

## SmartWorks Compass Rate & Revenue Analysis

Utilities now have more meter data than ever before and more power to define billing rates that are optimized to influence the usage patterns of their customers.

The benefits of Rate & Revenue Analysis:

- **Quantify the impact** of potential rates on utility revenues and customer costs.
- **Make better decisions** that drive conservation, efficiency or demand management while balancing revenues with customer satisfaction.
- **Reduce spend** with third parties for rate analysis.
- **Calculate costs** for individual accounts or groups of customers
- **Assess financial impact** of operational changes.

### Financial Angles

The SmartWorks Compass Rate and Revenue Analysis module enables utilities to evaluate the financial impact of multiple operational scenarios and alternative rate structures.

Impact is analyzed from multiple viewpoints. Large scale changes are assessed in terms of utility revenues. The solution determines how many customers are impacted by a rate change and by how much. The dollar impact for individual customers is also evaluated. This empowers the utility to understand the full, end-to-end effects of changing the parameters of a rate or introducing

new rate structures, such as tiered usage blocks, Time of Use or Critical Peak Pricing rates.

### What-If Planning

Cost calculations can be applied to usage profiles at any level, from the individual account, to customer groups, forecasted usage or virtual meters. Utilities can assess the financial effect of various situations, both actual and theoretical.



When combined with the optional forecasting, Rate & Revenue analysis can be used across a long term horizon to model a utility budget based on different risk scenarios, or on a shorter horizon calculate predicted bills for key accounts in the commercial and industrial customer base.

### Better Decisions

The Rate and Revenue Analysis Module pays for itself by enabling utilities to understand the impact of rate structures on their customers' costs and on their own revenues. The financial analyses allow utilities to understand the dollar impact of various scenarios, and enable utilities to fine-tune programs and rates for optimum results with minimum impact on customers.

Contact SmartWorks to talk about better financial decision support.

**Ready to learn more?** Visit: [www.harrisutilities.com/smartworks/](http://www.harrisutilities.com/smartworks/) or email: [smartworks\\_sales@harriscomputer.com](mailto:smartworks_sales@harriscomputer.com)

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