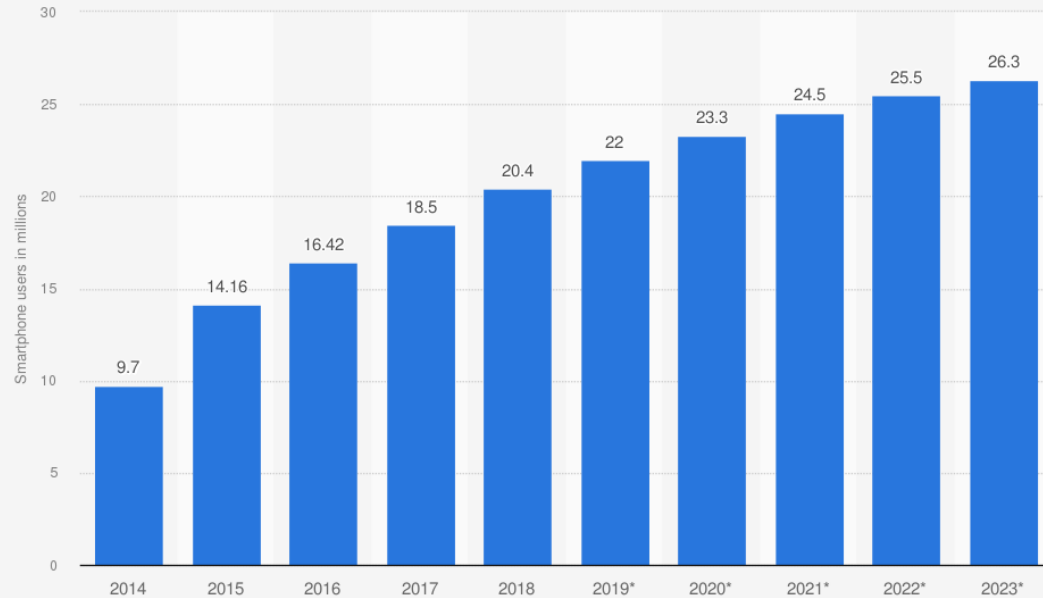
Connected Split Meter with software interface

- Flexible local and remote access
- Interactive
- Multiple notification methods
- Configurable



Adoption of Smart Phones in Africa

Number of smartphone users in South Africa from 2014 to 2023 (in millions)*

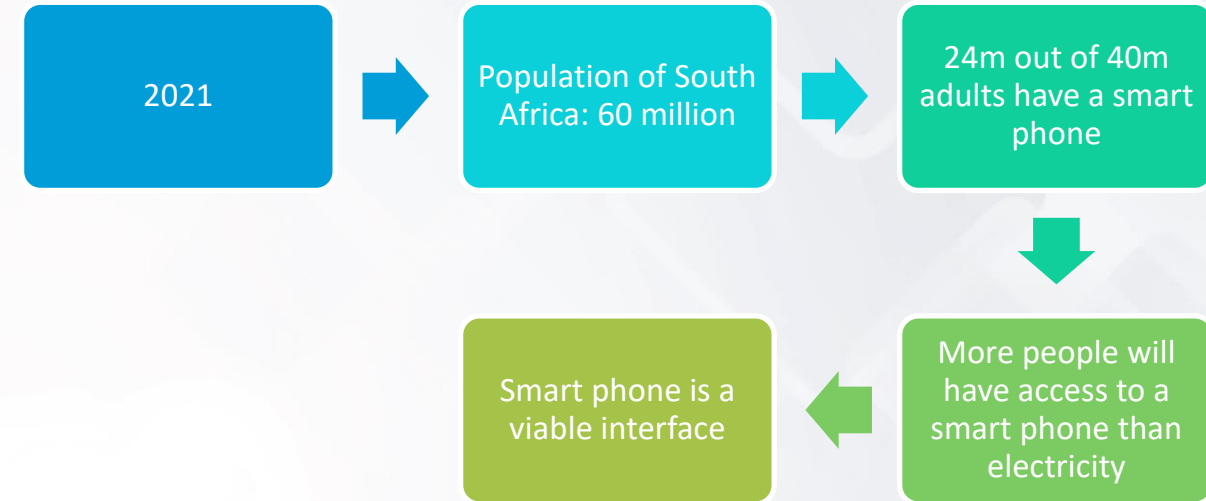


Source

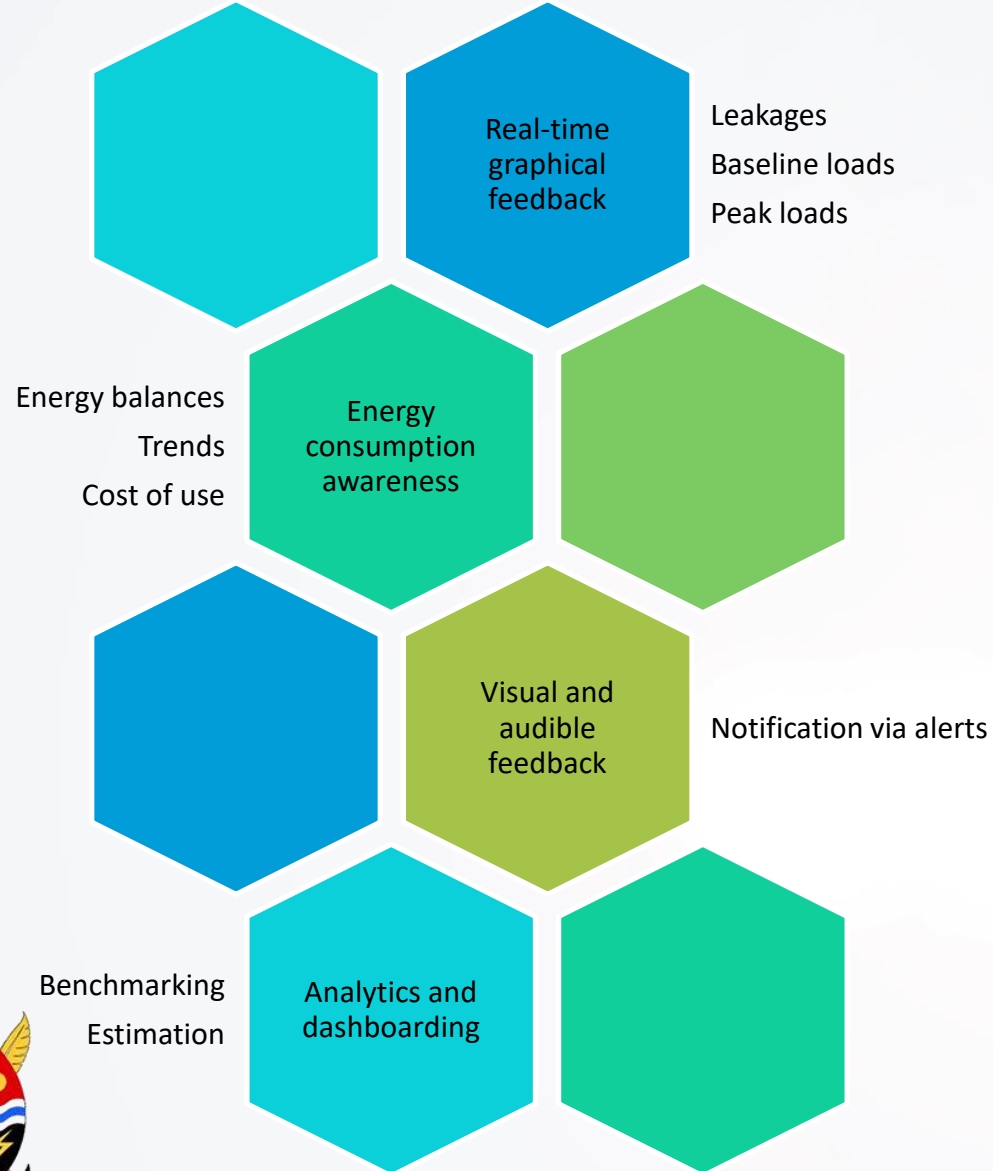
Statista Digital Market Outlook
© Statista 2022

Additional Information:

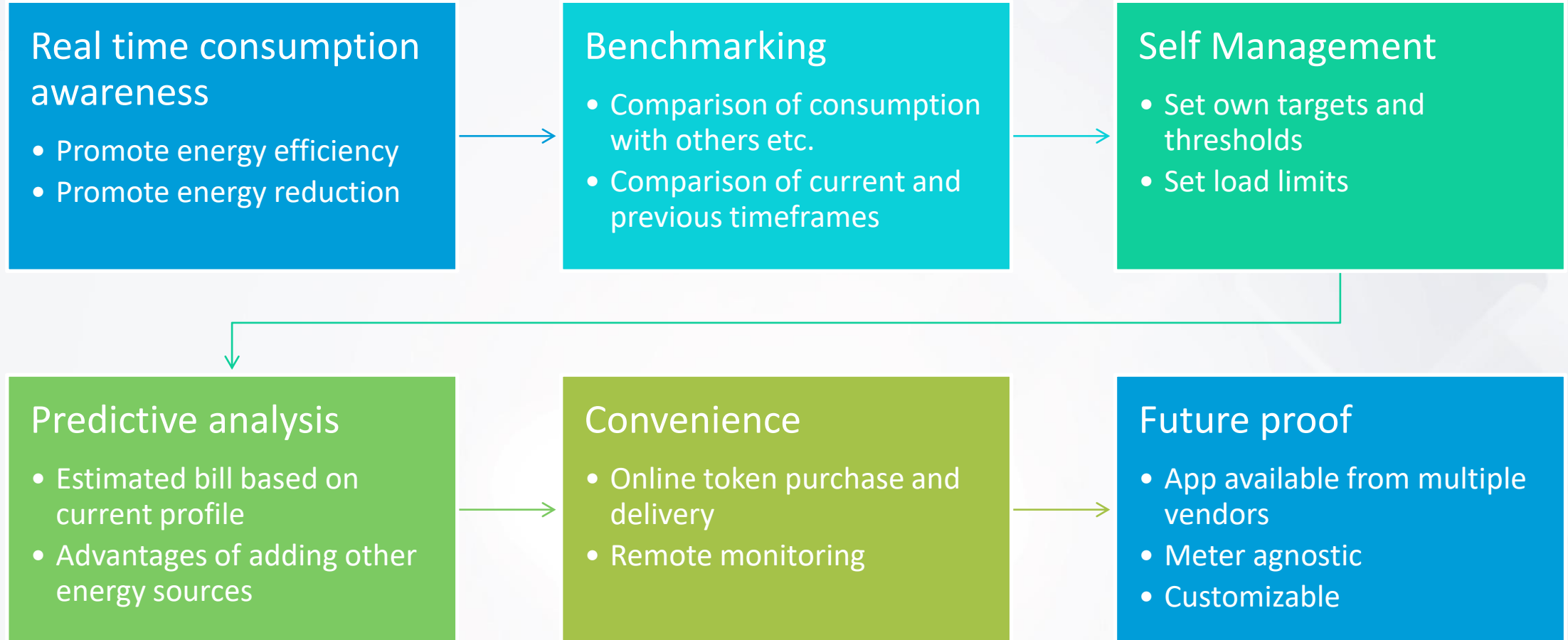
South Africa; eMarketer; Statista Digital Market Outlook; 2014 to 2018; Individuals of any age who own at least one smart phone at least once per month.



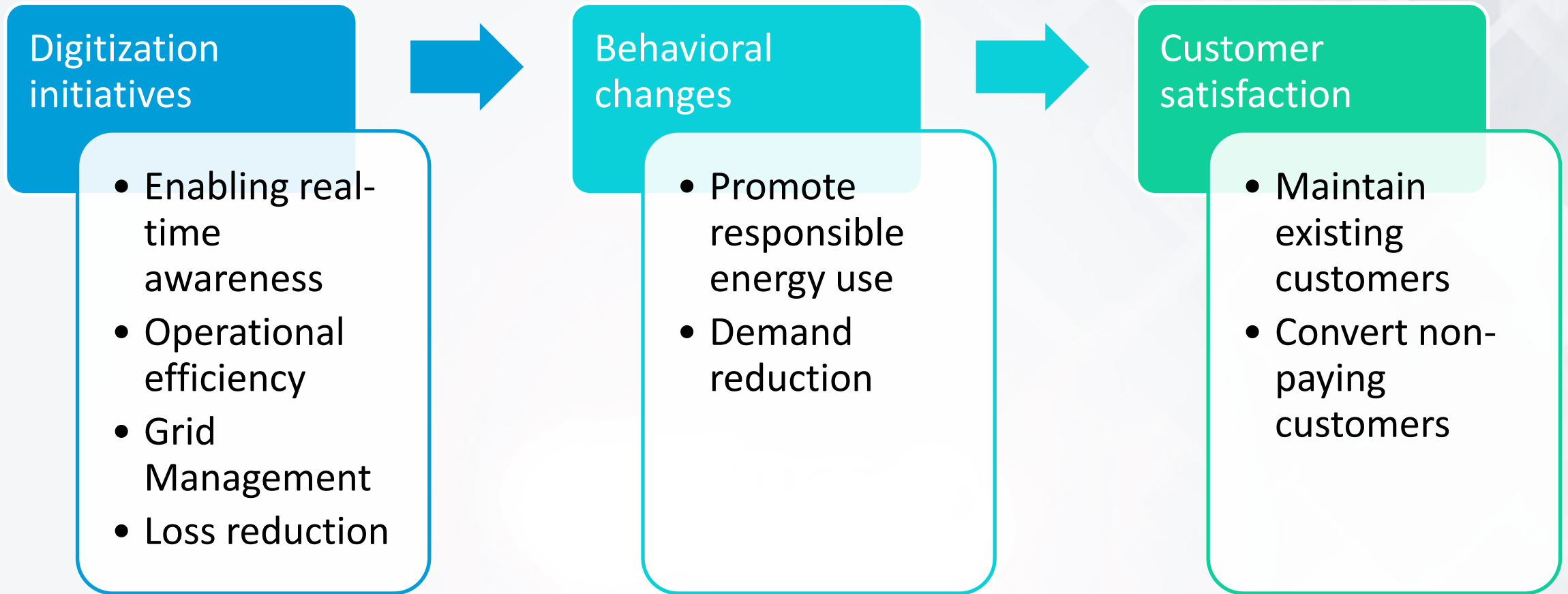
Advantages of an App Based Interface



What is the value proposition for the customer?



Conclusion



**THANK
YOU**