

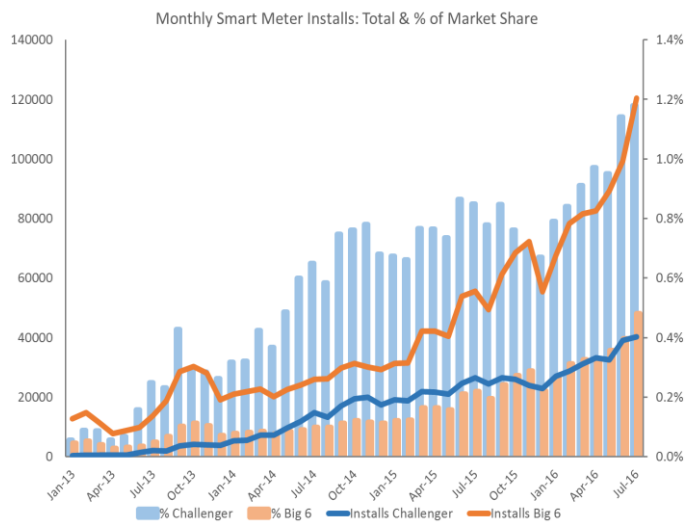
# Electralink Smart Insight: Accelerator Service

Electralink has a portfolio of Smart Insight Services to help you plan, schedule and maximise first-time installations. The Accelerator Service combines benchmarking, geographic visualisation and “hot-spot” identification in a three-month package designed for rapid and cost-effective deployment. We believe that the Accelerator Service is the most effective way for you to quickly evaluate how to embed Smart Insights into your roll-out programme.

## Supplier vs Market Benchmarking Review<sup>1</sup>

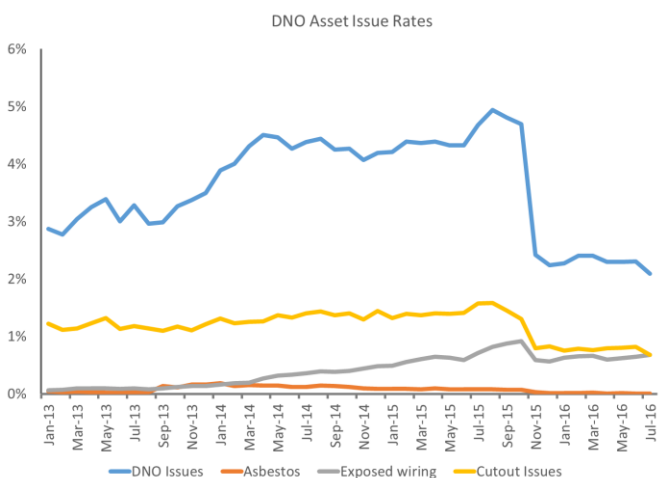
### A. Benchmarking charts

- Supplier vs Market Smart Meter rollout volume over time (2012 to now); split by “Big 6” and “Challenger”
- Supplier penetration and rollout progress vs the market; split by “Big 6” and “Challenger” (2012 to now)
- Actual service can be split across multiple charts for clarity



### B. Failed install charts – trends over time and actuals

- Supplier vs whole of market DNO related installation failure trends over time (2012 to now)
- Detailed charts showing Supplier trends over time in key DNO failures (e.g. Metal-clad Cut-out) vs market (2012 to now)
- Example shows market-level, grouped issues. Service will contain Supplier vs market, and different issues can be highlighted



<sup>1</sup> Data at market level for presentation purposes only – final reports to contain individual Supplier-level data

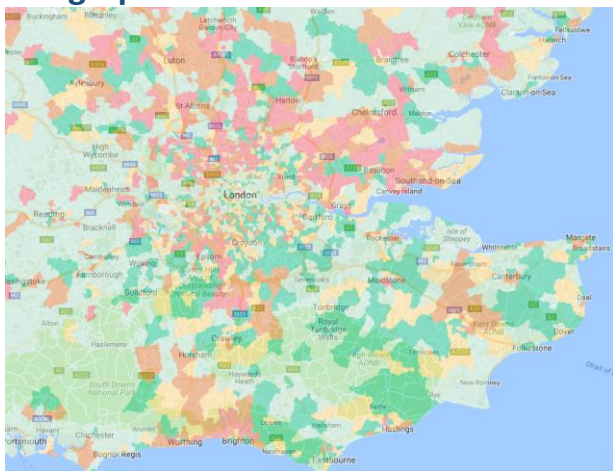
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## C. Detailed reports

- Tabular report showing DNO failures for the Supplier vs the market - by failure code; by month for the Supplier (from 2012 to now)

| ACC | Jul-15     |       |          |       | Jul-16     |       |          |       |
|-----|------------|-------|----------|-------|------------|-------|----------|-------|
|     | Supplier 1 |       | Industry |       | Supplier 1 |       | Industry |       |
| A01 | 13         | 2.1%  | 67       | 1.9%  | 9          | 2.4%  | 33       | 1.5%  |
| A02 | 1          | 0.2%  | 4        | 0.1%  | 0          | 0.0%  | 2        | 0.1%  |
| A03 | 6          | 1.0%  | 44       | 1.3%  | 5          | 1.3%  | 28       | 1.3%  |
| A04 | 29         | 4.8%  | 200      | 5.7%  | 27         | 7.2%  | 122      | 5.5%  |
| A05 | 2          | 0.3%  | 21       | 0.6%  | 2          | 0.5%  | 11       | 0.5%  |
| A06 | 2          | 0.3%  | 12       | 0.3%  | 1          | 0.3%  | 7        | 0.3%  |
| A07 | 118        | 19.4% | 1,106    | 31.6% | 88         | 23.5% | 713      | 31.9% |
| A08 | 27         | 4.4%  | 116      | 3.3%  | 19         | 5.1%  | 58       | 2.6%  |
| A10 | 2          | 0.3%  | 11       | 0.3%  | 1          | 0.3%  | 5        | 0.2%  |
| A12 | 1          | 0.2%  | 7        | 0.2%  | 1          | 0.3%  | 4        | 0.2%  |
| A14 | 0          | 0.0%  | 2        | 0.1%  | 0          | 0.0%  | 1        | 0.0%  |
| A15 | 3          | 0.5%  | 29       | 0.8%  | 3          | 0.8%  | 28       | 1.3%  |
| A16 | 6          | 1.0%  | 53       | 1.5%  | 0          | 0.0%  | 0        | 0.0%  |
| A17 | 2          | 0.3%  | 17       | 0.5%  | 1          | 0.3%  | 11       | 0.5%  |
| B01 | 92         | 15.1% | 501      | 14.3% | 43         | 11.5% | 182      | 8.2%  |
| B02 | 111        | 18.3% | 388      | 11.1% | 61         | 16.3% | 228      | 10.2% |
| B03 | 13         | 2.1%  | 78       | 2.2%  | 7          | 1.9%  | 44       | 2.0%  |
| B04 | 61         | 10.0% | 281      | 8.0%  | 18         | 4.8%  | 219      | 9.8%  |
| B05 | 23         | 3.8%  | 98       | 2.8%  | 8          | 2.1%  | 52       | 2.3%  |
| B06 | 8          | 1.3%  | 40       | 1.1%  | 4          | 1.1%  | 46       | 2.1%  |
| B07 | 45         | 7.4%  | 269      | 7.7%  | 26         | 6.9%  | 145      | 6.5%  |
| B08 | 33         | 5.4%  | 107      | 3.1%  | 16         | 4.3%  | 61       | 2.7%  |
| B10 | 0          | 0.0%  | 1        | 0.0%  | 1          | 0.3%  | 10       | 0.4%  |
| B11 | 10         | 1.6%  | 48       | 1.4%  | 34         | 9.1%  | 222      | 9.9%  |

## Geographic visualisation tool



Access to a geographic visualisation tool showing:

### A. Smart Meter Penetration

- By postcode sector

### B. DNO installation failure rates

- By postcode sector
- With drill down to show DNO failure by type

### C. SVCC failure rates

- Postcode sector heat-map showing SVCC failures as a proportion of total MPANs

Visualisations to be provided at a Supplier and market level.

## Tailored Hotspot Identification

### An installation “hot-spot” report

A report showing the Supplier’s top 50 “hot spot” postcodes for DNO related failures

### Report contains:

- Number of known customers
- Successful Installs
- Installs remaining
- Number & percentages of DNO failures
- Property characteristics of region

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## Final report and recommendations

### Professional Services

We will provide 3 days of professional services to:

- Help you understand how to use the tools and derive insights from the data
- Prepare a summary report on how the tools could be embedded within your Smart Programme

**Standard offer price including 3 month's access to the web based visualisation tool - £30,000**



**Contact:**

Nick Blake, Head of Data Analytics

[Nick.Blake@electralink.co.uk](mailto:Nick.Blake@electralink.co.uk)

+ 447921286694