

From: REDACTED REDACTED REDACTED REDACTED REDACTED
Sent: 09 October 2012 09:20
To: Energy Billing and Metering Consultation
Subject: Pilot Systems Response to SMETS2 Consultation

Pilot Systems main work on this has been through membership of Working Groups and working with ESTA, Beama and Intellec. But as you know we have a solution for which we have proposed costs. These are detailed below. To date there has been no engagement to discuss or negotiate these proposals either with DECC or with any of the preferred vendors in the Supplier / DCC supply chain. We believe this is detrimental to public benefit. We have done some market research and believe the end user will pay REDACTED to ensure their smart meter is interoperable for 10 years. We also believe they will pay an additional REDACTED to be part of a lobby group to ensure they get their money's worth from the roll-out. However we would prefer to deal with DECC or the Suppliers if possible.

We urge DECC and the Suppliers to consider our proposals more seriously.

REDACTED REDACTED

9th July 2012

Following Friday's HAG meeting on costs and delivery, I confirm that Pilot Systems offer firmware to meet the Program's HAG and interoperability requirements as discussed for REDACTED per meter per year with a 6 month delivery. This on the following basis

- This can be delivered within 6 months from order for a price of REDACTED per meter per annum, including license and support, payable in advance.

7) The other options we discussed were for the Open Pipe Group to visit privately the energy suppliers with a proposal to require the FLAG port in their tender specifications. This method could work if the "banning" proposal does not go ahead in SSAG. The third option is to raise consumer awareness further through Open Pipe Group members and their product offerings, which would

benefit substantially from the FLAG port, and would allow emergence of better value energy products than those available through the supplier food-chain. The third option is probably more time-consuming, will take longer, and would also I believe cause some embarrassment to DECC for ignoring such an opportunity at an earlier stage.

8) What we didn't mention at the meeting, but what I sense is another problem FLAG could solve is the "intimate interface". This is the comms hub connected to the meter, about which REDACTED at SSAG expressed discomfort that there was no progress. Pilot have already sent DECC designer drawings of such an interface (MeterPod FlowSeal) which would work today if the industry were assured that all meters supported FLAG. This will only be achieved by mandating it.

9) Also not mentioned at the meeting (and I appreciate you were in a hurry to go, and many thanks for staying the extra 30 mins than scheduled) was the security aspect of differently-coded meter types. With 5 different ways through the DCC you can switch on and off a valve (depending on whose valve it is) it reduces simultaneous attack by 80%. Also with the concept of manufacturer drivers, each vendor can take on his own security implementation (according to STEG requirements), which makes accountability for a particular breach easier to determine and remedy with a new meter version from that vendor. It is another unique feature of a vendor's offering perhaps.

REDACTED I hope this has been useful, and I look forward to meeting with you again to unpack these issues further. The sooner we engage with bodies like BSi on standards for smart metering, the more credible the Program will become, and the more likely consumers will accept a smart meter to be installed in their home.

I also look forward to meeting you with ESTA in the near future to discuss the RF problems we have - I believe REDACTED will be in contact with you about this.

Can I wish you all the best with the ongoing success of the Program, and hope that we can continue serving you to the wider UK benefit.

With all Good Wishes,

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