



ENERCARE CONNECTIONS INC. (ECI)

TO SAAS OR PAAS?

SELECTING THE RIGHT CLOUD APPROACH

PRESENTERS

- Kevin Neild
- Mark Polston

PLACE

- Austin, TX

CLIENT

- OUUG – CC&B

DATE

- March 2020

Enercare, Canada's largest sub-metering service provider, along with their implementation partner, Red Clay Consulting, will share their considerations, thought processes and lessons learned in formulating a cloud strategy to migrate from CC&B on-premise and upgrade to C2M.

PRESENTERS



Mark Polston

Managing Consultant
Red Clay Consulting



Kevin Neild

Vice President, Operations and Planning
Enercare, Inc.

- Introductions
- About Enercare Connections Inc. (ECI) & Red Clay
- Making the Pivot from CC&B to C2M
- Evaluating Cloud Options: SaaS vs. PaaS
- Takeaways & Considerations
- Conclusion



Simply Recipes

ABOUT RED CLAY



Leverage Oracle Utilities Cloud solutions to automate and support critical meter-to-cash business processes.

Customer Solutions

Metering Solutions

Field Solutions

Commercial Solutions

Managed Services

ABOUT RED CLAY



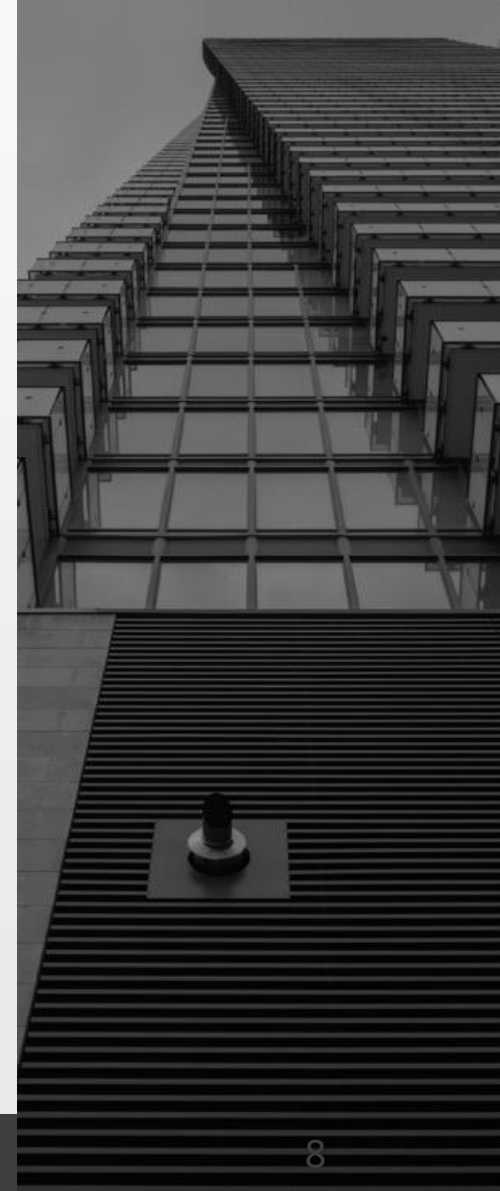
- 20+ Years of Success
- First Oracle Utilities Customer-to-Meter (C2M) implementation
- Zero Failures

We Help Utilities Confidently
Meet the Challenges of
Today and **Understand the**
Opportunities of Tomorrow.

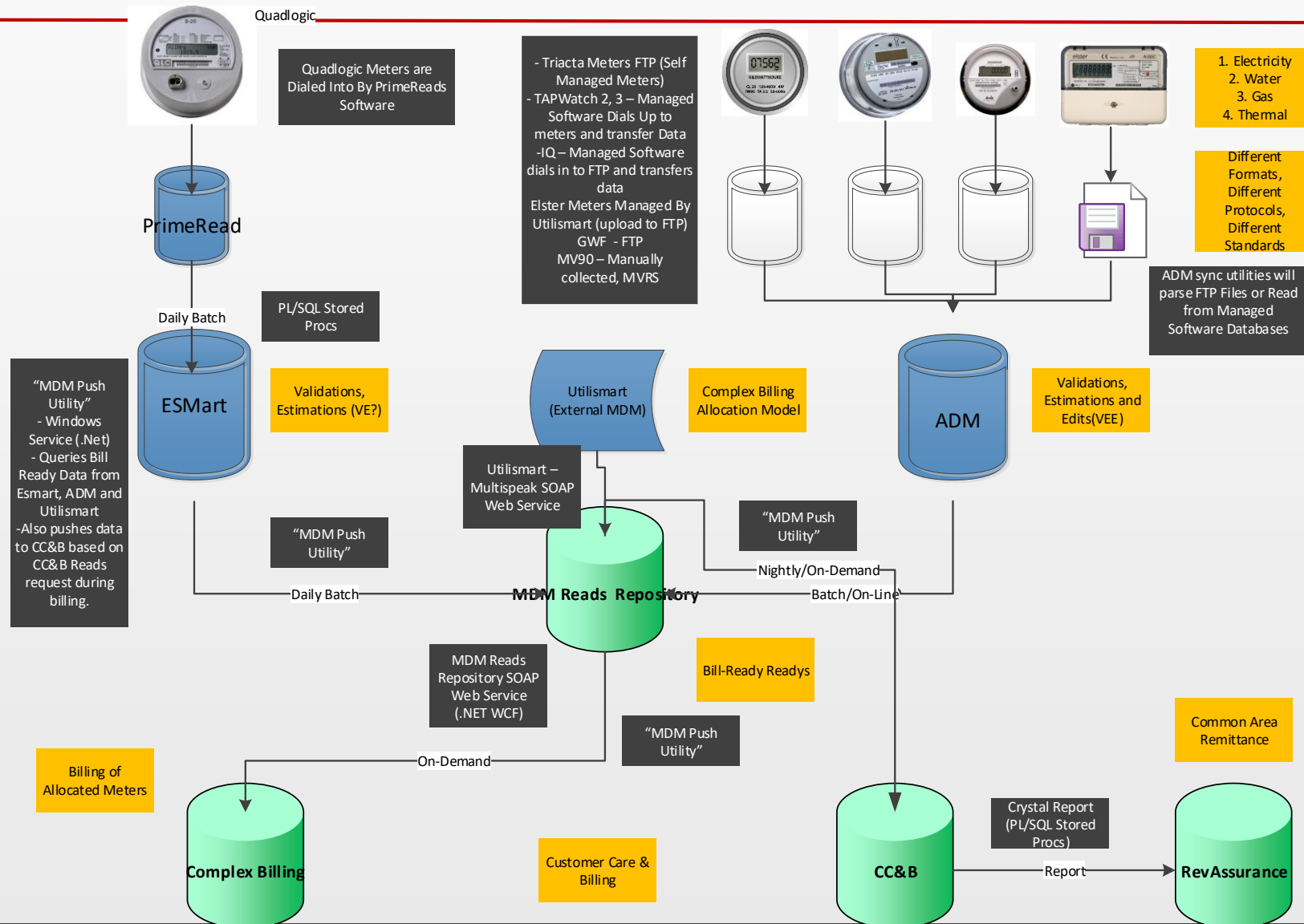
ABOUT ENERCARE CONNECTIONS INC (“ECI”)



- Supplies, installs and remotely reads meters to measure individual suite consumption of **electricity, water, gas, and thermal energy** in multi-residential buildings and commercial buildings
- Sub-metering equipment is **owned** by ECI (Triacta) and is integral to providing metering services to the occupant
- Installed **203,000 units** across **1,500 buildings** in **80 municipalities** spanning many types of buildings, primarily in Ontario
- Clients can measure utility usage for each individual unit in their building (thus the primary connection between the utility and the end-user), proven to **generate energy conservation up-to 40% savings**

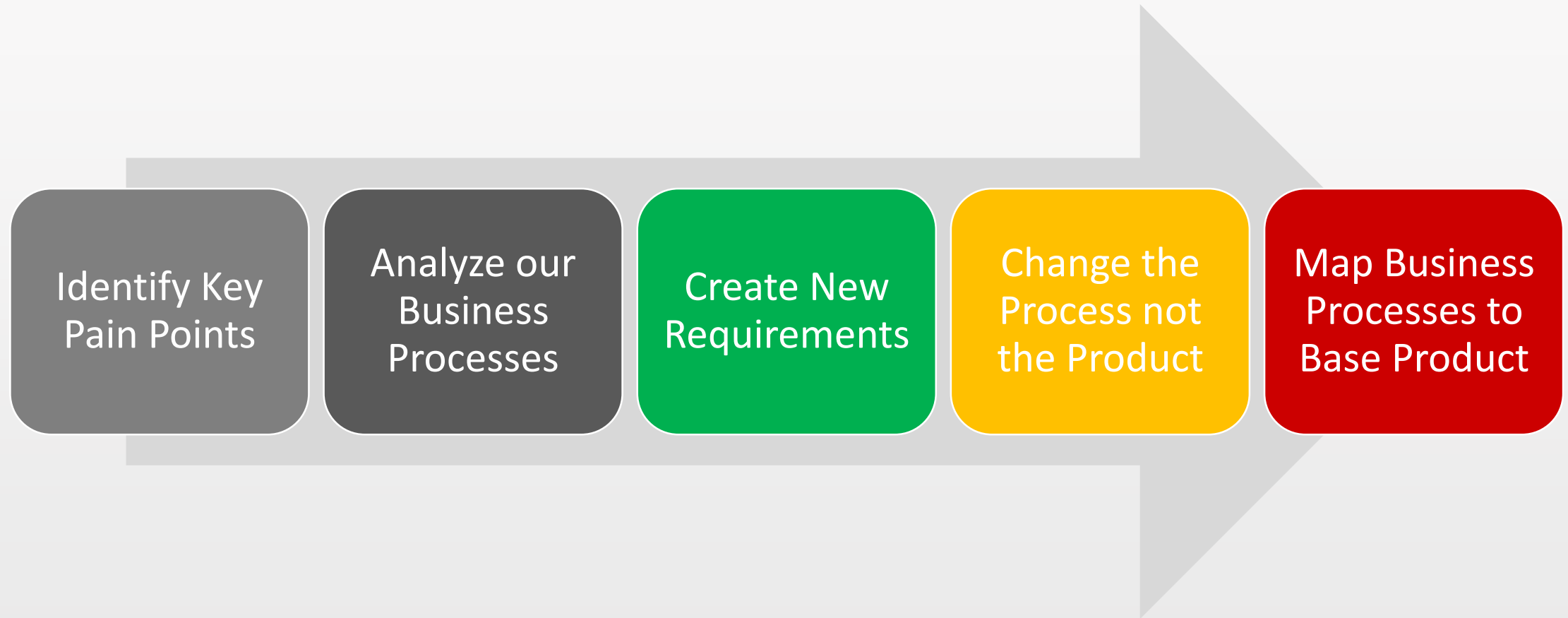


ECI'S CURRENT STATE

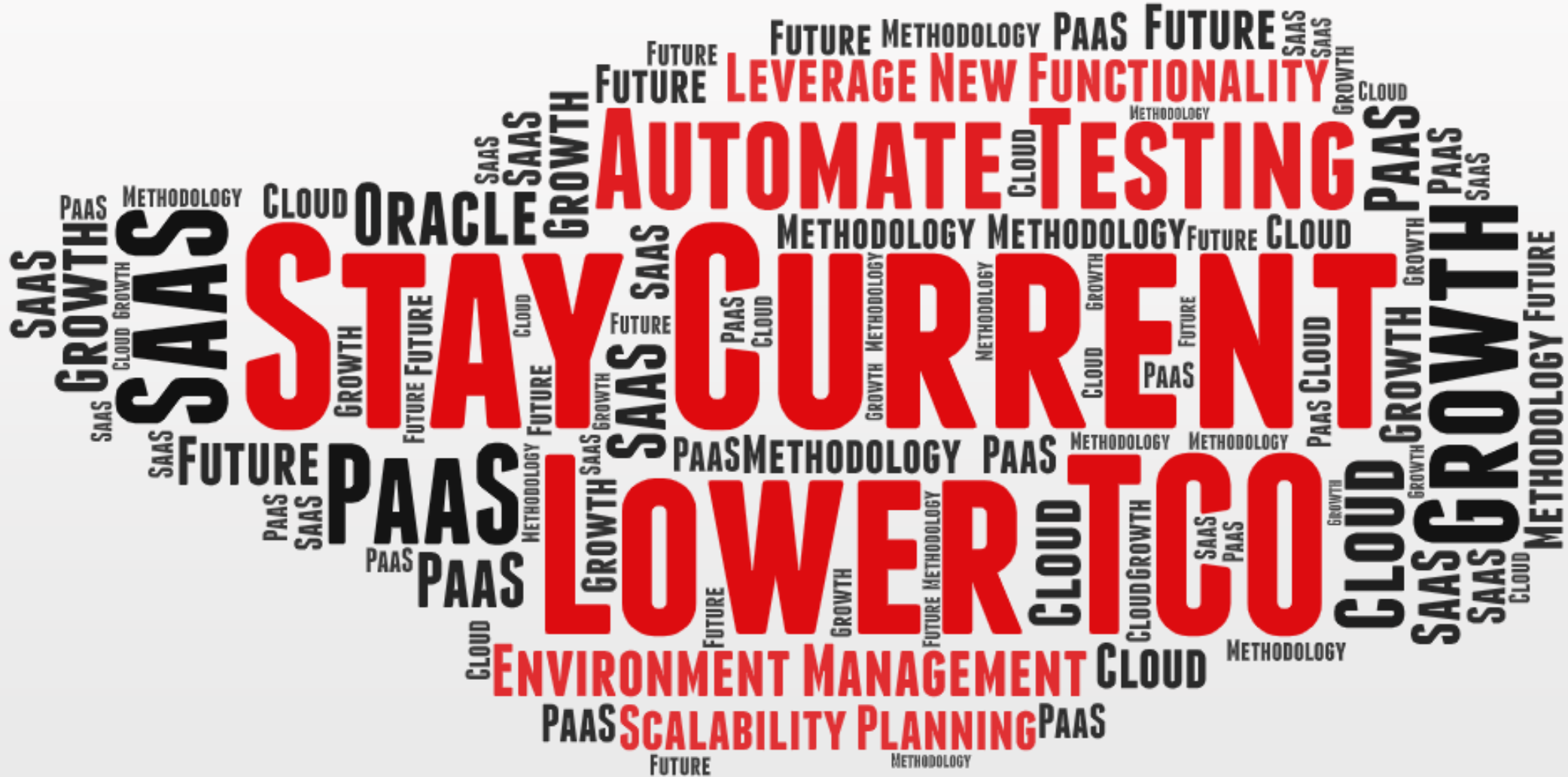


- ***Ultimate goal*** – deploy a solution that enables the business for continued growth
- Ability to scale system to meet the needs of a large meter population, continually growing ***20% annually***
- Consolidate ***multiple homegrown MDM*** systems, standardize usage validation & estimation processes into a single repository
- Consolidate and automate, ***manual business processes*** currently managed outside of CC&B
- ***Minimize extensions*** by adopting latest functionality

MAKING THE PIVOT TO C2M – HOW?



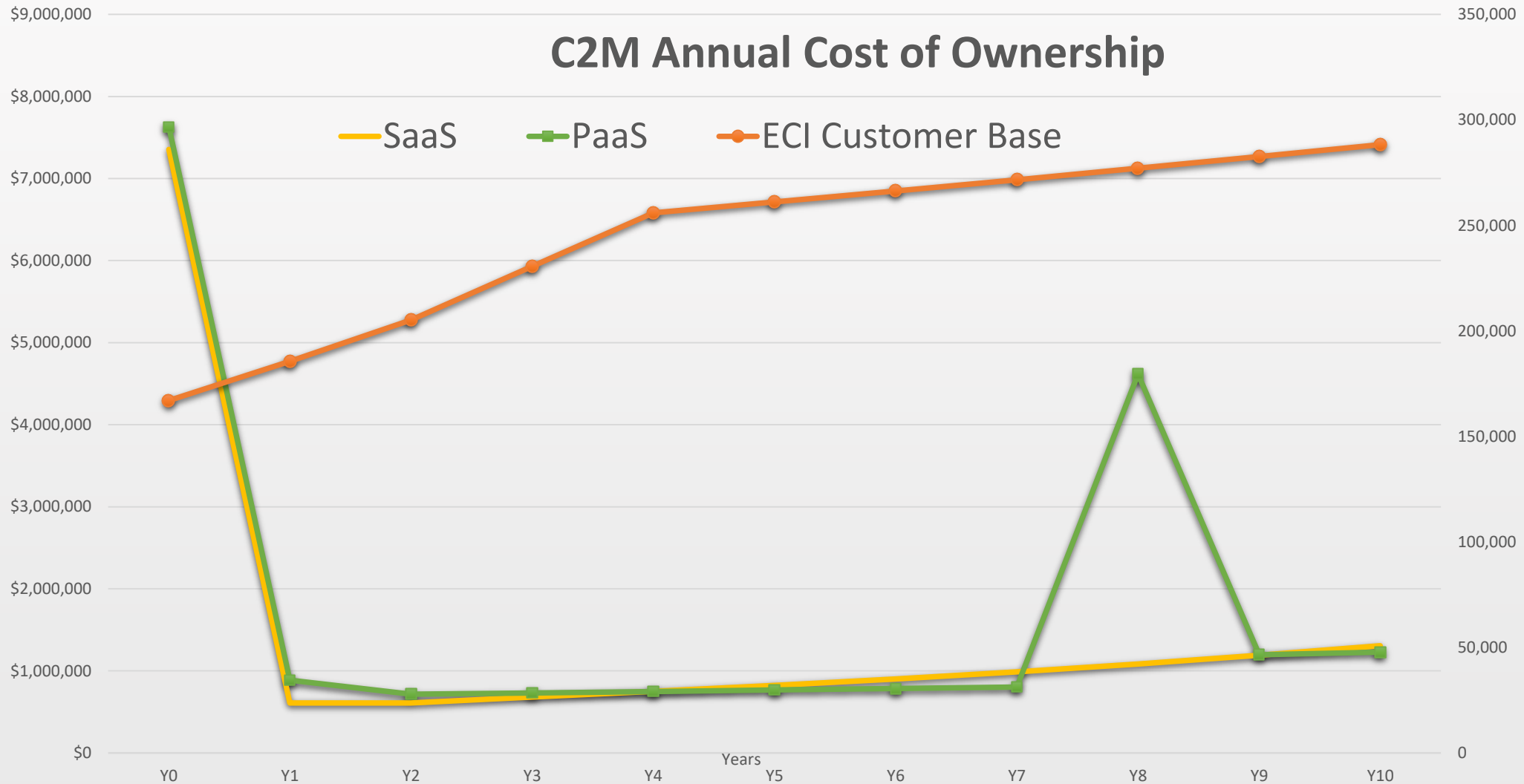
WHY CLOUD?



SAAS VS PAAS COSTS - CONSIDERATIONS

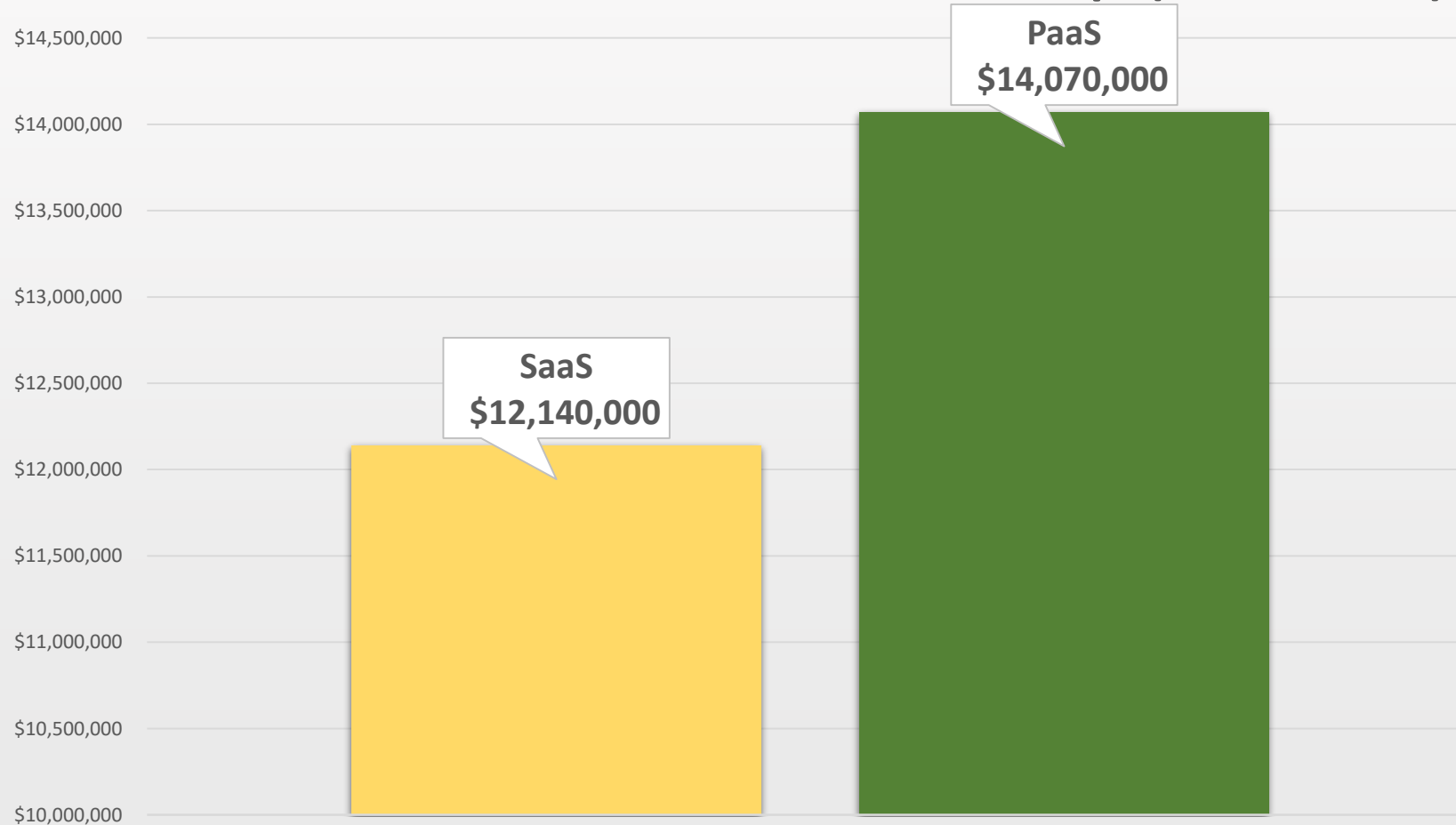
	SaaS	PaaS
CCS / C2M Licensing	OPEX – CCS	CAPEX - Perpetual OPEX – Maintenance
Initial Upgrade	CAPEX / OPEX	CAPEX / OPEX
PaaS Hosting	N/A	OPEX
Ongoing Patching	N/A	OPEX
Upgrades	N/A	CAPEX / OPEX

DOLLARS AND SENSE!



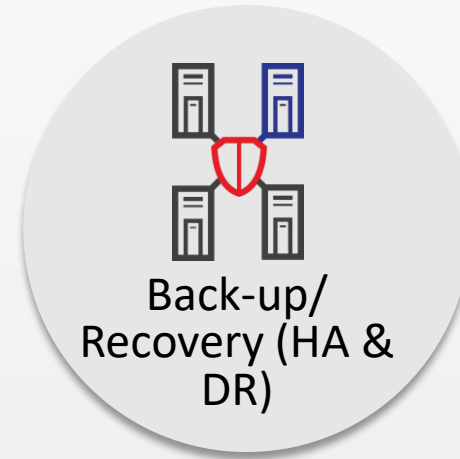
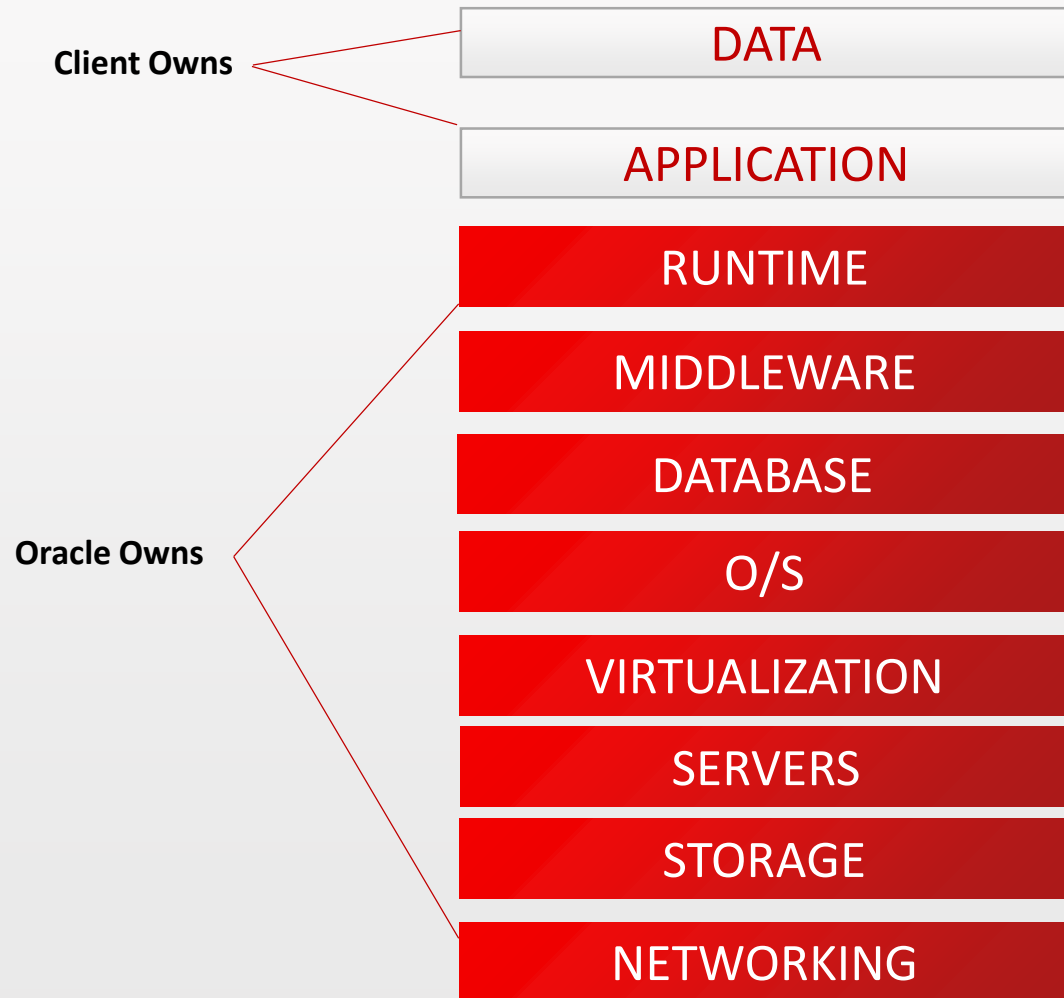
DOLLARS AND SENSE!

C2M Total Cost of Ownership (Discounted)



ORACLE PAAS CLOUD TOOLING – C2M

PLATFORM AS A SERVICE



ORACLE SAAS CLOUD TOOLING - CCS



SOFTWARE AS A SERVICE

Client Owns

DATA

APPLICATION

RUNTIME

MIDDLEWARE

DATABASE

O/S

VIRTUALIZATION

SERVERS

STORAGE

NETWORKING

Oracle Owns



Back-up/
Recovery (HA &
DR)



Simple
Provisioning



High Security



Automated DBA
& Patching

SAAS VS PAAS



	SaaS	PaaS
Release Management	Forces a discipline of adopting latest releases	Up to ECI
Data Access	Access is different (Data ownership still ECI)	Same as current solution
Configurations & Extensions	Need to be SaaS compliant (Latest tools, Groovy)	Same as current solution
Production Support	Oracle monitors infrastructure	Same as current solution
Scalability	On-demand elasticity	Same as current solution
Functionality	Early availability, more comprehensive, more integrated/tested	Same as current solution

Oracle's **Customer Cloud Solution (CCS)** meets ECI's goals

- Will **lower** operational expenses and **reduce** capital projects
- Ensure **focus on core business**, not application Infrastructure
- **Stay current** with latest releases
- Ensure adoption of **new functionality**
- **Scale** to support projected growth in submetering market

CONSIDERATIONS FOR SAAS



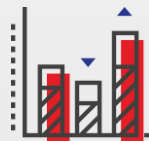
Leverage New
Functionality as
Released



Stay Current,
Automate
Testing



Adopt Base,
Minimizing
Extensions



Re-evaluate
Reporting
Methods



Knowledge
Acquisition of
SaaS Tools

TAKEAWAYS FOR EITHER OPTION

- Get Help – from Oracle and a knowledgeable SI
- Considerations are important
- Re-evaluate existing practices
- Determine core organization competencies
- Select option that ultimately fits business goals
- Create a plan to adopt new strategies

- ECI is planning for the SaaS solution
- CCS will provide:
 - Solutions to key pain points
 - Consolidate meter to cash processes
 - Opportunity to re-evaluate extensions
 - Ability to leverage latest toolset
- ECI will focus on adopting base
 - ***Change the process, not the product***

QUESTIONS?



CONTACT US



Kevin Neild

Kevin.Neild@enercare.ca

Mark Polston

Mark.Polston@redclay.com

Red Clay Consulting

271 17th Street, Suite 610

Atlanta, GA 30363

(678) 445-3770

www.redclay.com