

# The POWER to Manage CHANGE



### The POWER of the PROSUMER



# Utilities must focus on the evolving consumer landscape – a heightened vision for the prosumer.

In the future, utilities will be evaluated not only on their ability to generate and distribute power, but by their ability to adapt to and even foster new relationships with their consumers. Power is no longer only generated by the utility, flowing in one direction, but now flows to and from consumers (as does the accompanying data). The expanding penetration of distributed energy resources (DER) and advanced metering infrastructure is quickening the pace that traditional consumers are evolving into prosumers, those that both produce and consume energy.

EnerVision understands the technologies and consumer sentiment driving the prosumer evolution and brings its experience in emerging energy solutions and power supply planning to help utilities engage in the DER arena to meet varying goals. Not only can DERs reduce wholesale power costs, but they can also increase consumer engagement and satisfaction. Understanding and curating the DER landscape will ensure the utility establishes and maintains its role as the trusted energy advisor for their consumers. EnerVision can help develop a DER strategy to meet the diverse goals utilities are facing now and in future.





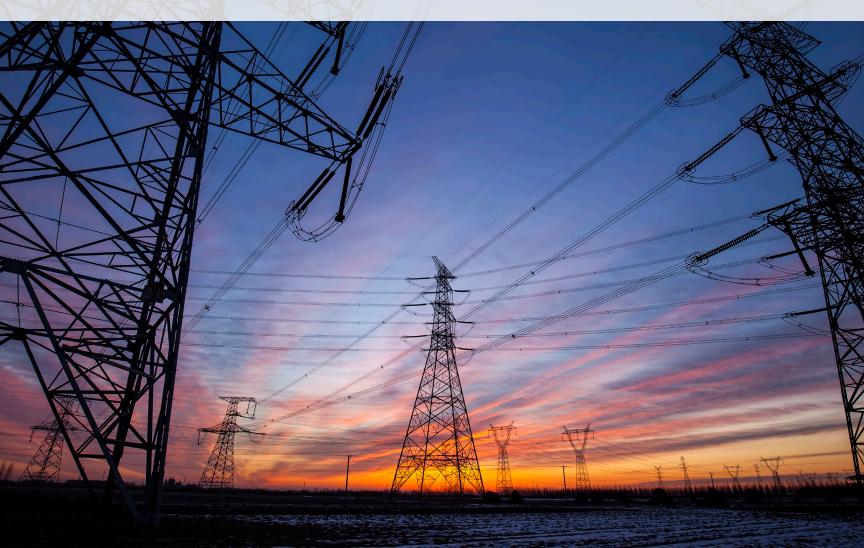
### No power surpasses the power of experience.

Prosumer. It's just another word for opportunity. For nearly 20 years we have helped utilities of all sizes develop successful strategies that improve their business positions and make their operations more effective at lower costs. EnerVision is an innovative, independent management and technical consulting firm, offering the electric utility a full range of business-related services.

Our people have an average of over 18 years of experience in the various disciplines required for continuing successful utility management. They include: strategic and succession planning, Board and staff education, rate and pricing design, power supply planning and contracting, and distributed energy resource planning and evaluations.



#### The POWER of PARTNERSHIP



## Where do distribution utilities turn when they need a boost of experience and foresight?

No matter your needs, we can customize a plan to meet your objectives cost-effectively. No job is too small. Whether it for a total strategic effort, a specific project, or just providing additional manpower, EnerVision is your source for expertise. And we understand the challenges you will face in the future.

We work with utilities of all sizes, in all markets to add value, solve technical and business-related problems as well as partner with our clients to successfully address both current and emerging industry issues. EnerVision recognizes that the key to our future lies in the success of our clients. We strive to work in a partnership so that after our tasks are complete, the client is in a better position to capitalize on new strengths and can better handle similar situations in the future.











#### MANAGEMENT CONSULTING

RATE DESIGN

DEMAND RESPONSE

CONTRACT NEGOTIATION AND IMPLEMENTATION

#### EMERGING ENERGY SOLUTIONS

BOARD AND STAFF EDUCATION

SUCCESSION PLANNING

STRATEGIC PLANNING

POWER SUPPLY

DISTRIBUTED ENERGY RESOURCES



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