

Smart Grid Solutions

Professional Services



Choose Eaton Smart Grid solutions—Get the smartest team to back you up.

Choosing a Smart Grid solution is more than selecting product and technology. Utilities must consider financing, business case development, project management, training, IT integration, field commissioning, professional consultation and subcontractor management. Eaton offers specialized professional Smart Grid services to ensure exceptional implementation and on-going support. Mitigate risk by deploying bundled technology solutions under the umbrella of one company, one network and one software platform. All devices and services are delivered by a single partner that demands excellence and guarantees satisfaction.

Leverage Eaton's expertise and business relationships.

Eaton is a financially solid partner with more than 100 years of utility industry experience and longevity uncommon in our industry. Our technical experts are available 24/7 to provide support and resolve any concerns. With over 300 system implementations completed—in both rural and densely populated service areas—Eaton knows Smart Grid, inside and out.

No configuration means reduced costs and time saved.

Our Auto Adaptive network requires no configuration prior to deployment, reducing costs and implementation time. What's more, the Eaton network employs AES-128 encryption for data exchange with each end device. That ensures all information within the network is securely encrypted and authenticated while being transmitted for only a few seconds per day. The network does the work, freeing you to focus on more important business decisions.

Our professionals and subject matter experts work with your engineers to achieve a successful completion.

Financing:

- Leasing: Receive immediate system benefits without utilizing current capital with the leasing option
- Software as a Service: No hardware or software to purchase, install or maintain. Improve ROI by eliminating impact to your debt/equity ratio
- Smart Grid as a Service: 10 years of maintenance-free operation, fixed costs and guaranteed results

Value Assessment Consultation:

- Validation: Compare the benefits of your solution against industry standards
- Decision Assistance: Provides the ROI to support AMI decisions
- Business Case Preparation: Assists validation to Utility Boards, City Councils and Management

EATON

Powering Business Worldwide

Ensure your success from start to finish.



Support Services

- Local Support: Domestically located support team is ready to assist as needed
- 24/7 Support: No waiting for support during normal business hours
- Unlimited Support: Tap into ever-growing support services, year after year

Propagation Studies

- Budget Planning: Initial prop study for budget purposes
- Network Topology: Ensure effective network coverage and streamline deployment
- Deployment Study: Detailed implementation study with field validation
- One Supplier: Work with one company to simplify processes and maintain continuity

Project Implementation Services

- Dedicated project team including Program manager, project manager and field implementation IT support
- Interface engineering
- Meter configuration support
- Internal sales support
- Propagation engineering
- WAN back haul engineering
- Standardized project plans and processes with over 300 AMI deployments
- Energy Efficiency/Demand Response market installation and support services

- General contracting for electric, water and gas field install
- Interface management with OMS, CIS, GIS, MDM vendors
- WAN and LAN installation, configuration and commissioning

Turnkey Project and Subcontractor Management

- Extended Project Management: Convenient services help you control costs
- Long-term Success: Ensure success with access to best practices from 300 installations

Eaton.com/smartgrid

Eaton
1000 Eaton Boulevard
Cleveland, OH 44122
United States
Eaton.com

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