

CMG Digital Transformation Subscription (DTS)



The Challenge: Creating value in Smart Utilities, Smart Cities and Smart Buildings is difficult.

You as a utilities or city executive are seeking a foothold in the “smart” ecosystem and are struggling to develop a timely and affordable plan to take advantage of the current opportunity. Even with a strategy in place, you are at risk for delaying action or making the wrong moves that could take you off course for years and jeopardize services to your constituents and customers. While strategic consultants abound, you don’t have access to a single, on-demand source for objective and affordable advisory across all three major megatrends—Smart Utilities, Smart Cities and Smart Buildings.

The Solution: CMG Digital Transformation Subscription (DTS)

CMG DTS is a personalized, on-demand advisory service that delivers expertise through your online experience and your personal consultations with PhD and Executive level experts. This on-demand resource empowers you and your executive team to manage the uncharted territory of designing and developing ‘smart’ solutions in the current environment of digital transformation.

Prospective Members:

CMG DTS is built for Board Directors, City Councils, Mayors, City Managers, Utility CEOs, COOs, CTOs, CIOs, CFOs, Program Managers and Senior Engineers as you drive your agenda across the ecosystem of **Smart Infrastructure, advanced metering and other ‘grid edge’ technologies or strategies.**

Deliverables*:

Executives join the service with an annual subscription fee. Terms & Conditions available upon request.

1. **Expert research and analysis** on smart grid technologies, strategies and best practices delivered monthly direct to your inbox and available online; Experts provide in-depth analysis on major strategic issues facing utility executives and city leaders.
 2. Proprietary **solution frameworks** covering all smart utility, smart city and ‘grid edge’ business and technology topics. Includes executive overview, presentations, project templates and case studies.
 3. **1:1 consultation** with CMG DTS experts and advisors
 4. **Monthly webinar** exclusively for clients and invited guests to review findings and ask questions
 5. **CMG annual Digital 360 Summit** event tickets for executives
- *Client service representatives and account teams manage service delivery and membership issues

CMG DTS Business Value and ROI:

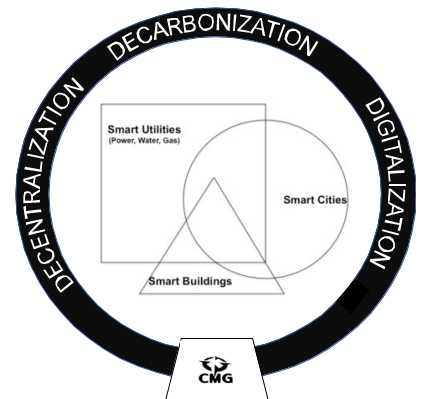
- Informs a city or utility’s ‘smart’ business strategy & transformation
- Reduces time to market through rapid onboarding, immediate engagement, key frameworks and industry knowledge
- Reduces risk associated with innovation
- Develops credibility with partners across the smart infrastructure ecosystem and partnership with digital business leaders through cutting edge practices
- Reduces cycle time for sourcing, evaluation and procurement through evaluations of major smart infrastructure vendors and suppliers

CMG Consulting is an experienced team of senior PhD and CxO level veterans who have successfully deployed and managed over \$10 billion+ of technology solutions within 5,000+ projects in the last 20 years. The CMG team has developed smart grid and smart city roadmaps for multiple utilities and fast-growing in the US, EU, Middle East and LATAM.

In addition to roadmaps, CMG has built a library of 20 solution frameworks and over 500 use cases. Each framework delivers prescriptive best practices for using ‘smart’ technologies, vendors, business models, business cases and policy models. Key frameworks available through the DTS service include:

- Smart Grid Roadmap
- Smart Grid Governance
- Smart City Roadmap
- Smart City Governance
- Regulatory Design
- Enterprise PMO
- Distributed Energy & Microgrid Planning
- Energy Efficiency Planning
- Enterprise Change Management

In addition to the annual Digital Transformation Subscription (DTS), CMG offers advisory services per month, 1-day workshops for each framework, 2-day workshops for each framework, and customer-defined consulting projects (e.g. virtual CEO, COO, CMO, CTO, Chief Strategy Officer, PMO, Vendor Management Office, and more).



Contact Chris Germann, Senior Consultant, CMG Consulting, for contract pricing matrix and details about starting subscription services. chris.germann@512cmg.com; 512.431.7372