



## Strategic Partnership and Ventures

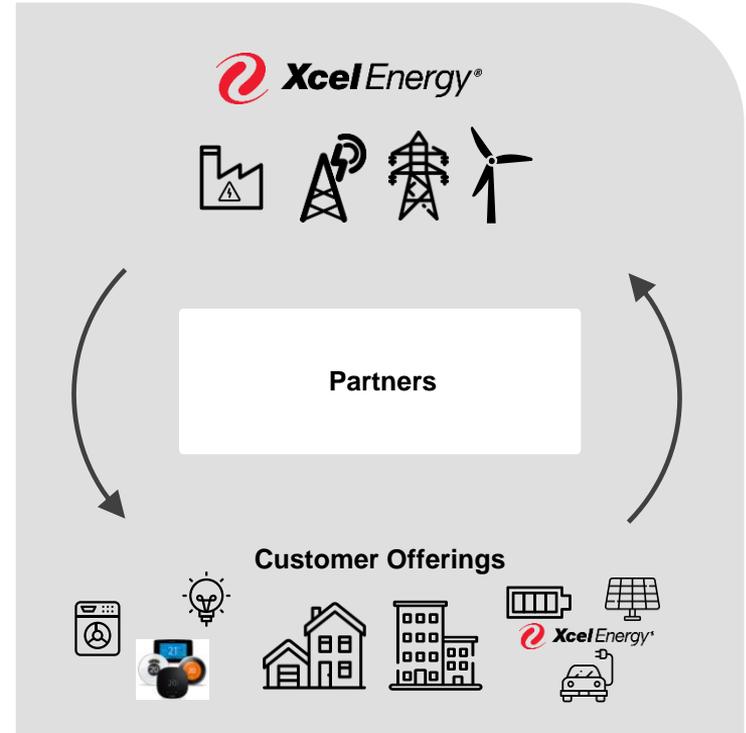
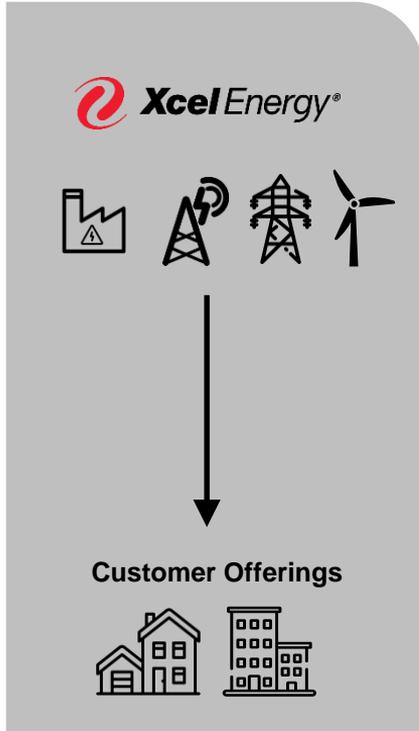
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# Partnerships Unlock New Opportunities

*Together, we can:*

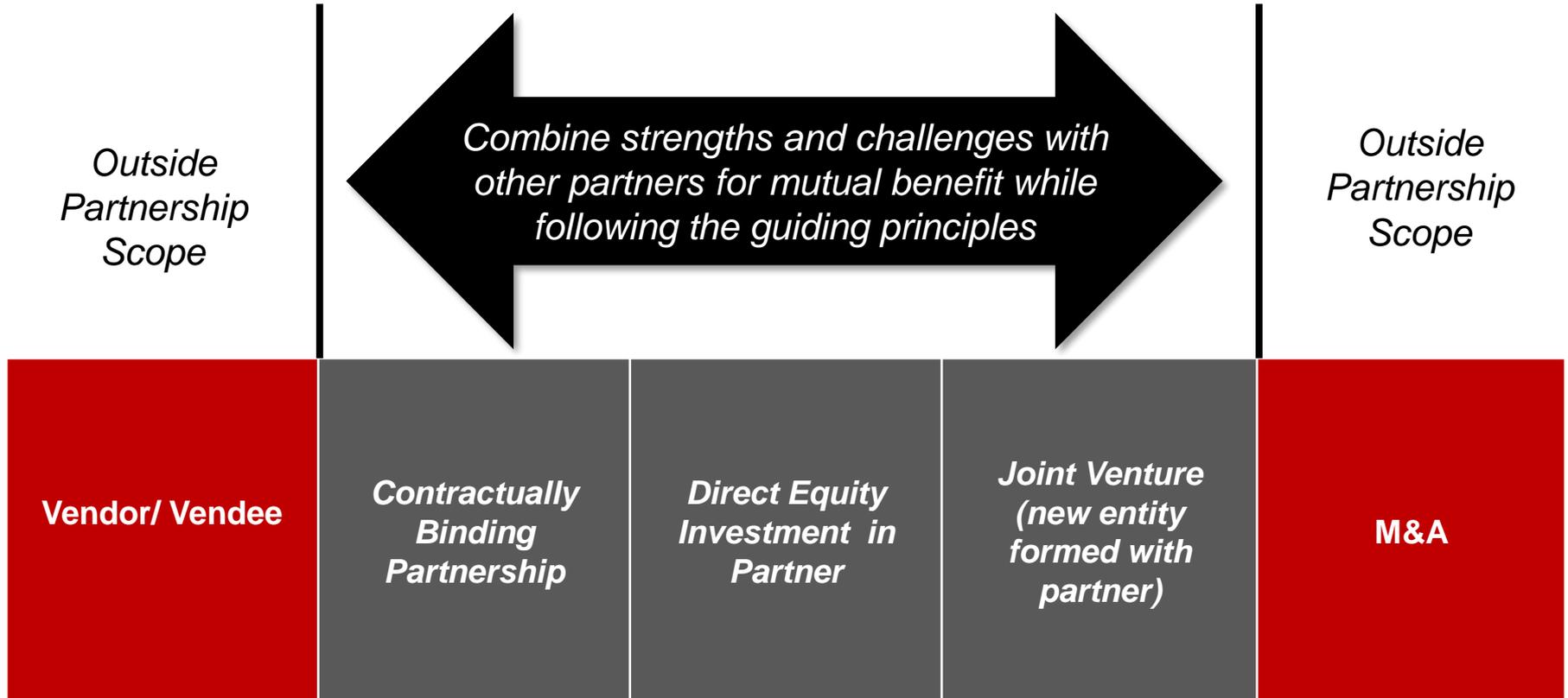
- *Bend the learning curve*
- *Drive innovation & growth while earning our customers business*
- *Increase customer satisfaction*



# Partnership Guiding Principles



# Partnership Universe Continuum



# Example

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Nadia El Mallakh, AVP Strategic Partnerships and Ventures, Xcel Energy



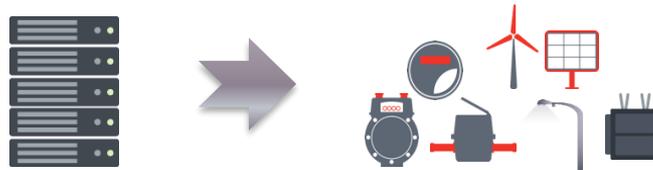
# Itron Distributed Intelligence

... the drive to distributed analytics

- data volumes
- latencies
- capabilities

... enables the distribution of *analytics and computing* to the edge

- analysis
- decision making
- action



# Distributed Intelligence Apps

## PUSH INTELLIGENCE TO THE EDGE

Analyze and act on grid-edge data immediately by putting compute power in field devices

## DELIVER INSTANT RESULTS

Minimize latency by using real-time communication between devices at the network edge

## COMPLETELY CONFIGURABLE

Develop custom applications that leverage data from intelligent grid devices to enable new use cases

### EXAMPLE USE CASES



High-Impedance  
Detection



Outage  
Detection



Loss or Primary  
Phase Detection



Location Awareness



Load  
Disaggregation



Active Transformer  
Load Mgmt.



Transformer Load /  
Loss of Life Analysis



Under-Frequency  
Load Shedding



Direct DA  
Integration



Broken Neutral  
Detection



Conservation  
Voltage Reduction



Theft  
Detection

# Illustrative Example: Virtual Energy Advisor

Monitors energy consumption in your home, even if you don't have smart devices, so that you can control your home appliances and electronics from anywhere

- Information on energy usage of individual appliances/ electronic devices with 'energy hog' detection and recommendations (thermostat setting, etc.)
- Allows customers to set energy usage goals and get notifications as they track to those goals
- Helps you stay within your monthly energy budget, because you can remotely or automatically turn devices down or completely turn them off

