



INDUSTRY SOLUTIONS

Utilities

The utility industry provides electricity, gas and water services to residential, commercial and industrial customers — always with an eye toward the bottom line. As competition increases, the industry must continually offer more customer-oriented services while still increasing productivity, reducing costs and responding to changing regulatory requirements.

InSource Solutions provides products and services that can help automate and integrate operations, processes and communications that support the specific needs of utility companies. InSource can help plan and implement a comprehensive technology solution to improve reliability, decrease downtime, optimize supply capacity and meet regulatory requirements.

We've helped businesses — like yours — to:

- Efficiently use energy through power monitoring and optimization
- Meet compliance requirements through regulatory reporting
- Maximize production capacity through smart asset use

Efficiently use energy

Through careful monitoring of plant-wide power system and related processes, electric, water and gas companies can achieve significant operational control. We help empower your business to gain this control by applying best-of-breed products and professional services that:

- Increase yields and minimize costs through meticulous, real-time monitoring and quality controls
- Ensure that proper procedures are being followed
- Enable control functions to feed into a common platform that communicates with a plant-wide energy management system

Regulatory reporting

The utilities industry must meet regulatory reporting requirements quickly and cost-effectively to achieve operational compliance and control. InSource products and services enable utility companies and municipalities to:

- Efficiently manage organizations' data, business processes, forms and records
- Improve collection and maintenance of plant data
- Meet reporting compliance through data capture, integration, analysis and reporting

Maximize production

To stay successful, businesses must maximize production and output — without compromising quality or control. Our team can help you visualize and design a road map to streamline production and process. By applying data capture and analysis tools, your automation environment can achieve:

- Enhanced efficiency of production processes
- Maximize production capacity through efficient use of fuels and energy sources
- Better management of power and energy usage
- Enhanced plant-wide communications
- Reduced costs

Streamline Communications for Better Control

Through a real-time exchange of information between remote devices and business systems, utilities companies and municipalities can manage assets and network operations more efficiently, maximize their investments and increase their ROI on the regulated side of the business, while generating new revenues from deregulated, value-added services.

InSource can help you answer these critical questions, and more:

- How do you get your arms around what you really need, and evaluate your options for automation, performance monitoring and reporting?
- What new plant information solutions, features, benefits and options are available? Will they integrate and collaborate with my existing legacy systems?
- How can I obtain a roadmap for implementation and be assured of its execution?
- What software and hardware solutions are available to enhance my existing intelligence systems, while being flexible enough to respond to future needs?

InSource Solutions — Plant Intelligence Solutions

Thousands of software and hardware solutions exist on the market today to help utilities gain better control of their processes, infrastructure, information systems, environmental management and remediation and assessment of existing resources.

InSource can guide your business to the right mix of products and services to help you achieve your short-term goals — without compromising your long-term objectives. Whether it's a point solution aimed at better control for one aspect of your operation, or a series of controls that provide you better oversight enterprise-wide, we help companies and municipalities achieve functionality, reliability and scalability.

Utilities Client List

Pinellas County Utilities

Washington Suburban

Sanitary Commission

Augusta County Service Authority

Bedford County Public Service Authority

City of Ocean City, Maryland

City of Charlotte, NC

City of Gainesville, GA

City of Highpoint, NC

City of Orlando, FL

City of Winston-Salem

Dominion Virginia Power Company

Duke Energy Corporation

Florida Power & Light

Georgia Power Company

Gwinnett County Department of

Public Utilities

Sarasota County Environmental Services

Shady Hills Generating Station

Tennessee Valley Authority

Woodard & Curran Conserv II

InSource Software Solutions, Inc.

11321 Business Center Drive

Richmond, VA 23236

804.378.8981 PHONE

804.378.8648 FAX

www.InSource.com

