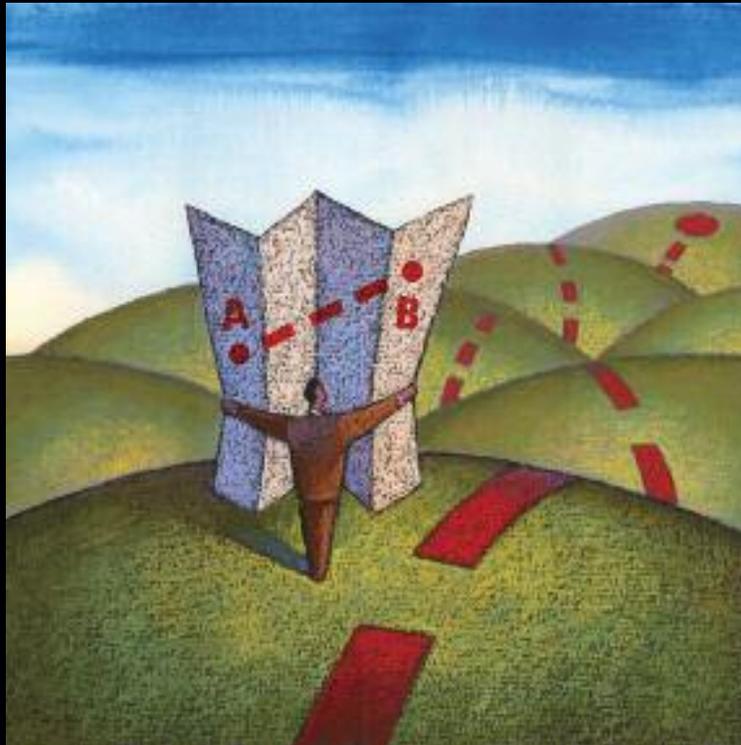


Xtensible.  
It just makes sense.





**A**t Xtensible, we focus on one thing — helping utilities make sense of their vast data resources so they are optimally positioned to meet today's business challenges while also building a solid foundation for the future.

If your company is like most utilities, you're faced with the conflicting goals of cutting expenses and improving business process efficiencies on the one hand and maintaining the reliability and security of your assets on the other. At the same time, you're struggling with information overload, which impacts productivity and degrades business performance. The information resources you've worked so hard to build should be helping you improve business performance, make more sound business decisions and comply with regulatory mandates. Unfortunately, these critical resources are locked inside data silos scattered across the enterprise.

Faced with maintaining dozens of applications — each with their own business languages, naming conventions and data describing the same customers, assets and networks — it's no surprise that utilities everywhere are drowning in a rising sea of data.

The complexities are increased by incompatible meta-data models and development platforms, along with the creation of point-to-point interfaces and information exchange that are increasingly more expensive to maintain. Add to that large numbers of hard to maintain legacy systems and home-grown applications, and it's no wonder that 35-65% of today's systems integration costs are incurred when attempting to resolve difficult data translation and reconciliation issues.

***Simply speaking, making sense of this data is the single, most important key to meeting a growing list of strategic, operational and regulatory challenges.***

This is what Xtensible does best.

*A large IOU turned to Xtensible for help in establishing an enterprise information management strategy and roadmap, including establishment of a business case that assures success of the EIM technology investment and enables benefits for IT and business. Our collaborative approach in working with the utility enterprise architecture, enterprise integration, business intelligence and applications groups resulted in an EIM framework that established a common understanding of what it is, how it fits and where it brings value. As a result, the utility is moving forward with the implementation of the EIM program.*

### **The Power of X**

Xtensible combines deep utility subject matter expertise with our industry-leading information management strategy and framework, which was designed specifically to help organizations like yours extract the intelligence and value you need from the data you manage.

Xtensible's Enterprise Information Management (EIM) strategy and Model-Driven Information, Integration and Intelligence (MD3i™) framework is used by a growing number of industry-leading utilities around the world to enable the transformation of thousands of alternative explanations of the data driving their business IT systems into a clear, unified, 360 degree view of the people, processes and information that are critical to effective business management. Complementary to our EIM strategy MD3i is the enabling framework for moving to a best-practices and standards-based enterprise integration and services architecture that's more agile, flexible and adaptable to increasing regulatory demands and market competition.

### **MD3i - Model-Driven Information, Integration and Intelligence**

While many tools and industry standards exist to facilitate process integration and business intelligence, only MD3i was created to embrace these tools and standards as a way to resolve the semantic differences that make data difficult to exchange, analyze and understand. In an IT environment where utilities have dozens of representations of the same information, resolving these differences by creating common meaning across the enterprise couldn't be more important.

This is where the MD3i framework really shines.

MD3i brings together the best practices and in-depth knowledge of the global utility industry with the standards and architectural patterns best suited to creating a reliable, repeatable and scalable information management and integration framework.

Simply speaking, MD3i enables the management of business semantics as the foundation for supporting common understanding, transparent flow and usage of information across an enterprise. It decouples applications so that data can be leveraged throughout the enterprise as a true information asset. Not only does this insulate applications from changes to data sources and application interfaces, but it also enables you to dramatically reduce redundant data sources, migrate systems much more easily and free yourself from vendor lock-in.

At the core of MD3i is the development and use of an Enterprise Semantic Model (ESM), which serves as the logical representation of information assets that an enterprise uses to manage and facilitate business process. MD3i allows utilities to embrace industry standards such as IEC Common Information Model (CIM) and, more importantly, enables utilities to create their own information model by leveraging metadata and models from their existing applications. This is a critical component of an enterprise strategy to create reusable data services that leverage Service-Oriented Architecture (SOA) investments.

*When a large electric & gas utility started to implement its Advanced Metering Infrastructure (AMI) program, Xtensible was chosen to provide the framework and services to complement the implementation of SOA for integration by introducing the common semantic layer and leveraging IEC CIM and 61968 part 9 (metering) standards. Working with the program and utility integration group, a service identification and design methodology was developed and implemented within the tools of their choice to enable a repeatable process.*

This has significant business benefits when you consider that the average MD3i-enabled enterprise realizes a 15-30 percent savings in overall total cost of information management and systems integration.

Whether your goal is to aggregate data for decision support or regulatory compliance, develop a single view of your customers, or simply enable a more effective end-to-end business process, an MD3i-enabled enterprise can get you there.

Xtensible's customer-proven semantic integration methodology and framework are helping utilities around the world to minimize the cost, risk and time of integration projects by providing consistent and reusable enterprise data services from disparate sources, resolving semantic differences among sources and consumers of data, and achieving new levels of business performance. With MD3i, utilities can now access, transform, integrate and aggregate data to provide the information needed by applications while hiding the complex details of diverse physical data sources. Only MD3i provides contextual access to disparate data for a business user through a standard, shared vocabulary that eliminates debates over whose data is correct.

## Enterprise Information Management

Xtensible's Information Management (EIM) strategy provides the blueprint for identifying and solving your data management and integration challenges, providing a holistic architecture whose goal is to present a clear and accurate picture of your operations, customers, supply chain and financial performance — across all of your organization.

Finely tuned through years of real world experience, Xtensible's EIM strategy encompasses five key components: vision and strategy, governance, core processes, organization and infrastructure.

The vision and strategy component is focused on developing a comprehensive framework and gaining consensus on implementation of an enterprise approach to information management. The governance aspect of the EIM strategy enables organizations to determine what data control is needed and how it affects the organization.

Definition of core information management processes includes identification of information lifecycle needs, as well as integration of processes at user, business and data levels. This step is aimed at increased accountability and transparency of information across the organization and defines the needed metadata and master data strategies and tactics.

Consideration of organizational challenges ensures success of the EIM initiative, providing a formal mechanism for developing needed core competencies and enabling the achievement of delivery of key performance indicators and critical success factors.

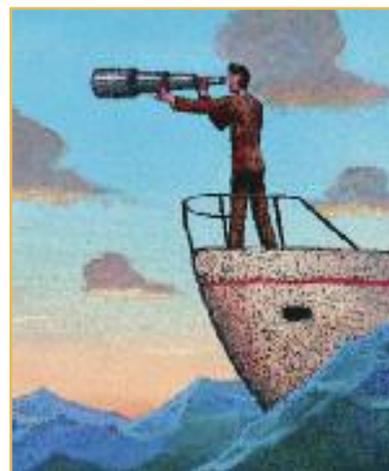
Infrastructure issues include definition of a standards-based open platform that consists of data, metadata management and semantic reconciliation and closed-loop information flows for master data and converged content. Decisions are made whether to implement information services capabilities with existing tools and technologies or to procure new technology.

## You can implement a project without EIM, but are you fully realizing the expected benefits?

Xtensible is helping industry-leading utilities across the globe to extract the highest possible business value from the data driving their enterprises by improving operations, more closely complying with regulatory requirements and preparing for the future.

See for yourself how a single, common definition of information shared across the enterprise can not only dramatically reduce the costs of system maintenance and integration but also provide new abilities to analyze key performance indicators.

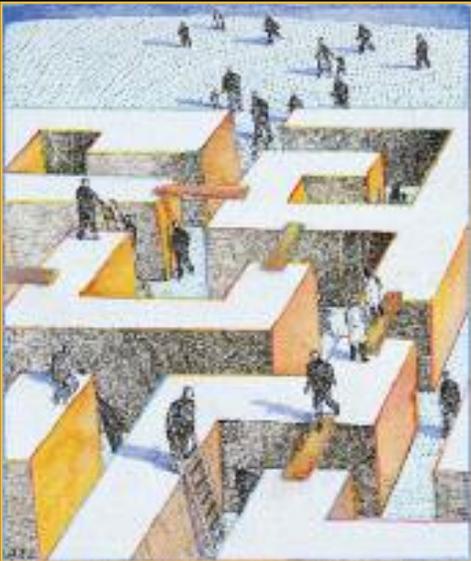
In an era where making things simpler is the new competitive advantage, doesn't it make sense to find out more?



# Why Xtensible?

## **Our experience**

Xtensible has helped utilities and their system integrators around the world to dramatically streamline information management and integration initiatives. We bring extensive experience in helping ISO/RTOs and utilities meet even the most complex requirements of business-to-business integration, enterprise application integration, business process automation, enterprise information integration, Smart Grid and Metering, strategic asset management, and power market/energy management requirements. From strategizing and developing EIM business cases to comprehensive project implementations, companies everywhere rely on Xtensible to accomplish their people, process and technology objectives, more effectively manage their information assets, and achieve enhanced business agility and intelligence.



## **Our people**

The professionals at Xtensible offer deep utility and technology subject matter expertise to solve real world problems. Along with strong EIM thought-leadership and deep experience in model-driven design for utility business programs, Xtensible brings you deeper experience in real-world implementation of CIM standards than any other company in the world.

## **Our objectivity**

Having business and standards knowledge coupled with years of hands-on experience allows our consultants to become catalysts to integration efforts that result in effective communication between business units and the IT departments supporting them. In the end, our customers can integrate business processes and systems with ease, flexibility and confidence, no matter what systems they've deployed. Our unique history of providing business consulting and systems integration services to the utility industry as well as leading international standards efforts ensures a successful outcome.

*When a large electric utility started to implement its Smart Grid program, Xtensible was chosen to provide the framework and services to enable a consistent design and implementation of data services and repository to enable Smart Grid vision by leveraging industry standards and open architecture. Such strategy coupled with the vision to move towards Enterprise Information Management will enable this IOU to integrate future systems with ease and less total cost of ownership, and most importantly, to enable the “Smarts” of grid from mountains of data.*

### **Who we are**

Xtensible is the thought leader in EIM strategy and a leading provider of semantic-based information management and integration solutions to the utility industry worldwide. We bring together the best practices of business, standards and architecture and apply them to the unique business challenges of utilities. Our EIM strategy allows utilities to establish an enterprise commitment to manage information as assets. Our innovative MD3i framework provides the methodology and tools that enable the successful application of mature industry standards and IT architectural frameworks to solve specific business problems. Through the combination of both business and standards knowledge and experience, our people are catalysts to IT efforts that result in effective communication between business and IT. Our solutions enable businesses to control the destination and outcome of every integration effort. In the end, our customers can integrate business processes and systems with ease, flexibility and confidence.

### **Our offerings**

- **EIM Strategy:** Xtensible provides the EIM strategy framework that will enable you to establish an effective EIM strategy and roadmap – and, with this as a foundation – to achieve the business benefits for your business program investments.
- **MD3i Framework:** MD3i Framework enables utilities to create business semantics as the foundation for integrated enterprise information management and services that are required for process agility and intelligent business management.
- **Professional services:** Suite of professional services ranges from EIM strategy, information management and integration architecture, design, to implementation, with the goal of helping utilities quickly realize the benefits of EIM.

### **Our technical focus**

- Enterprise information management
- Enterprise business semantics management and modeling
- SOA for process integration and business intelligence

### **Our business domain focus**

- Smart Grid
- Automatic metering infrastructure (AMI)
- T&D work/asset management
- T&D mobile workforce management
- ISO market redesign
- Utility front and back office systems integration



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