Designed to increase value

Satisfied customers, high-performance networks, and profitable operations create lasting added value; the basic objectives for developing and expanding the smart grid.

The Smart Grid Compass guides you to the initiatives that can improve your progress towards these goals, and the performance level you are likely to achieve in a benchmark comparison. You get a dependable basis for decisions that are focused on added value.

For centuries, the compass has been an indispensable tool for finding the right direction. The Smart Grid Compass uses the same logic in three steps: Find the orientation – Choose the destination – Set the routing.
“A vision without a strategy is a day-dream. A strategy without a vision is a nightmare.”

Inspired from a Japanese proverb

From vision to implementation

Any strategy can only be viable if it can be broken down into specific actions. Who can help you create the strategy, build the plan, and execute the transformation on a partnership basis?

With Siemens, you have a partner that can give you strategic advice and ensure the practical feasibility of your initiatives. No other company in the world has our comprehensive experience in the construction, operation, and maintenance of power grids. The Smart Grid Compass leverages all of that expertise for your benefit.

Whether you want to undertake a quick diagnostic, develop a detailed smart grid roadmap, or validate an existing roadmap – with the Smart Grid Compass, we can support your business in clarifying its smart grid goals and objectives.
Navigating your smart grid
With Siemens’ Smart Grid Compass

Around the world, it’s clear that a paradigm shift is taking place – power grids are transforming into smart grids that are more transparent, more interactive, and more environmentally friendly than ever before.

How will you execute your company’s smart grid strategy step-by-step? What actions should be taken with the available resources, in what time frame, and with what benefits? With the Smart Grid Compass, Siemens helps you find and implement the right answers.

Sound advice for your smart grid
With the Smart Grid Compass, we offer safe navigation towards the network of the future.
It shows you the processes and technologies you can use to reach your goals, where your processes currently stand in comparison with competitors, the added value you can achieve with your smart grid initiatives, and at what cost.

The Smart Grid Compass’s value-added approach is based on a method that has proven itself at Siemens for 20 years. Our global experience as the leading smart grid technology implementer offers you comprehensive decision-making security.

Looking for a navigator on your path to a smart grid?
We look forward to receiving your call or e-mail:
Phone: +49 180 524 70 00
Fax: +49 180 524 24 71
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E-mail: support.energy@siemens.com
www.siemens.com/smartgrid/compass
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Fax: +49 180 524 24 71
(Charges vary by provider)
E-mail: support.energy@siemens.com
www.siemens.com/smartgrid/compass
The Smart Grid Compass – a comprehensive view of your future grid

Successful ongoing development of today’s networks requires a 360° view of all core business areas as well as the utility’s organizational structure. The Smart Grid Compass incorporates all of these elements.

Smart network operation

When you’re upgrading your operations to smart grid level, your key goals include:

- Improved power quality
- Improved service reliability
- Improved safety and security
- Improved energy delivery efficiency

To achieve all of these objectives, you need to improve business processes, including network congestion management, power quality management, technical loss management, and safety management.

Smart energy

Consumers become “prosumers” – both producers and consumers. This is one of the major paradigm changes of the smart grid. What objectives should you set for your company?

- Enable achievement of carbon reduction targets
- Enable achievement of DG targets
- Enable electrification of transportation
- Support customers’ desire for localised energy security

Your success depends on the performance of an array of business processes, including load control for commercial and industrial customers, management for electric vehicle charging, and management of distributed storage.
Smart organization

Is your organization ready to set its course toward an interactive and dynamic company? Objectives are:

- Increased transparency
- Flexibility to adapt to changes of business environment
- Seamless integration of operation and information technologies
- Optimized stakeholder relationship

To attain these goals, management tools need to be refined, including change management, regulatory reporting, stakeholder management, and information security and cyber security.

Smart asset & work management

High availability is a must for smart grids – but the costs must be reasonable. Are you well-prepared to meet these demands? Typical maintenance and asset-management goals include:

- Optimized CAPEX vs OPEX spend on grid
- Optimized risk distribution across grid
- Improved work process efficiency
- Improved availability and quality of asset information

The performance level of business processes – like grid information management, maintenance management, and forecasting of key performance indicators – are key to achieving these goals.

Smart customer service

Your customers place high demands on the quality of your service. You can achieve this by:

- Improving meter-to-cash efficiency and effectiveness
- Managing customer demand for the benefit of the grid
- Improving customer satisfaction and engagement
- Reducing non-technical losses

Business processes relevant to achieving these goals include meter-to-cash management, management of consumption tariffs, renewable feed-in and net metering tariffs, and the management of eMobility schemes. These processes must be evaluated and strategically expanded.

The Smart Grid Compass allows organizations to define and prioritize goals and develop targeted processes and technologies.
The Smart Grid Compass – a comprehensive view of your future grid

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The Smart Grid Compass integrates all business areas – smart network operation, smart customer service, smart asset and work management, and smart energy. The common element is a smart organization that must be stable yet flexible enough to initiate and pursue the necessary changes.

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