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Sensus & Home Automation, Inc. partner to deliver Smart Grid Home Area Network initiative

FlexNet transceivers deliver Smart Grid capabilities via HAI's thermostats, in-home displays and load control switches

Raleigh, NC (July 16, 2009) – Sensus and Home Automation, Inc.(HAI) are partnering to deliver advanced Home Area Network (HAN) devices for demand response, energy display, and comfort control to the utility marketplace. Thousands of devices have already been distributed to five utilities across the country.

An important component of this agreement is to provide solutions for utilities so that they can access demand relief when needed to reduce the need for new power plants. In one example, Cleco, an electric utility serving central Louisiana, is using the HAI/FlexNet combination in their demand response pilot. Dean Sikes, Manager Transmission Protection, Apparatus, and Metering at Cleco, said, “We chose HAI because their thermostat met our requirement for ease of override, allowing our customers to respond swiftly and easily when receiving a price signal event. FlexNet meets our requirement for robust communications performance in communicating into the home to the thermostat.”

HAI's Omnistat 2 thermostat when paired with Sensus' FlexNet creates a HAN device that allows customers to adjust temperatures and air conditioning use based on the cost of electricity, which is indicated on the thermostat's display. Customers also have the option to override the settings for special events, and they can see and adjust their thermostats when away from home on a secure site from any internet computer. And the HAI wireless Load Control Module (LCM) allows two-way control of air conditioning units, pool pumps, water heaters and other loads based on cost of energy and critical peak pricing events.

(more)

An In-Home Display (IHD) shows the current cost of electricity, time until the next rate period, information about power outages and expected time of power restoral. It can receive and display messages from the utility, even during an outage, allowing utilities to inform their customers of the estimated restoral time and reduce call center traffic. The IHD can also transmit signals back to the utility, and can be used in future pre-pay and remote disconnect/reconnect programs.

“Sensus recognizes that when it comes to energy management and conservation initiatives, the Home Area Network interface between the consumer and the electric utility is a critical component of the solution,” said Jon Rappaport, Product Manager at Sensus.

“It just makes sense to combine our 24 years of automation experience in the home with Sensus’ industry-leading FlexNet technology,” said Jay McLellan, HAI President and CEO. “This partnership provides a user-friendly in home device in which the consumer will utilize to participate in energy conservation and demand response programs.”

About Sensus

Sensus is a time-tested technology and communications company providing data collection and metering solutions for water, gas and electric utilities around the world. Sensus is a transforming force for the utilities of tomorrow through its ability to help customers optimize resources, as well as to meet conservation and customer service objectives. Sensus customers rely on the Company for expert, reliable service in order to meet challenges and exceed goals. For more information, visit www.sensus.com.

About FlexNet[®]

FlexNet is the electric utility industry’s most powerful AMI solution. It meets AMI requirements of today; ubiquity, redundancy, security, demand response, and is smart grid ready. FlexNet is simple, its lean architecture uses a powerful, industry-leading two watts of radio frequency to transmit information that maximizes range and minimizes operational costs with low infrastructure requirements. FlexNet insures sustainability, protecting the utility infrastructure investment. Every FlexNet endpoint is equipped with the ability to accept downloadable revised code; modulations, protocols, frequency of operation, even data rate can be fully upgraded as future requirements and features are developed. Sensus FlexNet further mitigates risk by using APA[™] (All Paths Always) technology; this ultimate form of self-healing ensures critical messages are delivered without re-routing delay.

About HAI

HAI (Home Automation, Inc.) is a privately held manufacturer of integrated automation and security products for residential and commercial use based in New Orleans, LA. Incorporated in 1985, HAI has developed a full line of award-winning automation products, including home control systems, programmable communicating thermostats, smart light switches, Whole Home Audio systems, video surveillance equipment, access control products, Touchscreen interfaces, and software that allow access and control of an automation system over the Internet. For more information, visit www.homeauto.com.