Landis+Gyr

+update 05 13

The new Smart Meter E450 S3

Landiy+Gyr poised for volume rollout across Europe

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Dear Readers,

Welcome to our final customer newsletter in 2013. The year is drawing to a close and it would be tempting to just kick back, relax and review a year that has been one of the most successful in our company's history. Thanks to the dedicated, smart people who work for Landis+Gyr in all of our divisions and locations across the globe, we have been able to close two of the biggest deals in the industry's history: one with TEPCO in Japan, the other with British Gas in the UK. We are proud that these two major players have placed their trust in Landis+Gyr to help manage energy better for the many customers they serve.

Yet, here at Landis+Gyr, we are not going to kick back and relax at the end of our successful year. On the contrary, we are excited about the possibility to share more news about a number of innovative solutions which are going to be launched in the beginning of 2014. The next year will the see the latest release of our Gridstream® Converge solution, the launch of our proven Meter Data Management System in the EMEA region, the full scale rollout of the E450 Series 3 meter for residential customers, and the launch of the E35C 2G/3G communication module for the E350 platform. At the end of this year, our customer Eesti Energia in Estonia will begin the rollout of the S650 Smart Grid Terminal. When completed in 2016, this will be the largest installation of S650 terminals to date — 5,000 transformer stations will be equipped with our cutting edge technology.

We design and develop all our products and services with one firm goal in mind — to enable our society to make the transition to the smart energy production, supply and transmission system of the future. Without a doubt we will have more exciting innovations to share in our first +update in 2014. Until then, we at Landis+Gyr wish you happy holidays and a wonderful start into the New Year.

Andreas Brun
Senior Vice President Sales & Marketing
Landis+Gyr EMEA

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E450 S3 poised for volume rollout across Europe

In Q1 2014, Landis+Gyr will begin the rollout of its most advanced smart meters for the residential market — the E450 Series 3 (S3).

The Landis+Gyr E450 is the company's flagship residential meter, which integrates core functionalities such as powerful e-metering, multi-energy data collection, remote and local communication and end-user interaction. The E450 is one of the core components of Landis+Gyr's end-to-end smart grid solution, Gridstream®, which is particularly designed for use in full-scale smart meter rollouts.

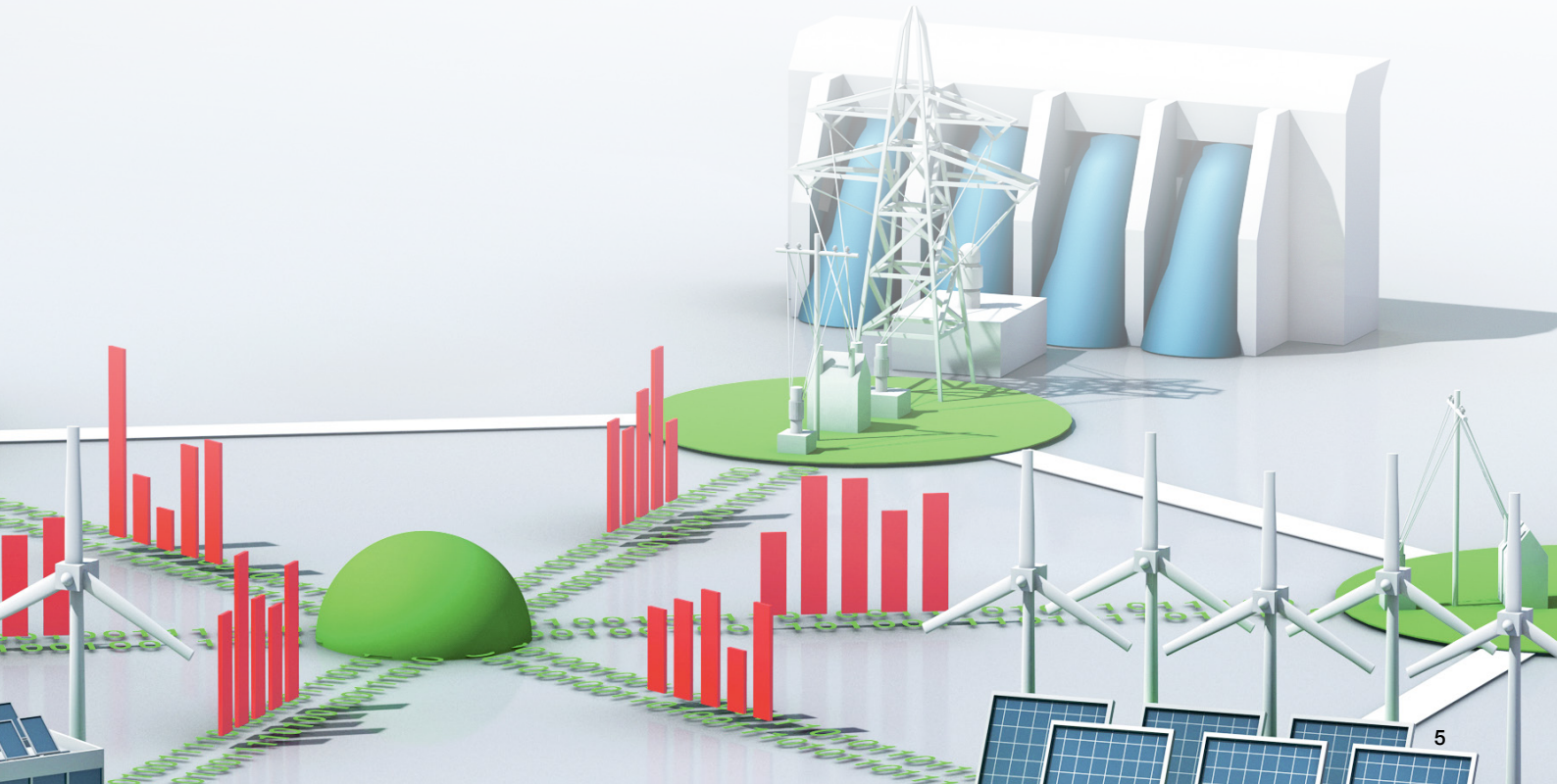
The new E450 three-phase PLAN S3 is IDIS-compliant, which means it conforms to international interoperability standards, and builds on the capabilities and functionalities of previous E450 generations. The newest series is designed to achieve consistent reliability and performance across all production units through state of the art monitoring of quality in both production and configuration. The aim is to improve reliability and out-of-box failures through

better fault detection in production with Landis+Gyr's ultimate goal to ensure meters are maintenance and error free. Since its inception over two years ago, the E450 and its variants have already achieved sales of over two million meters across Europe. Key markets include Spain, France, Finland, Estonia and Norway.

According to Hardeep Minhas, Product Manager, Residential Meters, Landis+Gyr EMEA, "The E450 S3 builds on the full capabilities of the highly successful S2, but is designed to be even more successful in the marketplace. With the field experience of deploying millions of devices and employing the very latest volume production technology and state of the

With both E450 and E350 offerings, Landis+Gyr aims for 100% coverage of smart meter markets.

art manufacturing management system, we at Landis+Gyr are taking further steps to consolidate our industry quality leadership position." With the new series Landis+Gyr strives to achieve a high level of quality and consistency across all meters.



Features of the E450 S3 include enhanced memory capacity used, for example, to extend the E450 with future downloadable features. Additionally, the software itself has been restructured to enable application-level software changes to be made without having to recertify the meter.

Compared to the previous series, the E450 S3 sports an uprated load switch for managing higher currents. The meter has been redesigned electronically and mechanically, and is more ecofriendly with lower power consumption than the previous series. The E450 S3 has security at its heart in its production, deployment and day to day operation. With end-to-end key management, Landis+Gyr is setting the standard in secure smart metering delivery.

Complementary products for both rural and urban areas

Whereas the E450 S3 is designed to meet the needs of the densely populated urban areas with its state of the art power line communications (PLC) technology, Landis+Gyr's E350 modular smart meter will address the needs of less populated, remote areas.

"The E350 with its smart E35C module includes the same functionality as the E450 S3, and is designed with flexibility to provide alternative communication mediums such as wireless technologies like GPRS/UMTS," explains Minhas. The E450 and E350 are complementary and both are IDIS-compatible so they are fully interoperable with third party systems and future-proofed for later software additions.

With both E450 and E350 offerings, Landis+Gyr aims for 100% coverage of smart meter markets, serving cities and urban areas as well as more rural and remote regions across Europe. The introduction of the new series is planned for spring 2014, followed by the Series 4 OFDM IDIS variant offering based on Series 3. ■

It's not the "if" anymore, but the "when" and the "how"

Recent EU papers on smart metering look at deployment and benefits

When discussing smart metering with politicians and policy-makers, they do not need convincing that smart metering in and of itself is a good thing. Although it may be questionable whether the EU will meet the 80% coverage of smart meters in households by 2020 (the Commission is now saying the Union will achieve 75% coverage), the direction is clear: no longer are the political and regulatory discussions about whether smart metering will be deployed in Europe, but rather "when" and "how".

Conversations these days tend to revolve around what concrete benefits smart metering will bring to consumers, what functionalities are necessary to realize those benefits and how will smart metering contribute to transforming the European energy system in order to equip it to handle the supply and environmental challenges of the 21st century. Recent documents coming out of Brussels, from the European Commission and from the Council of European Energy Regulators (CEER), reflect this line of thinking.

In September, CEER published their "Status Review of the Regulatory Aspects of Smart Metering", a follow-up to their "Guidelines of Good Practice" on smart meter regulation from 2011. All the countries that have either rolled out or are planning to introduce smart metering, with the exception of Sweden, took a political or regulatory decision to do so.

According to the report, two countries (Italy and Sweden) have completed the rollout of smart metering, five are in progress (AT, DK, EE, ES, and FI) and the rest have not yet started. Of those with less than 100% rollout targets, all but Germany have targeted a rollout rate of at least 80%, in line with the 3rd Energy Package.

when

Additionally, subsequent to the Internal Market Communication of last year, the Commission adopted a package of documents on guidance to Member States on state intervention in electricity markets that providedinsight on the emphasis the European Commission will put on energy regulation in the future .

The staff working document on “incorporating demand side flexibility in electricity markets” says that the potential for demand side response in Europe is “enormous”: peak demand could be reduced by 60 GW (approximately 10% of the EU’s peak demand) and an additional €4 billion in benefits could come from using smart grids to facilitate demand response at the consumer level. Therefore, “Member States should accelerate the rollout of Smart Grids and smart metering [sic]” and “such smart technologies should be deployed urgently”. In order to facilitate this, the Commission says that smart meters should be capable of 15 minute readings and have a “standardized interface for the visualization of consumption data.”

Conversations these days tend to revolve around what concrete benefits smart metering will bring to consumers.

This steady flow of information and analysis on smart metering, its benefits and importance will continue through the end of this year and into the next. The Commission is drafting a benchmarking report on smart metering as a follow-up to its “recommendations on preparations for the rollout of smart metering systems” from 2012, and although the publication has been expected since summer, the Commission still wants to publish the report this year. Likewise, an official Communication on electricity retail markets is planned for the spring of 2014. ■

how

Turning raw data into valuable information

Introducing the Gridstream MDMS for big data

With smart meters being rolled out in the tens of millions all over Europe, many utilities are facing torrents of 'big data' streaming into their system. Hundreds of million daily meter reads, power quality and network status add up to terabytes of information that should be stored in a single data repository. Utilities need an efficient system to enable on-time analytics in the operational decision making to improve the efficiency in the distribution business and to provide information as well as services in the new integrated energy smart market. They need a powerful meter data management system (MDMS).

Today, Landis+Gyr in EMEA is introducing Gridstream® MDMS as part of our end-to-end solutions portfolio. The meter data management system stores, processes and analyses the streams of data into information ready for use across the utility business. Gridstream MDMS has proven its reliability and scalability in high-volume smart meter operations, as it is based on proven technology and successful track record.

There are more than 15 million metering points operated by Gridstream MDMS worldwide. "We have already sold to solutions in Europe, and in the U.S. giant utilities like Oncor in Texas have been using the system to manage the data of millions of metering points for several years already," says Jiří Muroň, MDMS Product Manager, Landis+Gyr. Oncor is the largest regulated transmission and distribution utility in Texas — it serves about ten million consumers and is the sixth-largest transmission and distribution company in the U.S. The MDMS validates more than 390 million meter reads every day for the three million 15-minute interval smart meters currently rolled out in Oncor's service

territory, processing register and interval read data, including validation, estimation and editing in approximately 140 minutes.

The Landis+Gyr MDMS includes Gridstream MDUS (Meter Data Unification and Synchronisation) for seamless integration with SAP IS/U. Gridstream MDUS is Landis+Gyr's unique solution that enables end-to-end-business processes by connecting smart metering landscapes to SAP® for Utilities. The system is built on a platform that has proven its reliability and scalability in high-volume smart metering operations.

Providing support and assistance

The proven system allows utilities to consolidate metering, consumption and related data from all sources in a centralized system; it standardizes data according to customer specified rules and interconnects field metering systems with a broad range of enterprise applications. Simultaneously, the MDMS enables use of the data with a wide range of utility operations and helps analyze usage patterns, events, system performance and programs. Gridstream MDMS is based on a modular structure and is capable of scaling up in size and number of integrations.

Gridstream MDMS offers the solution that utilities are looking for: it supports advanced utility metering operations and new programs that help Landis+Gyr's customer to comply with consumer and regulatory requirements. At the same time, the implementation of Gridstream MDMS leads to operational improvements and cost savings. "Our specialists manage the implementation and system at the customer site and also provide support and assistance over the long-term," Muroň concludes. ■

Landis+Gyr's Customer Initiative Program helps prioritize ongoing enhancements to its smart meter software

Landis+Gyr initiated its Customer Initiative Program (CIP) two years ago following the results of a survey among more than 100 software customers in the company's Europe, Middle East and Africa region.

The CIP, consisting of both user groups and a customer voting process, provides Landis+Gyr with a platform to have a more structured, regular open dialogue with its customers and also allows them to influence the ongoing development of the company's smart meter software Gridstream® AIM. This is achieved by an interactive voting process where customers get to prioritize which software requirements are most important to them. The results of the voting, in addition to the feedback from the relaxed, informal User Group meetings, directly impact the software R&D activity.

Since introducing the program in 2011, more than ten user group meetings have been organized with several structured informational meetings held in each country. Thus far, meetings have been located in Norway, Denmark, Switzerland, Finland and Sweden with customer representatives consisting of staff that work directly with the smart metering data within utilities, such as metering managers, system experts and key users.

How the customer voting process works

As part of the CIP program, Landis+Gyr collects a list of product enhancement requests that customers have sent in, then shares these among customers who prioritize the listing by voting on which

items them deem most important. In the 2013 poll there were 18 items to be prioritized through the customer voting process. Each customer was given ten votes that could be divided in different ways; for example voting for ten different items, giving ten votes for one single item, or any combination in between. Voting on the Gridstream AIM product produced a clear preferred choice out of the 18 items with 74 percent of participating customers opting for 'Clear meter connection and history in Device Management' as the top feature requirement.

"This year, we delivered a considerable amount of the items requested as a result of the 2012 voting process," explains Esa Eerola, Product Manager, Landis+Gyr Finland. "By delivering many top-scoring features from the recent 2013 vote, we intend to make many customers happy again."

Johan Hellström, Key Account Manager, Landis+Gyr Sweden, gives a presentation. Hans Alesund, CEO, Landis+Gyr Sweden, stands on the right.

Feedback and shared experiences

Through the user groups, Landis+Gyr is able to gather feedback and provide its customers with a forum to share experiences and learnings to gain an understanding of how others are deploying smart meter software.

"By delivering many top-scoring features from the recent 2013 vote, we intend to make many customers happy again."
Esa Eerola, Product Manager, Landis+Gyr Finland

As well as dealing with the more standard items on the agenda, such as product and portfolio updates, the company also organizes a guest speaker to attend the meetings from adjacent industries, like telecoms or industry regulators, to speak on hot industry topics. For instance, the Sweden-based meeting in November

had a representative from the Swedish Energy Markets Inspectorate present to discuss trends in the Nordic energy markets from an end-user perspective.

Since its implementation, the CIP program has benefited customers and Landis+Gyr. “The meetings and the voting facilitate structured interaction and communication, enabling Landis+Gyr to understand better what its customers expect from smart metering software,” says Eerola.

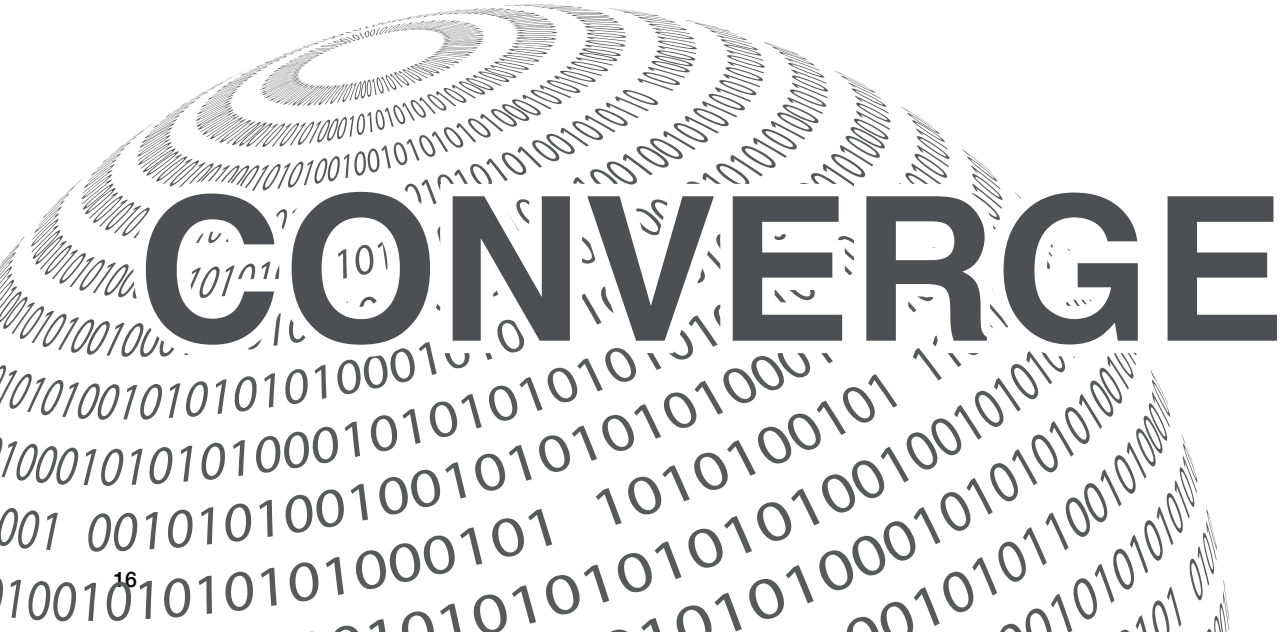
Through the CIP it has become clear to Landis+Gyr that customers need solutions including services, not only hardware. With regards to the voting process, customers are pleased, sharing comments such as: *‘I am happy I can give direct input to AIM development’* and *‘We are glad our opinion is asked - this is a good initiative’.* ■

Gridstream Converge – A new hood and a new engine

In recent days, Landis+Gyr released the latest Gridstream® Converge version 3.8. Gridstream Converge is a full system solution that integrates Industrial, Commercial and Grid (ICG) meter data into utility processes and systems.

The most visible change for the end user is the renewed user interface. Information can be found quickly and the search can be limited to selected fields easily. Search results from a database of 130,000 virtual meters, for example, are delivered in a few seconds. The new graphic user interface allows users to complete their daily tasks in more efficient way, provides better navigation, faster response time and an intuitive, easy to use environment.

Gridstream Converge has more to offer than just new look and feel, however. The system's data acquisition functionality has been redesigned across all of its layers providing other benefits in addition to faster response to user activity. "We have given Converge a shiny new hood that makes it faster and more intuitive to use, but what really matters is what's under the hood: the redesign of the data acquisition module," says Mikko Niemi, Product Manager for Gridstream Converge.



Optimized use of resources

The data model in Gridstream Converge has also been revised and improved, and the database performance improved as the data access is streamlined. Converge offers an increased maximum capacity for data acquisition of up to 150,000 metering points.

Converge completes the Data Acquisition module redesign that has already been started in previous versions and was further improved in the new software release. These benefits contain improved integrity of data and definitions, enhanced transactional processing as well as optimized resource usage of the database and application servers — an essential feature especially for large systems. “We are on a path of continuous innovation and aim to deliver new developments to our customers in annual releases,” says Niemi.

ICG metering: Demanding application area

A utility’s ICG meter base tends to be quite heterogeneous; the system has to support multiple meter types and communications technologies. ICG customers represent a significant portion of a utility’s income. Therefore a reliable, accurate and efficient process to deliver the consumption values for billing is essential — even the smallest inaccuracy may result to significant revenue losses. The system must be able to provide accurate and timely readings of the meters not only in traditional segment of distribution companies. Increasingly, Gridstream Converge is targeting power generation companies, industrial customers and transmission companies where the quick data acquisition is even more important.

Gridstream Converge is Landis+Gyr’s software solution developed to handle these crucial challenges. Converge delivers a complete package, including data acquisition, processing and integration capabilities as well as a system capable of providing users to complete their tasks in a more efficient way by providing better navigation and a faster response to user activity. ■

Landis+Gyr launches E35C 2G/3G V4.0 communication module for the E350 meter

Rolling out a smart metering solution is usually associated with a whole range of risks. One of the major concerns facing energy companies today is choosing the right option for robust and future-proof communication technology that can offer both maximum flexibility and long-term investment protection. Landis+Gyr has unmatched field experience with the variety of smart meter deployments that differ in technologies, scale and complexity, but all prove to be highly successful.

To achieve compliance with the national smart metering standards and meet rigid customer requirements, Landis+Gyr has developed a new E35C 2G/3G communication module for the E350 meter that would be first introduced as a part of its Gridstream® end-to-end smart grid solution for Eesti Energia AS in Estonia.

Target customers are all utilities that value an ideal balance between functionality, cost and asset security. With the launch of the E35C 2G/3G module, Landis+Gyr harmonizes its point to point communication on the E350 platform by discontinuing the production of the current E35C 2G module V3.2 as well as the E450 P2P meter to allow consistent use of the communication module.

“We want to offer our customers the broadest possible range of communication technologies for their meter populations,” explains Jürg Haas, Product Manager, Communication Units, Landis+Gyr EMEA. The communication module contains the functionality that enables our modular base meter E350 to be become a ‘smart’ Gridstream IDIS meter point. Landis+Gyr will launch the cellular 2G/3G module and has the ability to create modules for any communication technology needed by our customers.

The E35C 2G/3G module will be introduced in two steps. The first drop will be in the field during the rollout in Estonia in early 2014. Eesti Energia AS, with 85% coverage of the domestic market and the largest utility in Estonia, has chosen Landis+Gyr meters for a rollout of more than 660,000 units. Approximately 10% of the smart meters will be Landis+Gyr's E350 meters specifically equipped with the new E35C 2G/3G communication module. The module is designed in compliance the IDIS Package 2 Profile and grants full interoperability. The second drop of the E35C 2G/3G module with broader set of functionalities to meet the needs of additional customers, such as Austria, Poland, Norway, and Switzerland, for example, will be available by the end of 2014. ■

Oulun Energia - Ready for the next smart steps in the Nordics

Landis+Gyr has helped Finnish utility Oulun Energia Siirto ja Jakelu Oy, part of the Oulun Energia Group, roll out smart metering for all of their 90,000 customers. Now it's time to realize the benefits and plan the next steps towards a smarter grid.

Based in Oulu, the Finnish energy company decided to carry out the mass rollout of more than 60,000 meters together with Landis+Gyr, its long-time partner. About 28,000 customers were already using Landis+Gyr smart metering technology, and the existing infrastructure was to be merged with the new solution. After the one and half years project, the utility was well on time to meet and exceed the requirement of the Finnish regulation that mandates 80% of all metering points to be remotely readable by year end 2013.

Together with Oulun and Toshiba, Landis+Gyr is contributing to several projects in this smart city considered by the utility to be a 'living lab for energy efficient concepts and solutions'.

Landis+Gyr developed and delivered Oulun Energia a turnkey solution including maintenance, operating and reading services. The comprehensive package enables utility to focus on utilizing the metering data in their internal processes like customer service, billing and network monitoring. "Landis+Gyr contributed not only as a technical expert and system integrator, but also with a deep understanding of our business processes," says Mikko Rasi, Development Manager of Oulun Energia Siirto ja Jakelu.

Based on Landis+Gyr's solution, the utility's processes can be streamlined, leading to greater operational efficiency and improved customer services. The high quality of data supports network management in form of alerts, fault location and

anticipation of malfunctions. For their customers, Oulun Energia now can provide an on-line reporting feedback system, enabling them to monitor their energy consumption hour by hour.

For Oulun Energian Siirto ja Jakelu, the successful rollout of smart metering is an important milestone on the path to the smart grid. While there's still a lot to do in developing the day-to-day operations and gaining the full benefit of the smart metering, the vision reaches even beyond smart grids: Oulun Energia is actively working on the ambitious Hiukkavaara smart city project in a district of Oulu City, which was rated Europe's most intelligent community by the Intelligent Community Forum (ICF) in 2012. As regional network operator, Oulun Energia is responsible for electricity transmission and distribution in Hiukkavaara. Together with Oulun and Toshiba, Landis+Gyr is contributing to several projects in this smart city considered by the utility to be a 'living lab for energy efficient concepts and solutions'. The full transition from distribution networks into a smart grid is an evolution over time, and Oulun Energia is ready for this evolution. ■

Oulun Energia Siirto ja Jakelu serves the entire energy supply chain from production to transmission and distribution in large areas of Oulu, managing a network of more than 2,500 km of power lines by a team of 44 employees. In 2012, the parent company Oulun Energia was ranked among the three best electricity utility suppliers in a customer survey commissioned by the Finnish Energy Industry, thanks to its strong focus on customer services.

Determining the smart grid customer

This year, Landis+Gyr has won two major contracts, with Japan's TEPCO and British Gas in the UK, but continuing uncertainty among utilities, especially in Europe, is having an impact on providers of smart metering technology. During European Utility Week 2013 in October, CEO Andreas Umbach sat down with Engerati to discuss some of the challenges ahead.

Engerati, an online networking platform created by Clarion Energy, the event organizers, and launched at last year's European Utility Week, was created as a meeting place for energy professionals to connect, learn and share.

'Utilities cannot rely on the political framework, in terms of making big investment decisions, because they do not know if the rules are going to change down the line. This is affecting businesses like ours more than economic uncertainty,' explained Umbach.

"We need to shift to solution thinking, starting with the customer."
Andreas Umbach, President and CEO, Landis+Gyr

Engerati's Adam Malik asked whether more intervention at the EU level was needed. 'The energy policies across Europe differ. Look at Germany's attitude to nuclear compared with France. We don't have a problem with them being different, but what we do need is clear long-term commitment and clarity, which then helps to facilitate investments,' according to Umbach.

During the interview, he shared his view that one of the biggest industry challenges is that the energy industry is so broad, involving many different subsectors, from power plants, to renewables, to distribution network operators (DNO) to retail utilities. Introducing any fundamental change – in the form of

the ‘smart grid’ – has to consider the wider picture. ‘If you take a household, you have to look at its entire energy portfolio and you also have to include e-mobility into the mix. As much as we like the fact that we are opening up the space when we talk about energy, to include gas and heating in general, even water, then it makes the sophistication of what we are doing even more complex because then you are involving different utilities and expecting them to work together. How do you get them all to share a telecommunications infrastructure for example?’

In the course of the interview Umbach drew parallels between the Smart Grid and the metering business: ‘We went through a similar transition during the smart metering phase where we got very excited many years ago and invested, probably a little too early, but we are now benefiting from that.’ Today Landis+Gyr is in exactly the same situation concerning the ‘smart grid’, except the space is even more fragmented and more complicated, with many different technologies. ‘There is no single smart grid solution across the globe.’

In such circumstances pockets of smart grids are becoming established. So interoperability becomes critical, but it raises the question of which authority in a typical city or town makes the investment in smart grids. As the industry is now mature, Umbach believes the debate needs to move beyond the technology and focus on defining the customer. ‘Let’s start with who is the customer, what is the functionality that we want to offer to this end customer, as well as envisioning what functionality we need to anticipate in future. Let’s define the impact it will have on utilities and their processes and then step back and see how the technology that we have can achieve this – we need to shift to solution thinking, starting with the customer.’ ■

Click here to watch the full Engerati video featuring Andreas Umbach.

European Utility Week

Landis+Gyr awarded 2013 AMI Company of the Year

Based on its recent analysis of the Advanced Meter Infrastructure (AMI) market, in October Frost & Sullivan recognized Landis+Gyr with the 2013 Global AMI Company of the Year Award. Frost & Sullivan presents this award to the company that has demonstrated excellence in growth strategy and growth implementation. Landis+Gyr was lauded for its customer value leadership and superiority in market penetration, and for a high degree of innovation in terms of products and technologies.

As a result of its outstanding technology and service offerings, Landis+Gyr occupies the leadership position in terms of AMI meter sales in Europe, North America, Brazil and Asia Pacific participating in many of the biggest smart meter and smart grid projects in the world. According to Frost & Sullivan, Landis+Gyr's performance in Europe has been exceptional.

It was noted that in 2012 Landis+Gyr completed the rollout of 200,000 smart meters and introduced load-shifting technology for electric-heated homes for Helen Electricity Network in Helsinki, Finland, and signed a major contract with Ericsson Eesti to enable Estonia's largest distribution company, Elektrilevi, to fully move to smart metering by 2017.

Frost & Sullivan also highlighted Landis+Gyr's strong presence in other major smart metering hotspots across EMEA such as Scandinavia, Estonia, Central and Eastern Europe. These include recent projects for Helen Electricity Networks in Finland, Elektrilevi in Estonia, TAURON Dystrybucja GZE in Poland and EKZ in Switzerland. They acknowledged that Landis+Gyr continues to remain a strong player for EDRF France, a subsidiary of EDF, and for introducing smart metering technology to the Spanish market with Iberdrola, even as it extends its reach into emerging markets such as Poland and Russia. Vikash adds, "The company

has also been at the forefront of smart meter shipments in the United Kingdom, the Netherlands, Switzerland and Germany."

Landis+Gyr's successful projects in North America such as Pennsylvania utility (PECO), Californian utility Pacific Gas and Electric Company (PG&E), Southern California Edison, AEP Texas, Guam Power Authority (GPA) and Oncor, the company's largest AMI rollout in the region, were recognized with this award. Additional projects in Asia Pacific Region were noted — specifically the multi-year contracts with both SP AusNet and CitiPower/Powercor in Australia to provide smart meters to more than 1.5 million electricity end-users in the state of Victoria. These deployments represent the largest smart meter rollouts to date in Australia.

"Landis+Gyr unites its advanced smart metering technologies and services with the Toshiba group's comprehensive expertise in energy management," states Frost & Sullivan Research Analyst Neha Vikash. "Such synergies allow the company to provide customers with sophisticated one-stop solutions that support optimum power monitoring and management."

"Landis+Gyr is proud to have been awarded this distinguished recognition by Frost & Sullivan," says Andreas Umbach, Landis+Gyr's President and CEO, who accepted the award in Paris, France. "Being named as the 2013 AMI Company of the year is a testimony to our 5,300 employees, and their tireless efforts, as well our customers, and the confidence they have demonstrated in selecting our products, solutions and services." ■

Andreas Umbach, Landis+Gyr's President and CEO, accepts the award

Seeing the world through different lenses

Credit for this issue's cover image goes to Landis+Gyr's own Customer Project Implementation Manager, Stephan Krähenbühl of Emmenbrücke, Switzerland. Out of more than 400 photographs submitted to the 2013 Landis+Gyr internal 'Wall Calendar Competition', Krähenbühl's image was chosen as the winner and awarded distinction on the cover of the official 2014 Landis+Gyr EMEA wall calendar.

In its third year, the Wall Calendar Competition has become quite popular with employees throughout EMEA who participate by submitting photographs they have taken that are aligned with the pre-defined theme of the contest. This year's theme, 'Across EMEA', invited employees to share their own intimate views of Europe, the Middle East and Africa through their own lenses.

The winning photograph was taken at daybreak in August on the summit of the Oberaarhorn — a mountain in the Bernese Alps of Switzerland in the canton of Berne. With the sunrise illuminating their surroundings, the image successfully captured the pure courage and determination of a team of mountaineers who had nearly reached the mountain's peak at 3,631 meters above sea level. Krähenbühl, an experienced mountain climber, led the group of nine friends on the challenging two day trek that took them across the Oberaar alpine glacier, a 4 km (2.5 mi) long body of dense ice.

With visions ranging from the beaches of Cornwall, United Kingdom, to snow covered huts in Valtavaara, Finland, to the endless fields of yellow blooms in Namaqualand, South Africa, the twelve images chosen to represent the each month in 2014 distinctly illustrate the diverse perspectives and experiences representing the broad spectrum of cultures and backgrounds of the people that are Landis+Gyr. ■

Lodz, Poland
Dominik Kieszczynski

Zug, Switzerland
Joey Zhou

Namaqualand, South Africa
Philip Varghese

Cornwall, United Kingdom
Mike Nevin

Valtavaara, Finland
Esa Tarkiainen

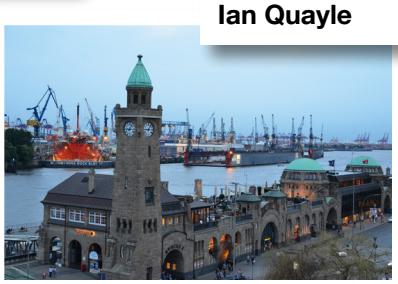
Lago di Livigno, Italy
Jiří Suchý

Alps, Switzerland
Stephan Krähenbühl

Cambridge, United Kingdom
Joe Andrews

Lindos, Greece
Ian Quayle

Henningsvaer, Norway
Dani Troxler



Hamburg, Germany
Christoph Rahm

Catania, Sicily
Wojciech Rządkowski

Landis+Gyr
manage energy better

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