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January 24, 2011

To:

Kirsten Walli - Board Secretary  
Ontario Energy Board  
P.O. Box 2319  
2300 Yonge Street, Suite 2700  
Toronto, Ontario. M4P 1E4

RE: EB-2011-0004: Developing Guidance for the Implementation of Smart Grid in Ontario  
Nominee: Greg Lane: SmartGrid Systems Integration/Management Consulting

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Dear Kirsten Walli,

Accenture understands that the Ontario Energy Board intends to establish a Smart Grid Working Group (SGWG) to provide advice to the Board on the technical aspects and related details with respect to the implementation of smart grid. This advice will assist in the preparation of a Board staff discussion paper that will form the basis for broader consultation regarding the Board's smart grid guidance and appropriate regulatory requirements.

Accenture is a global outsourcing, management consulting and technology services company. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. Our organization is comprised of ~ 177,000 people serving clients in more than 52 countries.

Accenture Inc. is the entity responding to this RFI and will be the contracting entity for any services resulting from this Response. Accenture Inc. has operated in Canada since 1989. Nationally, we have more than 5,000 employees working in offices and delivery centres from Fredericton to Victoria (including major offices in Toronto, Montreal, Ottawa, Calgary and Vancouver). Accenture Canada works with over 70% of the Financial Post 500 companies, and major utility clients in Canada, including Hydro One, BC Hydro, Hydro Quebec, Toronto Hydro and Enbridge Gas Distribution, among others.

Accenture is a visible leader in the Smart Grid landscape with strong credentials for leading from the front. Accenture understands the challenges for utilities, governments and regulators that the smart grid offers and has teamed with many world-class organizations to further innovation in pursuit of transforming the grid, including:

- **(Strategy) World Economic Forum (WEF) – Accelerating Smart Grid Investments:** Accenture teamed with the WEF's Energy Industry Partnership and addressed barriers and solutions to implementation and key recommendations in pursuit of Smart Grids as an enabler to a low-carbon economy.
- **(Design) UK Department of Energy & Climate Change (UK DECC) Smart Grid Roadmap:** Accenture is assisting the UK DECC in developing and publicizing the UK's smart grid vision and roadmap to:
  - Act as an anchor for coordinated action across the government, Ofgem, and the country's utility industry;
  - Drive public engagement; and,
  - Inform and guide decision making with particular consideration of the UK's mandated smart metering rollout and Ofgem's Low Carbon Network Fund.
- **(Implementation) Xcel Energy – SmartGridCity™:** Accenture, in collaboration with Xcel Energy and its consortium of industry vendors, designed and developed the first operational 'SmartGridCity' in Boulder, Colorado. Many of the value propositions and business outcomes of SmartGridCity are similar to the business scenarios and expected business outcomes of Hydro One. A recent quote from Xcel Energy on the SmartGridCity, "Since the company converted three of Boulder's four power substations in SmartGridCity, it has avoided four potentially long-term power outages and has had no outages caused by a system failure".
- **(Innovation) Accenture Intelligent City Network:** Accenture formed a precedent-setting network of utilities and cities that are collaborating on ways to advance the deployment and benefits of intelligent grids. The Intelligent City Network connects utility executives and metropolitan leaders to facilitate the exchange of knowledge and practical experience on the planning, challenges, and advantages of smart grid technology. Members of the Intelligent City Network include Xcel Energy, East China Grid Co., Russian Interregional Distribution Grid Company of Centre (MRSK of Centre), Dutch utility Alliander N.V. and the City of Amsterdam, eON US, Hawaiian Electric Company, United Energy Distribution, Entergy, and Amsterdam Innovation Motor (AIM).

As the lead of Accenture Canada's Smart Grid practice and as a resident of Toronto, Accenture nominates Greg Lane to join the Smart Grid Working Group to represent Accenture's global Smart Grid knowledge capital, experience, and systems integration landscape experience.

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- Partner in Canadian Utilities Practice & Smart Grid Lead
- Ontario Utility liaison with Accenture's Government Practice
- Over 10 years experience in Ontario Utility sector
- Member: Accenture Global Smart Grid Leadership Team