



## Trilliant Inc bring expertise to UK with consultancy services from Ems2

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### Summary

Smart Grid experts, Trilliant Inc, of Redwood City California, share experience with UK industry and government representatives, thanks to consultancy from Ems2.

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### What Gives?

Intelligent energy grid experience is scarce in the UK. Trilliant has brought benefits to many clients through its operations in North America and Canada. The UK Government has held a consultation on mandating Smart Metering and decided to compel businesses and household energy retailers to install and operate these systems. But some implementations provide more benefits than others.

### Climate Change Aims

Ems2 was interested in helping Trilliant because of the scope for climate change mitigation that is offered by the deployment of a full-function smart metering infrastructure, such as the ones Trilliant is operating in North America.

As well as enabling functions that provide extra energy security, Smart Metering has the capability to help with climate change mitigation through:

- Encouraging energy efficiency – use of an in-home display combined with time-of-use tariffs provide an incentive for householders to plan their energy use more carefully
- Facilitating local renewable generation tie-in – enabling householders to more easily provide energy back to the grid than before

Ems2 were involved to enable Trilliant to have a local representative at meetings with industry groups, government bodies and trade exhibitions, and were instrumental in engaging with clients from the UK and elsewhere in Europe.

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## Services Provided

Bespoke consultancy to the senior management team for:

- Business analysis
- Project Management
- Pre-sales support
- Proposal generation
- Client facing meetings
- Strategy development
- Representation at conferences, industry meetings, and governmental consultation workshops

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## Special Requirements

- Client facing meetings
- US and European travel
- Weekend work
- Late night teleconferences

### *Day-Rate*

*Bespoke consultancy is usually offered on a day-rate basis.*

### *Fixed Price*

*Ems2 is also able to provide fixed-price consultancy for clients by linking price to a deliverable.*

### *Overseas Clients*

*For overseas clients, most business reviews will take place via teleconference or WebEx.*

*Where air travel is necessary, accredited carbon offsets will be purchased.*

*Where overnight stays are required, a single day rate applies for the whole 24 hour period – no extra charges are levied.*