

Thought Leaders Speak Out 2023

ENGAGING CUSTOMERS WITH TECHNOLOGY

Agenda and Speaker Bios

Fireside Chat with Alabama Power and Sensus

**Harnessing the Power of Next-Gen AMI to Enhance
Grid and Customer Solutions**

October 24, 2023 3 – 4 pm ET

Agenda

Opening Remarks	Adam Cooper, Executive Director, IEI
Moderator	Dave Hutchens, President & CEO, Fortis Inc.
Discussants	Brandon Lundy, AMI/MDM Manager, Alabama Power David Stair, Senior Director, NA Energy, Sensus Derl Rhoades, Director of Electric Metrology, Sensus

This dialogue is a by-invitation event for electric company executives with customer responsibilities and features a fireside chat with Alabama Power and Sensus followed by discussion with all participants. The goals of these dialogues are to share approaches, lessons learned, results, and the key roles that technology and data analytics play in customer engagement.

The October 24 dialogue will focus on how Alabama Power is working with Sensus to:

- Leverage AMI for implementing a proactive approach to enhance grid reliability, resiliency and operations and maintenance.
- Scale AMI and data applications to meet evolving customer needs.
- Use communication networks and remote-control solutions to deliver energy-efficient and connected homes.



Speakers



Adam Cooper

Executive Director, Institute for Electric Innovation

Adam Cooper is Executive Director of the Institute for Electric Innovation (IEI). In this capacity he collaborates with a Management Committee of more than 25 electric company CEOs and a select group of technology companies to provide thought leadership on current issues, trends, and innovation in the electric power sector. He establishes and oversees IEI's key initiatives, its annual research agenda, and day-to-day activities. Prior to joining IEI, Adam worked at the Center for Automotive Research, the White House Office of Management and Budget, and Regional Economic Models, Inc. Adam received a Master's in Public Policy from the University of Michigan and a B.A. in Economics and History from Brandeis University.



Dave Hutchens

President & CEO, Fortis, Inc. and Co-Chair, Institute for Electric Innovation

Dave Hutchens' career in the energy sector spans more than 25 years, having held a variety of positions at the Corporation's electric and gas utilities in Arizona as well as with Fortis. Dave was most recently Chief Operating Officer of Fortis as well as Chief Executive Officer of UNS Energy Corporation in Arizona. Prior to that, he was Executive Vice President of Western Utility Operations of Fortis while also maintaining his responsibilities as President and CEO of UNS Energy Corporation. Dave holds a Bachelor of Aerospace Engineering and a Master of Business Administration from the University of Arizona and is a former nuclear submarine officer in the U.S. Navy. He serves on the Boards of ITC Holdings and FortisBC, both Fortis utilities.



Brandon Lundy

AMI/MDM Manager, Alabama Power

Brandon Lundy is the Manager of the AMI Systems Group at Alabama Power. His team is responsible for all AMI & MDM Systems ensuring quality dataflow throughout the organization. Brandon holds a BS in Wireless & Electrical Engineering from Auburn University and an MBA from the University of Alabama at Birmingham. Brandon is also a registered Professional Engineer in the State of Alabama.



Derl Rhodes

Director, Electric Metrology, Sensus

Derl Rhoades, retired as Manager of AMI Management Systems for Alabama Power Company. Derl was responsible for all aspects of the AMI System, including design, testing, installation, and operation. Derl is a multiple patent holder, past chair of the Edison Electric Institute Metering Committee, the Southeastern Electric Exchange Distribution Metering Committee, the Association of Edison Illuminating Companies Metering Technical Issues Committee and the founder and past chair of the Southeastern Electric Exchange AMI Operations Committee. He has over 40 years' experience in Metering and AMI and currently works as Director, Electric Metrology at Sensus, a Xylem Brand. Derl holds a Computer Science Degree from the University of Alabama at Birmingham.



David Stair

Senior Director, NA Energy, Sensus

David has been in the utility industry for 34 years, starting as a meter reader at a large municipal triple combo utility, working his way through college. He eventually managed the Field Services department of 60 employees and served in that capacity for 17 years before venturing into the vendor side. He joined a small start-up technology company that offered remote reading services including remote disconnect, fiber to the home, and demand response solutions. He was in charge of sales, product management, and customer service. He moved to Sensus following that 4-year stint and has been at Sensus for 13 years. He started as a regional sales manager in the Public Power sales group and through the years has been promoted to serving as the Senior Director for electric sales for North America. He now manages the Sensus electric sales team for all investor-owned utilities, electric cooperatives, and municipalities, as well as oversight of the channel partner sales efforts. David has a degree in education. His background includes product management, sales, utility process flow, and contract negotiations.