



Smart Cities and Smart Utilities, a Collision Worth Watching

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What is a Smart City?



- It's whatever you want it to be

Where are we with Smart Cities Today?



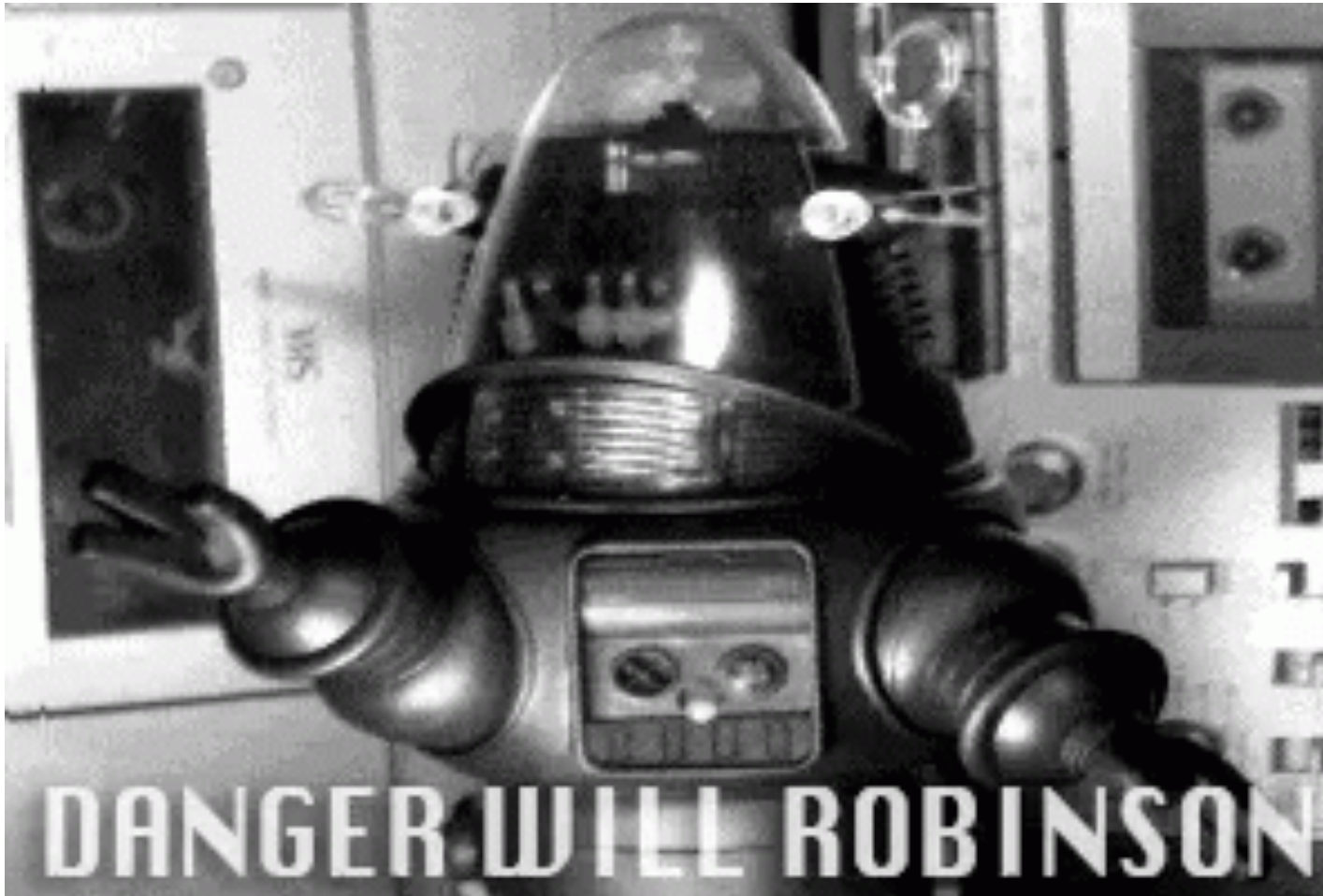
The Wild Wild West



Utilities Will be Dragged into it

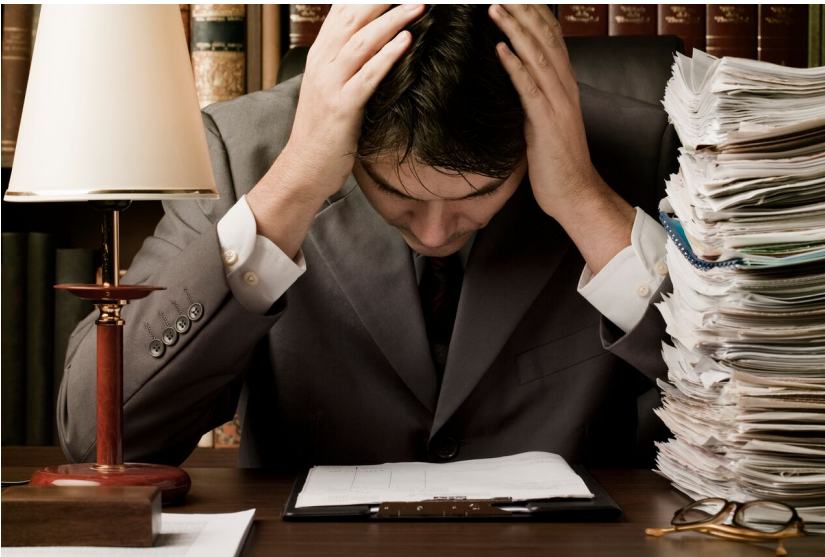
- You need to expand your skill sets
- You need to have new support structures
 - Software as a service
 - Technology and data staff augmentation
 - Full time liaison between city staff and utility staff

Public Private Partnerships?



The Reality of Public Private Partnerships

Utility Lawyer



Corporate Lawyers



Light poles on which smart lighting and other assets may be deployed	The City shall retain ownership of all light poles. However, for the duration of the contract, the City may consider leasing to the Program Manager. PM shall identify in his/her proposal the number of poles required as part of the proposal.	May be operated by the Program Manager of City. (City will entertain either scenario)
Acoustic Sensors	City is open to City or Program Manager (supplier owning these assets. (City will entertain either scenario)	May be operated by the Program Manager of City. (City will entertain either scenario)
Air Quality Sensors	City is open to City or Program Manager (supplier owning these assets. (City will entertain either scenario)	May be operated by the Program Manager of City. (City will entertain either scenario)
Water and Sewer Infrastructure	All water, storm water and wastewater infrastructure shall remain owned by the city.	May be operated by the Program Manager of City. (City will entertain either scenario)
Water and Sewer connectivity System	City is open to City or Program Manager (supplier owning these assets. (City will entertain either scenario)	May be operated by the Program Manager of City. (City will entertain either scenario)
Other Equipment Installed by Program Manager	City is open to City or Program Manager (supplier owning these assets. (City will entertain either scenario)	May be operated by the Program Manager of City. (City will entertain either scenario)

Public RFP from Kansas City

Why are Smart Cities Potentially a Major Challenge?

- We are still way behind on using the smart grid systems we have today
- We are short on personnel and resources
- Potentially creates a whole new division within a utility
- Technology is moving faster than utilities are used to moving
 - We keep water clean
 - We keep the lights on
 - We keep the gas line from blowing up

What are the Smart City Project Risks for a Utility?

- Unknown factors
 - Successful collaboration between smart cities and utilities on a smart grid rollout has only occurred in a few cities
 - Even fewer cities have worked through the cross-sector planning process, which can be a challenge to get siloed departments on the same page
- Finance Structure
 - Varies from one city to the next
- Network Liability
 - Does the utility assume responsibility for any application issues and failures caused by network issues?

The Steps

- Create a vision for the role that your utility would like to play in the building process
- Complete an inventory of available infrastructure assets and capabilities
 - Keep the smart city in mind as you continue to make any replacements/upgrades
- Develop Use Cases
 - Discover which cases have the greatest value and work with the municipality to launch pilots on the network
- Understand and refine your business model
 - There's a tailored strategy for each individual city. Collaboration is key. Work with the leading agency to get a better understanding
- Present your business case to the community (*Get cost buy-in*)

Why Smart Cities?

- Leveraging networks to improve overall city management
- New revenue streams with potentially little capital investment
- Improve the quality of life of current residents and attract new residents
- Improve operational efficiency across an entire city
- Provide a whole new level of citizen safety

Thank You!