

SKY ENERGY CONSULTING



Sky Energy Consulting, a division of Sky Business Consulting Inc., is a consulting practice focused on the needs of Ontario's utility and energy sectors. Sky Energy's service offering includes smart meter readiness for LDCs and Retailers; Smart Grid strategy & implementation; Customer Information System (CIS) assessment, procurement & implementation; Asset Management diagnosis & improvement; and Merger & Acquisition transition and integration.

Why Sky?

Electricity Industry Focus

Over the last ten years, our consultants have worked closely with the Ministry of Energy, Ontario Energy Board (OEB), Independent Electricity System Operator (IESO), Local Distribution Companies (LDCs) and Retailers in Ontario.

Seasoned Consultants

Our consultants average 10+ years of relevant experience, bringing skilled resources to enhance your team.

MDM/R Best Practices

We bring best practices and lessons learned from previous MDM/R readiness & Time-of-Use (TOU) transition initiatives with Enersource, PowerStream, Veridian and the IESO.

Exceptional Value

Based on our lean business model, we are able to provide high quality services at very competitive prices.

100% Referenceable

Our clients view us as a Trusted Advisor with a track record of delivering results on time, with high quality and within budget.

IESO MDM/R Experience

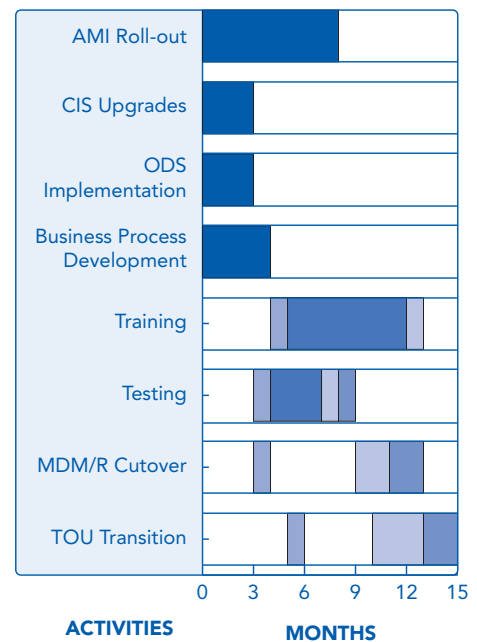
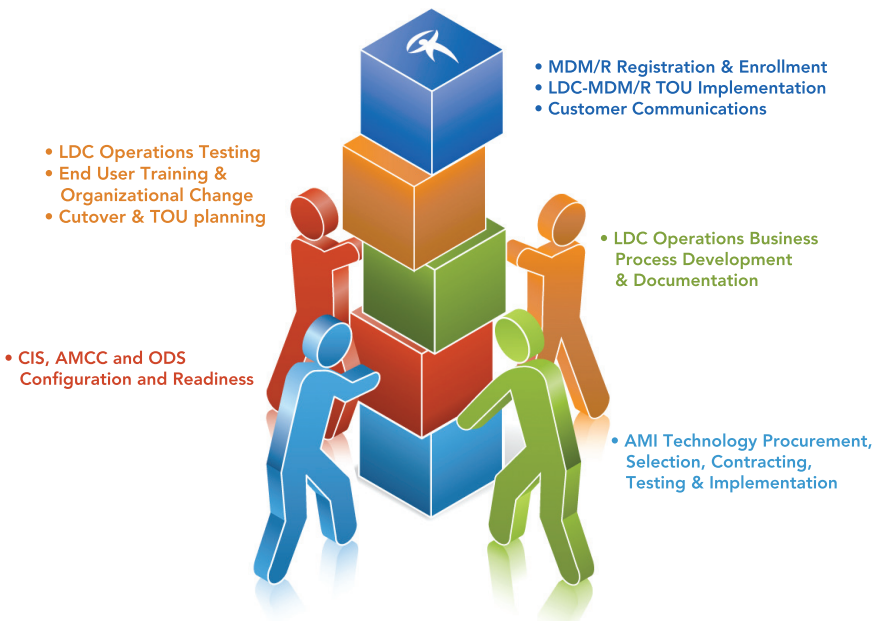
We were selected by the IESO to guide the remaining LDCs through the registration and enrollment process, design and deliver LDC preparatory workshops and conduct Meter Data Management Repository (MDM/R) testing.

MDM/R & TOU Readiness

Building Blocks: LDC - MDM/R Integration & TOU Rollout

LDC Smart Meter Initiative (SMI) Conceptual Plan

Successful TOU Billing

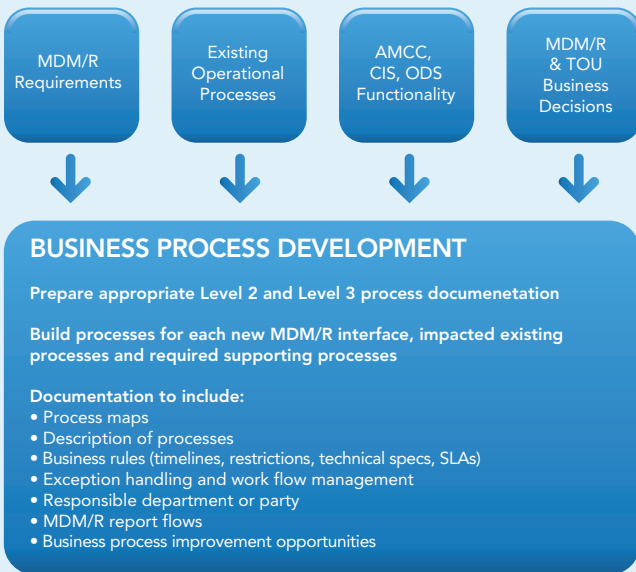


LDC Readiness Recommendations

1. Manage MDM/R enrollment & TOU implementation as a project within the organization.
2. Budget project costs in overall SMI rate recovery plans.
3. Build a detailed integrated project plan to highlight key activities & milestones, critical path, resource requirements & dependencies.
4. It is absolutely critical that all LDCs spend the time to analyze the impacts of the MDM/R and TOU implementation on their internal business processes.
5. Because of the IESO's strict and complex requirements, a well-planned, holistic approach to testing is advised.
6. It is important that all impacted staff are fully trained and have adequate job aid reference materials in place.
7. Develop a comprehensive cutover plan, including customer communications and cutting over to TOU bills.

Our Services

Business Process Development



Testing Business Processes, Interfaces & Systems

Test strategy, test preparation and test execution for Connectivity, System Integration, Business Process, Volume and Qualification Testing.

End User Training

Training strategy, training materials, job aids, call centre & billing scripts and training rollout to impacted users.

MDM/R Cutover & TOU Transition

Cutover strategy to successfully transition to MDM/R Production Operations and TOU transition strategy for customer communications & billing/call centre planning.

SMI Project Management

Integrated project planning, executive reporting & risk management.

LDC Case Studies

Sky Energy Consulting has been engaged for 7 TOU/MDM Readiness projects in Ontario, 2 of which are highlighted below:

PowerStream

SMI Technology Solution:

KTI/Sensus AMI, T&W CIS, Savage Data ODS

Sky Energy Services:

Sky provided a series of MDM/R education seminars to all impacted PowerStream departments. Sky is project managing PowerStream's MDM/R & TOU implementation, including business process development, system readiness, testing, self-certification, training, cutover, pilots, customer communication and TOU rollout.

Client Reference:

Ed Chatten, Senior Vice President: 905-532-4613

Veridian Connections

SMI Technology Solution:

Elster AMI, Harris CIS, Kinetiq/Savage Data ODS

Sky Energy Services:

Sky developed all of Veridian's MDM/R business processes by building processes for each new MDM/R interface, impacted existing processes and required supporting processes. We successfully cutover Veridian's operations to the MDM/R by executing end-to-end tests and preparing appropriate training materials for impacted operations staff.

Client Reference:

Kevin Myers, Wholesale Settlements Manager: 905-420-8440