The industry has reached a critical juncture as a number of forces are converging, compelling utilities to fundamentally change their business models.

Utilities are under constant pressure from new and uncertain regulations, an antiquated infrastructure, an aging workforce, information privacy concerns, the threat of foreign espionage and supply-side constraints. They are also facing a massive explosion of data.

Why?

The Smart Grid.

The Smart Grid is the beginning of a paradigm shift in business models as operational technology (OT) and information technology (IT) converge. New programs like demand response, wide-area measurement systems, virtual power plants, and time-of-use pricing—at their core—are fueled by information. For the successful implementation of these programs, utilities must leverage new sources of information for business value…and they are looking to their IT organizations to help.

For many utilities, domestic and international, advanced metering infrastructure (AMI) is their first foray into the Smart Grid. Below is what EMC calls the “AMI Stack.” The stack is the hardware and software infrastructure necessary to transport interval data and store it, protect it, manage it, and present it to upstream business applications like billing and customer portals.

EMC offers a portfolio of technology solutions to address the three critical foundations of the AMI Stack:

1. **Data Management:**
   - EMC provides EMC Proven™ enterprise storage, backup and disaster recovery solutions to support meter data management systems, head-end systems and data warehouses for maximum efficiency, performance, and scalability.

2. **Network Data and Event Management:**
   - The EMC® Ionix™ family of IT management software provides real-time event correlation, root cause and business impact analysis, and change and configuration management for AMI environments to reduce operational expenses associated with outage management and field dispatch.

3. **Data Security:**
   - RSA®, The Security Division of EMC, is securing AMI environments by securing the data itself, at rest and in motion. RSA is embedding encryption at the point of data creation—on the meter itself and throughout the transport layer—to assure utilities that their meter data is secure and is accessed by a trusted source.

EMC Corporation is the world’s leading developer and provider of information infrastructure technology and solutions that enable organizations of all sizes to transform the way they compete and create value from their information. EMC Proven™ solutions are rigorously tested, end-to-end solutions designed to address your most pressing IT and business challenges.

For more information, visit www.EMC.com/smartgrid.