



Trilliant

Connecting the World of Things[®]

“As Trilliant continues our aggressive growth trajectory to a brighter future, we take every opportunity to propel ourselves and our customers to exciting, new places.”

Communication is a vital and integral part of every organization, big or small. Today, with complex levels and multiple issues within a business, having the right communication platform can be tricky. There is no “one size fits all” when it comes to communication solutions, but with the right techniques, it can improve the workflow and overall productivity of businesses.

Moreover, as the digital revolution continues to evolve and grow, the number of “things” to connect has increased exponentially and the data generated is astronomical. The next generation of smart grid technologies demands to be built on an open and secure network that will allow for the frictionless exchange of data and it is propelling the energy and utility industry into a bright future.

Formed in 2004, Trilliant is a con-

nectivity company that provides infrastructure solutions and is the global leader in delivering intelligent networks that enable the transition to smart grid and smart cities for leading energy providers around the world. The company runs on a vision to help energy and utility providers improve efficiency, enhance reliability, lower operating costs, increase customer satisfaction, and inte-grate renewable and distributed energy resources.



Powerful Solutions for Today and the Future

The Trilliant Smart Communications Platform brings seamless integration of a variety of “fit for purpose technologies” like multi-tier mesh, cellular and RPMA. Along with Trilliant's rich ecosystem of partner applications, the platform can simultaneously support the robust needs of connecting to grid and distribution assets, as well as connecting higher volume sensor and endpoints such as smart meters.

Trilliant made the early decision to introduce its 2.4GHz and 5.8GHz wireless mesh Advanced Metering Infrastructure (AMI) platform. It was brought out with an aim to make it globally

available with metering devices for electricity, water, and gas. The AMI was Trilliant's first step towards its customer's smart grid and smart city vision.

“AMI technologies are designed to work with virtually any system to provide a secure, powerful source of data for now and generations to come,” explains Andy White, Trilliant's chairman and CEO. The AMI solution enables customers with necessary tools and analytics that provide not just accurate billing, but also identifies and reduces system losses. The solution also improves crew utilization, provides superior customer service and response times, and confidentially plans for asset investment, forecasting and purchasing.

Overcoming Hurdles

Although it's been more than a decade since Trilliant was established, it went through quite a few challenges and difficulties. *“In our initial years we faced the same problems many young companies experience, which includes keeping up with industry trends, and scaling for growth,”* recalls Andy. However, with constant conversations with customers, Trilliant was able to develop a solution to fit their needs.

“The result was our multi-technology solutions providing global capabilities, and mission-critical communications,” says Andy. *“This allowed Trilliant to become the company we are today, providing our customers with the Trilliant Smart Communica-*

Smart teams that way

Pillars of Success

Leadership: The leadership team has shaped the organization-wide strategic vision and articulated it in a clear, engaging, and exciting way

Understanding the Industry: Trilliant understands the importance of providing a solution that evolves with the ever-changing energy and utility industry

Multi-technology Solutions: Trilliant offers the only mission-critical communications platform integrating multiple communications technologies

Global Capabilities: Trilliant brings deep experience serving leading energy providers globally which has created a “knowledge bank”

Mission-critical Communication: Trilliant's solution is based on the latest “utility grade” security standards, providing exceptional coverage, performance, and capacity on a secure, scalable, flexible and reliable network

tions Platform.” Partnering and providing customers with the framework necessary for their strategic decisions has led to digital transformation and a digitally connected future.

The energy and utility industry is ever-changing and dynamic. With over 70 global customers, where half of those customers use the Trilliant Platform for multiple applications, Trilliant Networks has come a long way. “With 56 patents, we have nearly 500 million end-users under the reach of Trilliant platforms today,” proudly notes Andy.

Ready for the Future

Trilliant is honored to work with leading utilities and

cities around the world who collectively serve over 100 million customers. There are nearly 500 million end users under the reach of its platform in 17 different countries including developed countries like North America and Europe, along with developing countries in Asia Pacific and Latin America.

Being at the peak of success, Trilliant is heading towards explosive growth. With locations in California, Kuala Lumpur, London, Montreal, Singapore and Toronto, the company recently relocated to a new global headquarters in Raleigh, North Carolina to support its worldwide operations and growth plan. “Trilliant is going to propel ourselves and our customers to exciting, new places,” assures Andy.

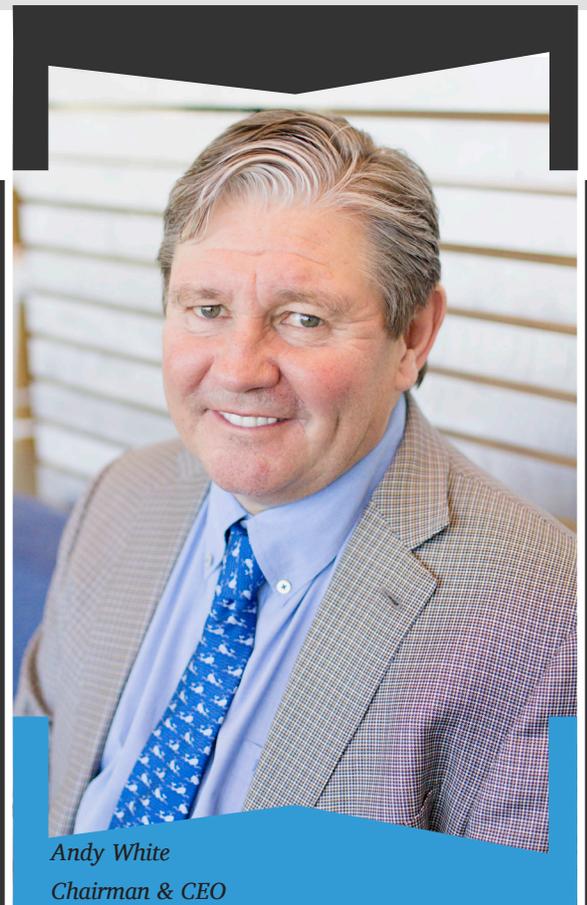
“At Trilliant, we’re passionate about empowering you through connectivity. We enable actionable intelligence for our customers and their customers through an open and secure communications platform.”



Meet the Inspirer

Andy White is the chairman and CEO of Trilliant Networks. He brings over 30 years of leadership experience in the utility, energy, networks and communications industries. The company has flourished over the years with the driving force of Andy White. He has made a significant impact on shaping the organization’s roadmap. With his passion, innovation, and collaborative culture, he keeps a pulse on performance to drive results. He believes in working closely with the employees and customers to drive excellence and innovation within the company.

Prior to Trilliant, Andy served as a General Electric (GE) corporate officer and as President and CEO of several GE businesses and guided the company through the formation of the GE-Hitachi partnership. During his tenure at GE, Andy has also led major infrastructure and communications projects in Congo, Egypt, Saudi Arabia, Iraq, Dominican Republic and Algeria. He has also served on two university advisory committees and 10 various leadership boards. Andy received his Bachelor of Science degree in Electrical and Electronic Engineering from Bath University, United Kingdom, specializing in Power Electronics.



Andy White
Chairman & CEO