

NEWS RELEASE

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GreyStone Power Corporation Selects Sensus for Smart Utility Network *Georgia cooperative to improve member service with advanced technology*

RALEIGH, NC (March 2, 2020) – In the hot southern summer of 1936, a group of trailblazers went door-to-door in north central Georgia to offer their neighbors access to a new luxury that many never dreamed of—electricity. Investor-owned utilities were concentrating on service to more populated areas so it was up to the community to lay the foundation for what would become [GreyStone Power Corporation](#).

Fast-forward 84 years and the member-owned electric cooperative is once again looking to the future. As an early adopter of advanced metering infrastructure (AMI), GreyStone realized the benefits it could provide to members in terms of pre-billing and understanding their energy usage. Now, the cooperative will turn its eye to innovation once again and offer its 120,000 members an upgrade to a smart utility network from [Sensus](#), a Xylem brand.

“We invested in AMI 10 years ago, and metering technology has advanced by leaps and bounds since that time,” said David Johnson, Vice President of Operations, GreyStone Power. “We identified an opportunity with Sensus to enhance our capabilities and deliver better service to our members.”

The cooperative’s smart utility network will include new [Stratus IQ™](#) residential electricity meters and an upgrade from its existing mesh technology to the [FlexNet® communication network](#). The FlexNet point-to-multipoint system provides secure, reliable, real-time customer usage data over FCC-licensed spectrum. GreyStone will use the power of [Sensus Analytics](#) to glean actionable insights from meter data delivered across the network.

“We expect the speed and reliability of the FlexNet network to deliver data we can use to help our members make smart decisions about their energy use,” said Johnson.

The system modernization will take place over the next three years.

Visit us at booth #2301 during the March 1-4 [TechAdvantage conference](#) in New Orleans, Louisiana, to learn more about Sensus grid opportunities.

About Sensus

Sensus helps a wide range of public service providers—from utilities to cities to industrial complexes and campuses—do more with their infrastructure to improve quality of life in their communities. We enable our customers to reach farther through the application of technology and data-driven insights that deliver efficiency and responsiveness. We partner with them to anticipate and respond to evolving business needs with innovation in sensing and communications technologies, data analytics and services. Learn more at sensus.com and follow @SensusGlobal on [Facebook](#), [LinkedIn](#), [Twitter](#) and [Instagram](#).

About Xylem

Xylem (XYL) is a leading global water technology company committed to developing innovative technology solutions to the world's water challenges. The Company's products and services move, treat, analyze, monitor and return water to the environment in public utility, industrial, residential and commercial building services settings. Xylem also provides a leading portfolio of smart metering, network technologies and advanced infrastructure analytics solutions for water, electric and gas utilities. The Company's more than 16,000 employees bring broad applications expertise with a strong focus on identifying comprehensive, sustainable solutions. Headquartered in Rye Brook, New York, with 2019 revenue of \$5.25 billion, Xylem does business in more than 150 countries through a number of market-leading product brands. For more information, please visit us at www.xylem.com.