

Rate & Revenue Analysis

Smart Data for Better Decisions

Allows utilities to better understand the profitability and financial impact of changes in billing rates before introducing new rate structures.



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.

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.



Better Decisions

Gain insights that drive conservation, efficiency or demand management.



Revenue Growth

Quantify the impact of potential rates on customer and revenue churn.



Cost Optimization

Reduce spend with third parties for rate analysis while balancing customer satisfaction.

Rate Impact Meter Details

Meter ID	Rateplan 1	Rateplan 2	Total Charges 1	Total Tax 1	Bill Total 1	Total Charges 2	Total Tax 2	Bill Total 2	Bill Difference
100138	RPP	TOU RPP	\$67.55	\$8.78	\$76.33	\$74.59	\$9.70	\$84.29	(\$7.96)
100047	RPP	TOU RPP	\$64.70	\$7.11	\$61.81	\$61.62	\$8.00	\$69.62	(\$7.81)
100117	RPP	TOU RPP	\$66.02	\$7.28	\$63.30	\$62.89	\$8.18	\$71.07	(\$7.77)
100145	RPP	TOU RPP	\$77.45	\$10.07	\$87.52	\$84.17	\$10.95	\$95.12	(\$7.60)
100007	RPP	TOU RPP	\$41.61	\$5.41	\$47.02	\$48.27	\$6.27	\$54.54	(\$7.52)
100126	RPP	TOU RPP	\$66.63	\$12.56	\$109.19	\$103.26	\$13.43	\$116.69	(\$7.50)
100134	RPP	TOU RPP	\$65.46	\$7.21	\$62.67	\$62.20	\$8.07	\$70.27	(\$7.40)
100654	RPP	TOU RPP	\$54.60	\$7.10	\$61.70	\$61.15	\$7.95	\$69.10	(\$7.40)
HarrisMeter	RPP	TOU RPP	\$50.73	\$6.59	\$57.32	\$57.27	\$7.44	\$64.71	(\$7.39)
100086	RPP	TOU RPP	\$167.94	\$21.83	\$189.77	\$174.46	\$22.48	\$197.14	(\$7.37)
100018	RPP	TOU RPP	\$132.65	\$17.24	\$149.89	\$139.09	\$18.08	\$157.17	(\$7.28)
100039	RPP	TOU RPP	\$50.87	\$6.61	\$57.48	\$57.30	\$7.45	\$64.75	(\$7.27)
100041	RPP	TOU RPP	\$88.45	\$11.50	\$99.95	\$94.63	\$12.31	\$106.94	(\$6.99)
100058	RPP	TOU RPP	\$48.39	\$6.29	\$54.68	\$54.55	\$7.09	\$61.64	(\$6.96)
100110	RPP	TOU RPP	\$47.48	\$6.17	\$53.65	\$53.55	\$6.96	\$60.51	(\$6.86)
100121	RPP	TOU RPP	\$41.72	\$5.42	\$47.14	\$47.71	\$6.20	\$53.91	(\$6.77)
100098	RPP	TOU RPP	\$48.21	\$6.27	\$54.48	\$54.18	\$7.05	\$61.23	(\$6.75)
100055	RPP	TOU RPP	\$39.43	\$5.13	\$44.56	\$45.33	\$5.89	\$51.22	(\$6.66)
100020	RPP	TOU RPP	\$49.59	\$6.45	\$56.04	\$55.47	\$7.22	\$62.69	(\$6.65)
100146	RPP	TOU RPP	\$43.71	\$5.35	\$49.06	\$49.47	\$6.30	\$55.77	(\$6.51)
100048	RPP	TOU RPP	\$45.51	\$5.92	\$51.43	\$51.14	\$6.65	\$57.79	(\$6.36)
100130	RPP	TOU RPP	\$32.19	\$4.18	\$36.37	\$37.71	\$4.90	\$42.61	(\$6.24)
100008	RPP	TOU RPP	\$43.22	\$5.82	\$49.04	\$48.73	\$6.33	\$55.06	(\$6.22)
100051	RPP	TOU RPP	\$42.78	\$5.56	\$48.35	\$48.16	\$6.27	\$54.43	(\$6.08)
			\$1,475.90	\$191.30	\$1,667.20	\$1,645.70	\$211.77	\$1,857.07	(\$189.30)

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.

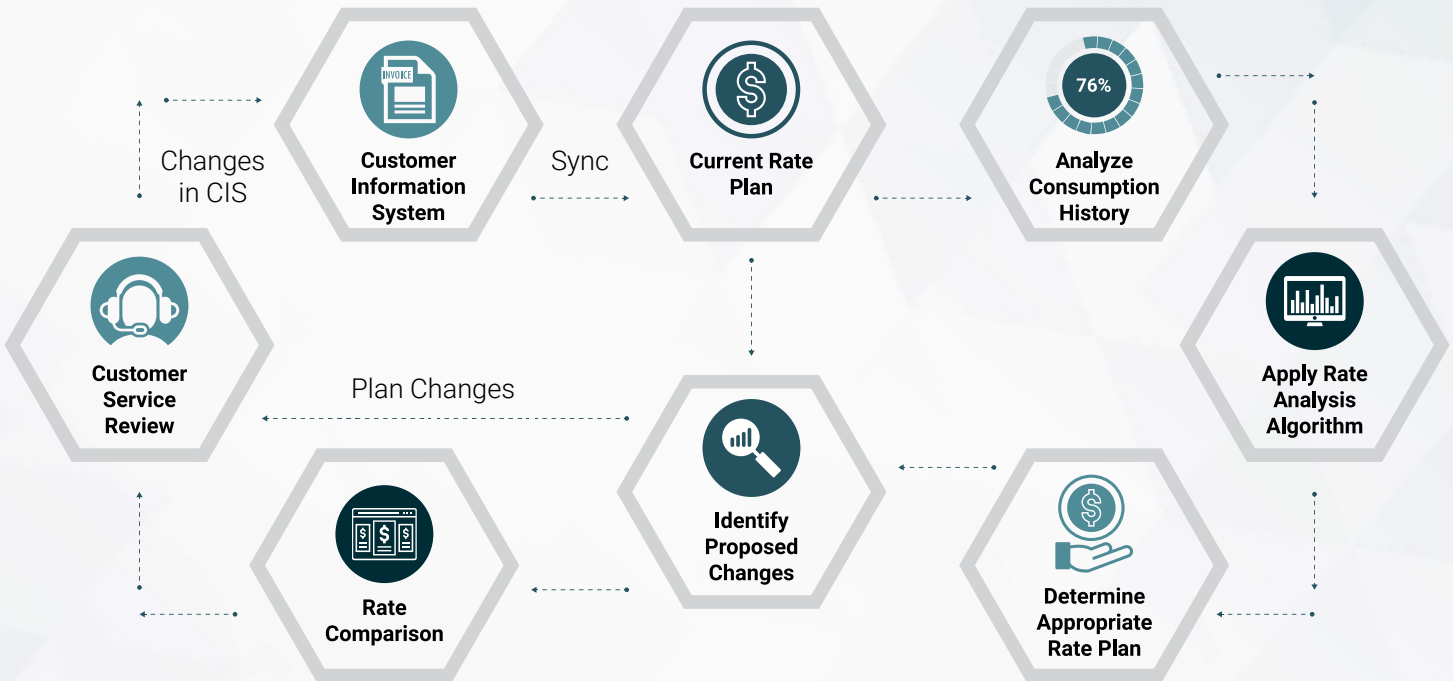


SMARTWORKS

Make the Complex Simple

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.



Integration	Related Modules	Additional Modules
• Any Customer Information System	• MeterSense MDM	• Targeted Customer Messaging
• Any interval meter read source	• Outage Performance	• KPI Dashboard
• ESRI-based CIS	• Line Loss Analysis	• Blink Analysis
• Other systems as needed	• Voltage Analysis	• Conservation and Demand Analysis
Supported Browsers		
• Google Chrome	• Microsoft Edge	
• Mozilla Firefox	• Opera	
• Apple Safari		



Contact sales@harrissmartworks.com to find out how the Rate & Revenue Analysis module for SmartWorks Compass is providing better financial decision support for utility providers.

FOR MORE INFORMATION

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