

# OPTIMUS | SBR

CHOICE TOOLS. PRECISION AIM. BOLD ATTITUDE.

## METER-TO-CASH



For over 30 years, OPTIMUS | SBR's integrated process improvement approach has driven innovative change into organizations like yours. From general process assessments and detailed mapping and documentation, through to organization reviews and redesign, OPTIMUS | SBR can streamline the way you do business.

## METER-TO-CASH

The landscape of utility services is changing. Smart Grid and Smart Meter technology is driving how energy is delivered, measured, and charged. Utility providers have the ability to leverage the benefits that this technology has to offer, but are saddled with the all-consuming responsibility of keeping the lights on.

Having more accurate and timely data to better manage demand helps improve reliability, reduces opportunity costs, fosters conservation, and increases profitability. OPTIMUS | SBR can help providers harness the power of Smart Grid and Smart Meter technology to become a more informed, strategic player in the energy market.

### Signs You Need OPTIMUS | SBR Meter-to-Cash Expertise

Are you currently...

Yes	No	
<input type="radio"/>	<input type="radio"/>	1. Dealing with existing suppliers / providers that are not as responsive as you need them to be?
<input type="radio"/>	<input type="radio"/>	2. Finding that gaps in your data collection & reporting are not allowing you to make strategic decisions?
<input type="radio"/>	<input type="radio"/>	3. Realizing that the move to the Smart Meter program was rushed, and long term possibilities & applications were not adequately considered?
<input type="radio"/>	<input type="radio"/>	4. Experiencing the fallout of piecemeal and highly manual processes that have left you open to errors, inconsistencies, overburdened staff, unrealized revenue and regulatory risk?

If you have answered yes to one or more of the above questions, it's time to speak with OPTIMUS | SBR about your options for harnessing the real benefits of a smart Meter-to-Cash program.

### Meter-to-Cash Services

Our team of highly skilled consultants are experienced in delivering these services to clients in the utility space, providing proven results that add long lasting value to the organization.

Particularly, we can help you ensure that your Meter-to-Cash evolution is handled strategically – with a long-term cross-enterprise view that allows for a staged approach to realizing Meter-to-Cash's full suite of benefits.

### Our Services

- 1 Strategy Setting & Implementation Planning
- 2 Process Reviews & Assessments
- 3 Technology Outsourcing Vendor Selection & Implementation
- 4 Process Improvement Planning & Execution
- 5 Business Intelligence & Reporting
- 6 Training & Documentation

### Benefits of Services

The results of engaging with OPTIMUS | SBR are tangible and the effects can be felt immediately:

- The vision for the future state of the utility is clarified and a strategy is set for how to get there
- Inconsistencies and gaps are identified and eliminated, resulting in increased efficiency
- Revenue sources are clearly identified and captured
- Roles and responsibilities are clarified
- Robust and future-oriented underlying business processes are established
- Vendor selection and relationships are optimized
- Business intelligence data is captured and leveraged enabling you to better plan for demand and make better informed decisions

### Our Value

- Experience with best-in-class process improvement & project management
- Deep knowledge of and experience within the Energy and Utilities sector
- Experience with Meter-to-Cash initiatives
- Strategic approach to driving cross-enterprise ventures
- Trusted and vetted partnerships with proven vendors

*“We knew we could maximize the potential that Meter-to-Cash has to offer, but needed guidance on how to get there. We chose OPTIMUS | SBR because of their expertise in Process Improvement, their deep sector and practical expertise, and their responsiveness.”*

*They provided valuable research and analysis into our strengths and weaknesses, and clearly identified areas of gaps and opportunities. Their insightful recommendations took into account where Oakville Hydro was in the journey towards Smart Meter benefit realization. OPTIMUS | SBR took the time to truly understand our business and left us with an actionable plan that has allowed us to improve our ability to drive revenues with minimal disruption to our day-to-day operations.”*

*Rob Lister  
President & CEO, Oakville Hydro*

## THE BOTTOM LINE

The power of the technology behind the Smart Grid and Smart Meters is waiting to be switched on. OPTIMUS | SBR has the experience and knowledge to prepare your business to maximize the potential that Smart Meter technology has to offer.

Engaging OPTIMUS | SBR will empower your organization to take the critical next step in the Meter-to-Cash evolution so that you can finally start to fully capture the promise of a newer, smarter, energy world.



## WHO WE ARE

OPTIMUS | SBR is a management consulting firm focused on supporting executive leaders and their organizations in solving problems, facilitating change and optimizing performance.

Since 1979, we have provided leading firms across North America with advisory services customized to address unique needs, including strategy and leadership development, process and implementation planning, and project management.

## OUR CAPABILITIES

Management Consulting • Resource Augmentation



Strategy



Process Improvement



Project Management



Research & Analytics



Governance & Executive Leadership

## OUR VALUES

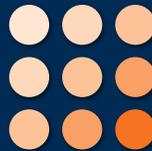
How we do things is just as important as what we do. Our consultants behave in accordance to our value system:

Teamwork • Integrity • Passion • Initiative • Leadership

## PRACTICE AREAS

Our project management experience spans across our key practice areas:

Financial Services | Energy & Infrastructure | Health Care & Not-for-Profit | Government & Agencies



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