

James F. Lavin, Board Member June 4, 2019

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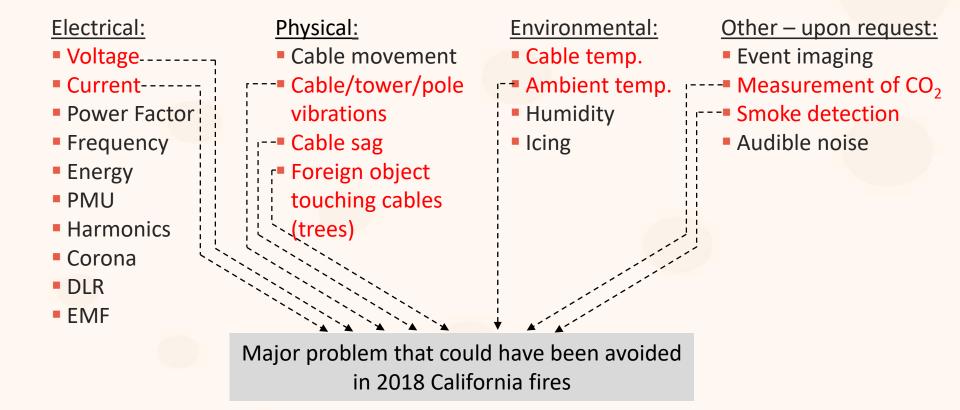
CAN'T MEET D.E.R. MANDATES IF YOU DON'T KNOW GRID

- Politicians say 50% renewable by 202X
- DER developers say 3 yrs for interconnect agreement
- Can't interconnect safely without grid operating data
- Can't operate efficiently without real time grid data
- Regulators failing by not incentivizing sensing

EGM GRID MONITORING SOLUTION

- Comprehensive sensor, communications, software
- Secure, independent, data collection communications
- Output is real-time, high resolution, and actionable
- Fault Localization to 30 m
- 800KV Transmission to 240V distribution
- Sensors Clamp-on, Inductance Powered
- Completely scalable from 5 km to 100,000 km

PHENOMENA IDENTIFICATION



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EGM – EYES ON THE GRID™



- Cost \$2,000-6,000/km
- 3-5 year payback from efficiency alone
- Without sensing no chance of meeting mandate and operating grid safely
- Smart meters are stupid
- What is your plan for grid sensing?