



Smart Grid Reality

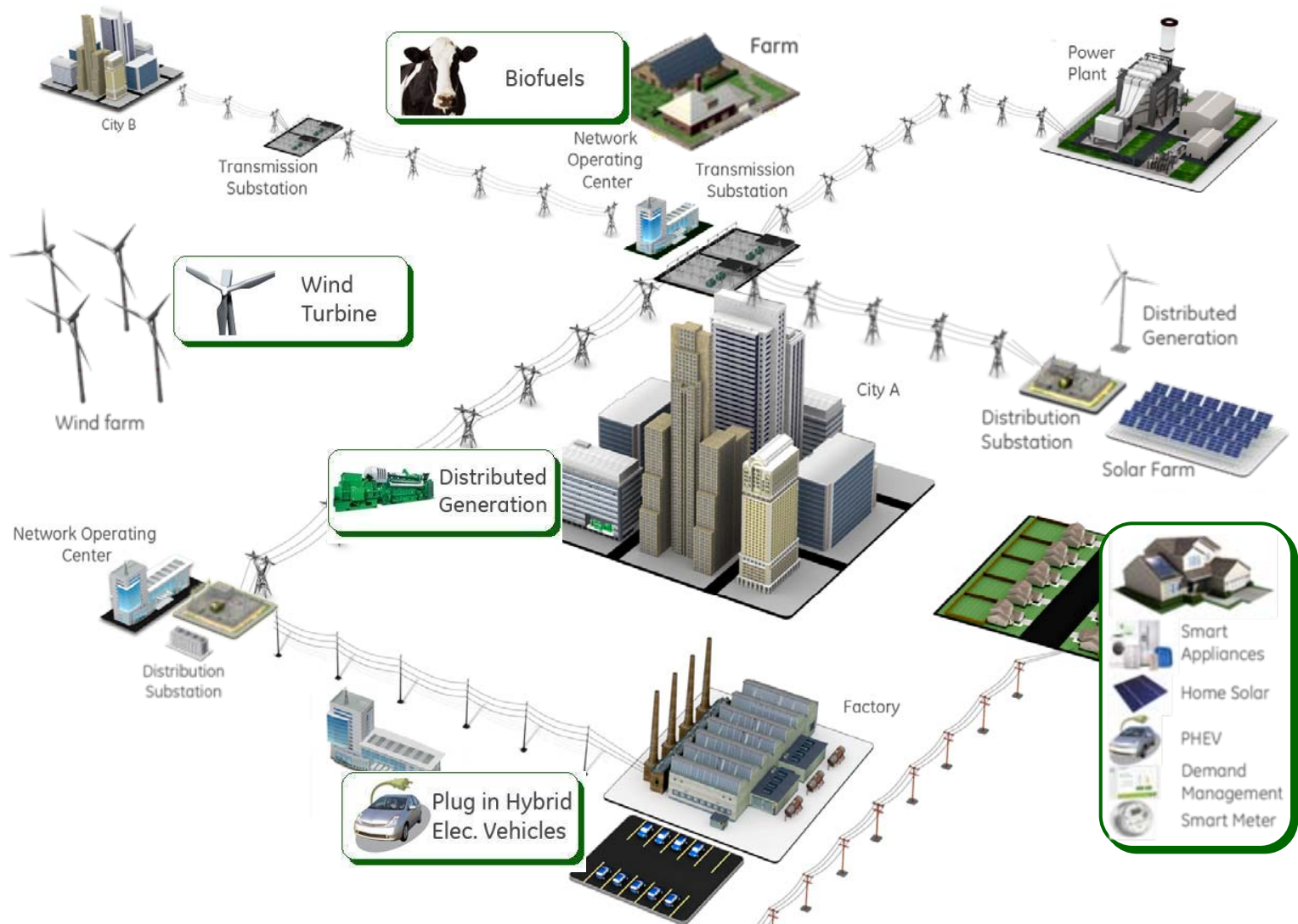
Justifying Smart Grid Investment

Panel Discussion

Moderator: Dr. Bartosz Wojszczyk, Global SG Technical Leader, GE Energy

Clean Energy Expo Asia 2010
November, 2-4, 2010 Singapore

Smart Grids are a driving force behind transformational changes for modern utilities



Smart grid's transformational journey brings business and technical uncertainties

- ✓ **Operating Model:** progressive and accelerated migration vs. defensive and incremental migration (leader vs. follower)
- ✓ **Investments & Benefits Delivered :** business case
- ✓ **Customer Acceptance:** sustainable customer value
- ✓ **New Technology / Solution:** risk, flexibility, scalability, integration and performance at scale
- ✓ **Legacy Systems :** integration of new and legacy systems
- ✓ **Data / Information Management:** volume, diversity, value, representation
- ✓ **Centralized vs. Distributed:** system architecture/design, operations and maintenance

Smart Grid Reality: Justifying Smart Grid Investment

Panel Discussion

Distinguish Panelists:

- ✓ **Mr. Jim Chisholm**, Executive General Manager, Energy Sustainability and Market Development, Ergon Energy
- ✓ **Mr. Ravi Krishnaswamy**, Director, Frost & Sullivan
- ✓ **Mr. Paul Dacruz**, Global Power Industry Expert, Invensys Operations Management

Smart Grid Reality: Justifying Smart Grid Investment

Panel Discussion **Agenda**

- ✓ **Industry PoV:** Each Panelist (short presentation)
- ✓ **Active Discussion:** High Level Points
 - ✓ Necessary short and long-term investment(s) to deliver Smart Grids at scale (how, what and when)
 - ✓ Active participation of all stakeholders in the Smart Grid investment cycle (who, when and what return)
 - ✓ Smart Grid value delivered and investment necessary to deliver this value (how to measure success)
 - ✓ Others (Q&A from the audience)