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## **Alstom acquires UISOL, a US utility software expert, to reinforce its electrical grid management and Smart Grid capabilities**

Alstom has acquired Utility Integration Solutions, Inc. (UISOL) of Santa Clara, California (USA). UISOL develops and commercializes DRBizNet™, a leading software platform for demand response management<sup>1</sup>, and is among the leading utility systems integration specialists. The company, which employs 44 employees, generated in 2010 total sales of over \$11 million (€7.7 million). With this acquisition, Alstom Grid strengthens its capabilities for network management and Smart Grid solutions.

UISOL has two main activities. The first one is to intervene as a technology consultant for utilities and public authorities, in particular for the integration of distributed energy resources. The second one is to develop and commercialize software platforms – and supporting services – which mainly cover demand response, integration of renewable energies, energy storage – such as electrical batteries - and charging points for electric vehicles. The DRBizNet™ platform is currently used by major US utilities and allows them to reduce electricity demand at end-user level, in particular during consumption peak times. The US demand response market is expected to grow very fast in the next coming years.

UISOL will be a wholly-owned Alstom Grid subsidiary, maintaining its consulting and systems integration business lines, and will leverage Alstom's worldwide presence to grow on international markets. Alstom Grid plans to invest in UISOL's software division to expand its DRBizNet™ solution and meet growing customer requirements.

UISOL founder and CEO Ali Vojdani said *"We are delighted to continue our work on behalf of current customers and we look forward to expanding our efforts globally as an Alstom company. We will continue our work together on standards-based software and smart integration services to enhance the high value of Distributed Energy Resources for utility industry stakeholders."*

Alstom Grid President Henri Poupart-Lafarge declared, *"UISOL is an excellent strategic fit for Alstom Grid, strengthening our expertise in the integration and management of distributed energy resources and complementing our integrated Distribution Management Solution for utility customers worldwide. We look forward to leveraging UISOL's solutions and expertise to help utilities face the rising challenges of integrating a wider dispersion of Distributed Energy Resources in the electrical grid, and rolling out a cost-effective, standard-based Smart Grid"*.

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1. Demand Response Management: Real-time decision support application allowing utilities to manage load levelling within their energy retail portfolio in response to real-time or critical peak pricing indications.

## About Alstom

**Alstom** is a worldwide leader in power generation, power transmission and rail infrastructure and sets the benchmark for innovative and environmentally friendly technologies. Alstom builds the fastest train and the highest capacity automated metro in the world. It provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including hydro, nuclear, gas, coal and wind. It offers a wide range of solutions for power transmission, with a focus on smart grids. The Group employs 93,000 people in more than 70 countries and had sales of over €23 billion in 2009/10 (pro forma figures).

**Alstom Grid**, the newest sector of Alstom, has over 100 years of expertise in electrical grids. Whether for utilities or electro-intensive industries or facilitating the trading of electricity, Alstom Grid brings power to their customers' projects. Alstom Grid ranks among the top 3 in electrical transmission sector with a sales turnover of approximately €3.5 billion in 2009. It has 20,000 employees and over 90 manufacturing and engineering sites worldwide. Its four main business areas are Products, Systems, Automation and Service. At the heart of the development of Smart Grid, Alstom Grid offers products, services and integrated energy management solutions across the full energy value chain—from power generation, through transmission and distribution grids and to the large end users.

## About UISOL

Utility Integration Solutions, Inc. (UISOL) is the utility industry systems integration specialist. UISOL offers a range of services and integration solutions to help its clients transform their business performance through the power of smart integration for demand response, smart grid, advanced metering, meter data management, market operations and more. UISOL DRBizNet is the leading software platform for demand response management and the integration of distributed energy resources.

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