



## Optimizing and Protecting your Network Investment

Smart Grid initiatives, resource management, system control and security are changing the way utilities have traditionally conducted business. Challenged with navigating the deployment of new network technology, organizations need to consider:

- How to deploy and support a network efficiently and economically
- How to assure network service for mission-critical infrastructure
- How to deploy new system features and applications quickly and efficiently
- How to manage and maintain this investment for the long term

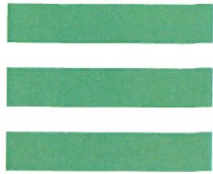
### Hosted Solutions from Sensus

To meet these needs, help is available. Sensus offers comprehensive hosted service solutions for a variety of applications including smart metering, distribution automation, lighting control and demand response. Sensus Hosted Solutions provides a service assurance business model that is proven in its value for simplifying network management.

Sensus Hosted Solutions provide:

- Accelerated and simplified deployments
- Increased network reliability and performance
- Better resource and capital planning
- Reduced capital and overhead costs
- Minimal IT impact – no software or server hardware to maintain
- Full and continuous access to system via web portal
- System support and updates
- Faster issue response and less system downtime
- Back up monitoring/disaster recovery
- State-of-the-art data centers





## Unified Network Management Solutions

Sensus can optimize and support a utility's investment by providing:

- 24x7 network operations center (NOC) surveillance and support services such as:
  - Trouble ticket generation
  - Advanced security monitoring
  - Preventative maintenance and monitoring
  - Detailed reporting of outages, exceptions, reads and alarms
- Technical support, management and escalation processes to minimize service interruptions
- Data retention and disaster recovery using fault tolerant data centers
- Head end hardware and software, including software maintenance and upgrades
- Remote firmware maintenance
- Secure customer login access
- Continuous network optimization & system tuning
- Centralized and uniform operational processes
- Compliance with National Institute of Standards and Technology (NIST) security standards



## Additional System Support Elements

To provide the most comprehensive solution to Sensus customers, Sensus includes additional elements in its hosting solution:

- FCC spectrum license and license maintenance for USA customers
- Replacement parts for FlexNet™ Base Stations

## Freedom, Stability, Cost Effectiveness and Customer Control

Sensus currently hosts over 300 utilities, and our expertise enables our customers to focus on their core operations. Sensus' network management expertise and resources deliver world class system uptime, maintenance and support.

From small municipalities to large investor owned utilities, a partnership with Sensus will deliver superior solutions and provide the service and support needed for your deployment. For more information, please contact your local Sensus representative or visit us at [www.sensus.com](http://www.sensus.com) today.

Sensus USA, Inc AMI Hosting & Support Services



City of Blaine, MN

RNI setup/configuration in the Sensus data center (one time fee) \$10,000.00

*FixNet | FlexNet Integration – Logic MDMS*

Quantity of Endpoints per Utility **15-20,000**

Monthly AMI hosting/system support fee - 36 month term<sup>1</sup> \$3,989.60

Advanced Logic Options - Monthly

Rules Editor fee	\$750.00
Advanced Reporting	\$1,100.00
Customer Connect	\$5,000.00
Weather Data Interface	\$500.00
Number of Base Stations Assumed	2
Additional monthly fee for each base station if > 4	\$100.00

**Other interface services: CIS/GIS/SCADA Interfaces** \$22,000/ea



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### Pricing Notes:

After the initial hosting & support services term, the customer can renew annually at prices escalated by CPI. Hosting & support services fees include all head end hardware, upgrades to latest FlexWare releases during the hosted term, customer telephone support in accordance with Sensus' Customer Support Procedures document, FCC spectrum lease and maintenance for USA customers, all standard third party software required to operate the RNI, (e.g. Red Hat Linux, Microsoft Windows and MS SQL) remote endpoint firmware maintenance, remote base station firmware maintenance (requires the customer to provide IP access to the base station in order to perform SSH functions), and base station replacement parts for failed units (customer must purchase parts for Force Majeure events including disaster, destruction or vandalism). Sensus will provide remote customer access to the RNI through a web portal for full customer operational access. Sensus will submit a daily file in standard file format containing hourly consumption meter reads and all available alarms collected by the RNI, including exception reports such as zero consumption reads, non-responding meters (including traceability to the meter location when the utility provides the meter location codes to Sensus). If read file is provided through an FTP site, the customer shall provide the FTP site. Includes 24x7x365 RNI & base station monitoring and trouble ticket generation, advanced security monitoring and preventative maintenance monitoring using diagnostic software tools. Includes network optimization of the RNI after the final base station site plan is verified by Sensus, and includes RNI network tuning as endpoints deployed in the service area. 60 days of historical data available on the RNI and on the storage area network (SAN). Secure, off-site vaulting of encrypted backup tapes containing one year of history is included for auditing purposes. Disaster recovery solution provided with 1 business day or less recovery time.

The customer purchases all endpoints and RF Field equipment. The customer is responsible for monthly RF field equipment operating costs including power, base station to RNI WAN backhaul, and base station site leases (if applicable). Customer is responsible for the point to point or secure VPN over internet connection between the customer site and the hosted RNI in the Sensus data center. Customer is responsible for on-site field labor once remote diagnostics by Sensus indicate that a site visit is required.