

CUSTOMER SNAPSHOT

Grupo Saesa



DISCOVER THE *Power Of Choice*
for utilities & smart cities

Customer

Grupo Saesa

Region

Latin America

Country

Chile

Overview

Grupo Saesa and Trilliant formed strategic, long-term partnership

Solutions

Trilliant becomes the Exclusive RF Network Provider for Grupo Saesa's AMI, IloT, Smart Grid, Grid Automation and Network Digitalization

Benefits

Improving customers' experience, delivering secure and reliable energy to its customers, and contributing to the company's sustainability objectives

Date

February 2023

SUMMARY

In February 2023, Trilliant, a leading international provider of solutions for Advanced Metering Infrastructure (AMI), smart grid, smart cities and IloT (Industrial Internet of Things), announced their strategic, long-term partnership with [Grupo Saesa](#), one of the biggest electricity distributors in Chile.

Grupo Saesa is currently deploying Trilliant's software and RF communication platforms for AMI, SmartGrid and IloT applications that support the organization in improving its customers' experience, delivering secure and reliable energy to its customers, and contributing to the company's sustainability objectives.

Grupo Saesa, through its distributors, Sociedad Austral de Electricidad S.A., Empresa Eléctrica de la Frontera S.A., Compañía Eléctrica de Osorno S.A., y Empresa Eléctrica de Aisen S.A., is one of the largest electricity distributors in Chile with more than 950,000 customers, owning and operating more than 62,000 kilometers of transmission and distribution lines nationwide.

"Trilliant brings a global portfolio of experience and a commitment to make our team successful," said Leonel Martínez, Distribution Executive for Grupo Saesa. "Trilliant's technologies and experience will deliver real value and improvement to our customers and operations."

"We are delighted to have this partnership in place with Grupo Saesa," said Nick Matchett, Managing Director for the Americas at Trilliant. "There are many synergies between our two companies, including our passions for technology innovation and sustainability. Grupo Saesa's drive to deliver the highest standards and value for its customers is world class. We look forward to enhancing quality, safety and reliability for their customers through this partnership."

Trilliant works with customers worldwide, from a recent successful [Smart Water Metering project in Canada](#), to its partnership in the U.K. with Manx Utilities [to roll out smart electricity meters across the Isle of Man](#). Most recently, Trilliant was selected by [ESB Networks](#) as one of the suppliers to provide smart meters in support of the rollout of Ireland's National Smart Metering Programme.

About Grupo Saesa: Grupo Saesa are jointly owned by Canadian investment from the Canadian pension funds Ontario Teachers' Pension Plan (OTPP) and Alberta Investment Management Corporation (AIMCo), with a 50% stake each. Grupo SAESA has most recently been awarded the 1st place as the best company to work for in Chile by the Great Place To Work Chile Ranking and for the second year running being awarded 1st place as the most innovative utility company in Chile. Grupo SAESA's vision is to continue moving forward, delivering reliable energy, contributing to the well-being and development of the country. Always prioritizing the safety of their workers and contractors to ensure that everyone returns safety to their homes.



Trilliant® empowers the global energy industry with the only device-agnostic communications platform that enables utilities and cities to deploy any application securely and reliably on one powerful network. Our purpose-built portfolio is designed to offer the power of choice, without risk of customers being "locked in" with one technology provider or meter manufacturer. We are proud to offer mission-critical solutions that support AMI, Data & Analytics, Smart Metering, Smart Grids and Smart Cities. Customers worldwide benefit from Trilliant's unique combination of flexibility, sustainability and scalability that connects utilities and cities to the IloT and a more strategic path to the Energy Transition. Visit us at www.trilliant.com. Contact us at info@trilliant.com.

©2023 Trilliant Holdings Inc., its subsidiaries, affiliates and/or licensors. All rights reserved. All trademarks are the property of their owners.

