

# Optimising Revenue with Solar

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# Solar Generation. Change is coming

- Have you thought about power generation by your customers?
- Solar generation by Supplier
  - Supplier pays installation costs
- Generation by Customer – Solar and Wind
  - Customer pays installation costs
  - Supplier can sell small generation systems to Consumers
- Suppliers need Customer Management and Billing systems that adapt to change.



# Basic Meter Types

- Standard
- Prepaid
- Solar import/export (can go backwards)
- Separate Solar generation (two readings)
- On-line Smart



# Prepaid

- Obvious advantages
- STS Edition 2, Smart Meter, other
- Prepaid may limit Solar generation by Customer
- Out of hours top ups!
- STS Vouchers by SMS



# Solar generation by Customers

- No prepaid
- Buy imported kWh? At what rate? Need to encourage solar but still be profitable.
- What if one month the meter is in credit?
- What if meter is always in credit?
- Need sensible policies.



# Managing Debt

- Minimise debt
- Prepaid ?
- Track customer history
- Need for a single system for all customers and meter types.



# Single Customer Management System

- Fault Management
- All meter types including Solar and all charging policies
- Workflow management and tracking
- Integration with other systems
- Invoices delivered by SMS or email
- Customer Portal on new or existing Website
- Fully Auditable
- Adapts to whatever the future brings!

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