



U.S. EXPORT INTEREST DIRECTORY

European
Utility Week



3-5 November 2015
Vienna, Austria



Welcome to European Utility Week 2015!

The U.S. Commercial Service is delighted to partner with leading U.S. smart grid companies and European Utility Week in 2015, where we are launching our inaugural **U.S. Industry Pavilion**.

This Export Interest Directory contains a listing of U.S. companies exhibiting at our pavilion that wish to discuss international trade opportunities with you during European Utility Week 2015. The U.S. exhibitors are seeking direct sales, agents, distributors, partners, sales representatives, joint ventures and/or licensing agreements. Please make sure to visit with them during the show.

Beginning in 2009 under the American Recovery and Reinvestment Act, the United States made an unprecedented investment in the modernization of its electricity grid, and is now a world leader in the development and deployment of smart grid/Energy IT technologies. U.S. companies, large and small, provide innovative solutions to the most pressing challenges facing the electricity industry worldwide. Investments by utilities and governments around the world are now driving consistent growth for U.S. smart grid exports.

We are happy to extend an invitation for you to our **U.S. Industry Reception** that will take place on **November 3 at 4:30 p.m.** Please join us at **booth B.b11** for a drink and meet with our pavilion members.

We hope that this year's show will be successful for your business and lead to valuable trade contacts. We look forward to seeing you!



U.S. INDUSTRY PAVILION

U.S. Department of Commerce, U.S. Commercial Service
BOOTH # B.b11

U.S. Industry Reception, November 3, 4:30 p.m.

Auto-Grid

Booth # B.b11s.5



Contact: Mr. John McLean, Director,
Product Marketing

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Products/ Services: AutoGrid's Energy Data Platform (EDP) and suite of Energy Internet applications enable global utilities, energy service providers and Internet-of-things (IoT) vendors to improve customer engagement, enhance grid reliability and flexibility, and launch new business initiatives. EDP leverages petabytes of smart meter, sensor, and third-party data along with powerful data science algorithms to generate a dynamic, real-time portrait of energy consumption and to drive actionable programs across connected assets and residential, commercial, and enterprise customers.

AutoGrid offerings include:

- Demand Response Optimization and Management System (DROMS)
- Flexible Asset Management
- Customer Engagement and Enrolment Portal
- Customer Segmentation and Targeting
- Gas and Power Forecasting
- Wind Forecasting
- Energy Cost Optimizer
- Predictive Asset Maintenance
- Revenue Assurance
- Virtual Site Visit

AutoGrid technology is also embedded in software products from leading vendors, such as Schneider Electric, Silver Spring Networks, and NTT Data.

Competitive Advantage(s): AutoGrid's groundbreaking predictive controls technology is unique in its ability to balance demand and supply across a vast network of millions of connected assets in real time and at scale. By giving utilities and energy service providers the

ability to manage resources as diverse as solar, storage, lighting, thermostats, EVSEs, and more – all from a single integrated platform -- AutoGrid is solving one of the most fundamental problem facing the energy industry as it transitions to a distributed- and renewables-powered ecosystem.

Interest: AutoGrid is seeking to continue its explosive international growth and identify new business opportunities, team members, and partners.

References: Our best known European customers are E.ON and Eneco. E.ON is also a strategic investor in the firm.

Electro Industries

GaugeTech

Booth # B.b11s.10



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Corporate Manager

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Products/ Services: Founded in 1975 by engineer and inventor Samuel Kagan, Electro Industries/GaugeTech changed the face of power monitoring with its first breakthrough innovation: an easy-to-use digital AC power meter.

More than 40 years later, Electro Industries/GaugeTech, the Leader in Power Monitoring and Smart Grid Solutions, continues to revolutionize the industry with the highest quality, cutting edge power monitoring and control technology on the market today. An ISO 9001:2008 certified company, EIG sets the industry standard for advanced power quality and reporting, revenue metering and substation data acquisition and control. EIG's products can be found on-site at virtually all of today's leading manufacturers, industrial giants and utilities.

Nexus® and Shark® are registered trademarks of Electro Industries/GaugeTech. The distinctive shapes, styles and overall appearance of the Nexus® 1500 meter and the Shark® meters are trademarks of Electro Industries/GaugeTech.

Competitive Advantage(s): Electro Industries is not just a leader, but a pioneer in the power monitoring and sub-metering industry. Their recent release of the Nexus 1500+ brings the first self-calibrating sub meter to the market and a .06% accuracy in energy metrology is amongst the best available. Electro Industries has hundreds of thousands of power metering instruments installed worldwide. Power companies rely on Electro Industries meters in their critical substations because of their high reliability, good quality, ease of use and excellent support. These are things that matter.

Interest: We are interested in finding distributors in Europe and direct sales.

References:

- Barbados Light and power
- Bermuda Electric Light Company Ltd
- Costa Rica Ice Energy
- New Zealand - Meridian Energy - New Zealand Electricity Company
- Qatar Power Company

Encore Networks

Booth # B.b11s.6

Contact: Mr. Rafael Chaparro, Vice-President,
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Products/ Services: Encore Networks is a leading designer and manufacturer of industrial hardened routers with embedded 4G/3G cellular modems which provide full security (VPN, encryption, firewall), Ethernet switching, and support of wide range of legacy interfaces for IP interworking. Encore routers are designed to allow cost effective and smooth network migration without the need of change-out of existing infrastructure. Encore provides Utilities with ideal converged and broadband network solutions for SCADA and Smart Grid. Encore's environmentally and electrical immunity hardened routers provide VPN solutions over wireless, satellite and terrestrial networks that support both Legacy devices and IP. DC power supplies adequate for sub-station environment are available.

Competitive Advantage(s): Encore's routers are designed for mission-critical applications in harsh environments found in utility sub-stations and grid monitoring points. Encore's ruggedized routers are highly resistant to failure in areas with high levels of electromagnetic interference, inordinate levels of vibration or shock, wide ranges in temperatures and exposure to airborne particles like dust and water. Encore enables companies to reduce total cost of ownership by reducing dependence on high cost wireline connections and converting them seamlessly to next generation cellular connections while protecting their embedded equipment investment. Using Encore routers for back-up (business continuity) increases the availability of the network.

Interest: Encore seeks contact with those responsible for building and maintaining their Utility organizations communications networks as well as those tasked with upgrading and providing security for Legacy SCADA or telemetering networks. Encore will also look to sign qualified resellers and agents who can establish distribution channels and strengthen our ties with utilities, carriers and integrators.

Gridco Systems

Booth # B.b11s.9



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Products/ Services: Gridco Systems is a leader in agile grid infrastructure solutions, enabling utilities to more effectively integrate renewable and distributed generation, increase energy efficiency, manage peak capacity, and improve system reliability. The Gridco Systems emPower™ Solution combines modular power electronics, advanced controls, distributed networking, and power system analytics to deliver the industry's only end-to-end hardware and software platform purpose built to solve utilities' current and emerging distribution challenges in a distributed, dynamic, and decoupled fashion.

Competitive Advantage(s): Our focus is squarely on solving the challenges of today's distribution grid and ensuring that utilities are prepared for the emerging complexities of

tomorrow. Our product quality and reliability are best-in-class, reinforced by a diverse, robust and green supply chain coupled with a stringent system and component qualification process. Finally, our facilities are state-of-the-art and equipped with MV and LV labs for extensive product qualification testing against a wide array of simulated grid conditions.

Interest: We are interested in learning more about:

- Utilities that have high DER penetration, are experiencing voltage issues, and have budgets to address issues
- Utilities experiencing power quality issues
- Possible partners/system integrators to explore synergies
- Associations and organizations that work to promote the advantages of an advanced grid

References: In an industry that is historically slow to adopt new technology, Gridco Systems has made significant progress in a short amount of time. Gridco is working with a number of top-tier utilities world-wide, has installed equipment at more than a dozen utilities in North America and Europe, and has made public announcements with SMUD and GSH for the primary purposes of DER integration and voltage management, improving power quality delivered to customers.

MapText

Booth # B.b11s.1



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Products/ Services: MapText is a provider of innovative Mobile Mapping products for Utility and Aeronautical industry, and is a world leader in automated De-conflicting/Map Labeling technology.

For Utility industry MapText offers FieldMap Pro, a true offline and synchronized mobile mapping application which enables field workers to quickly find an asset, record inspection and maintenance results, edit and collect data, and perform damage assessment.

FieldMap Pro is a game changer in Utility field operations, drastically reducing costs by eliminating paper and laptops and improving field crew efficiency. It is dynamic and always on: works with or without Internet connectivity, and is intuitive, accurate, customizable, and synchronized. Its proprietary white space management and dynamic labeling engine is ultra-fast and produces highest quality information-rich maps. Its toolset such as Augmented Reality, Document Viewing and Markup, Advanced Forms, and Multi-GIS support are unmatched.

Competitive Advantage(s): FieldMap stands out on performance, quality, reliability, and data handling where others mobile mapping applications fail. Connected web map solutions fail when there is bad or no Internet connectivity. Existing hybrid mobile mapping solutions are awkward in offline mode, handle only small datasets, and limit productivity and efficiency, and has no built-in automated labeling. No solution, other than FieldMap, provides true offline, synchronized, fully dynamic, and information-rich maps.

Interest:

- Partnerships with enterprise asset management application providers
- Distributors & Agents
- Direct sales

References: FieldMap Pro is used by organizations such as Peterborough Utilities, City of Houston, City of San Jose, City of Virginia Beach, etc.

FieldMap technology has become the foundation in popular aeronautical charting application which is used by major European airlines such as Lufthansa, British Airways, Al Italia, Air France, and many others.

MapText automated labeling technology is in use at DONG/Kobenhavns Energi, Hovedstadsregionens Naturgas (HNG), Puerto Rico Electric, UK Ordnance Survey, Danish Geodata Agency – Geodatastyrelsen, Istituto Geografico Militare-Italy, German Military, and many others.

Open Systems International, Inc.

Booth # B.b11s.4

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OSI
powering the future

Products/ Services: Open Systems International, Inc. (OSI) provides open, state-of-the-art and high-performance automation solutions to utilities worldwide. These solutions include Supervisory Control and Data Acquisition (SCADA) systems, Network Management Systems (NMS), Energy Management Systems (EMS), Distribution Management Systems (DMS), Outage Management Systems (OMS), Generation Management Systems (GMS), Substation Automation Systems (SA); Data Warehousing and Historians, as well as individual software and hardware products and Smart Grid solutions for utility operations.

Competitive Advantage(s): OSI's ability to deploy a complete suite of standard, cost-effective and powerful software applications and tools while working together with our customers in a team-oriented environment is our main competitive advantage. This allows us to respond quickly and creatively to meet their needs during project implementation, warranty and post-warranty phases. OSI's mission is to become a dominant provider of standard, cost-effective, secure and powerful real-time SCADA, EMS, DMS and GMS software products for the electric utility industry. And become a viable alternative to larger conglomerates, which have been dominating this marketplace.

Interest: OSI is looking to expand its customer base and presence in the European market by identifying new business opportunities whether through direct engagement with potential customers or through market knowledgeable agents.

References: OSI's clients include over 400 SCADA/EMS/DMS/GMS systems installed and in operation at generation, transmission and/or distribution utilities including investor-owned, de-regulated, cooperatives as well as municipal entities. The diversity of our client base ranges from very small to very large utility companies in North American, Latin American, Asia-Pacific and the Middle East.



The **U.S. Industry Pavilion** is supported by the **U.S. Commercial Service**. We are the trade promotion arm of the U.S. Department of Commerce. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting, or increase sales to new global markets.

Visit us at the U.S. Industry Pavilion or at www.export.gov.

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at booth **B.b11**