

AMI vendors

AMI metering, even with just basic analytics, is one of the most effective solutions for reducing non-technical losses. But all AMI projects include meter data management systems (MDMS), which can include a revenue protection analytics component to further improve the identification of theft and billing errors. Most major vendors include revenue protection as part of their MDMS. Some vendors like Silver Spring Networks (SSN) do not provide MDMS, but do provide analytics offerings focused on revenue protection – in the case of SSN through its acquisition of Detectent, one of the leading revenue protection software providers. The leading AMI vendors that offer revenue protection analytics include Honeywell, Itron, Landis+Gyr, Sensus, Siemens (in part through its acquisition of MDMS vendor eMeter), and Silver Spring Networks.

Line sensor vendors

These typically smaller vendors focus specifically on revenue protection through sensors that convey data that can be used to detect both technical and non-technical losses. By including separate hardware, AMI meters are not required for these vendors' solutions, although the additional data from AMI meters makes them more effective. The major vendor in this category is the Canadian company Awesense, while the competing Canadian company dTechs has a similar offering. Additionally, the US vendor Tollgrade (recently acquired by Aclara) is another player in the line sensor and loss detection segment.

Pure play analytics vendors

These vendors do not sell any hardware, but unlike larger software vendors like Oracle and SAP, they do not sell large-scale utility software packages, including CIS. Instead these software vendors focus on utility analytics, of which revenue protection is often a major component. The leading vendor focusing specifically on revenue protection is the Brazilian vendor Choice, while several other vendors including AutoGrid, Grid4C, and SpaceTime Insight offer related analytics packages. Given the small size and niche focus, many of these vendors have been acquired by larger companies such as Detectent by Silver Spring Networks and Sentient and GRIDiant by Landis+Gyr.

Pure MDMS focused vendors

These vendors have similar MDMS offerings to those of the major AMI vendors, but do not offer full metering solutions and must partner with AMI hardware and/or communications vendors. These vendors include Enoro and Powel, both based in Scandinavia.