

# PARTNER SNAPSHOT

## FLONIDAN A/S



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

### Partner

FLONIDAN A/S

### Region

Europe

### Country

Denmark

### Overview

Trilliant and FLONIDAN partner on smart metering solutions for gas utilities

### Solutions

An adaptable communication platform which can collect, analyze, and integrate data from smart gas meters

### Benefits

Enables an end-to-end solution for utilities wanting to harvest the full potential of smart metering

### Date

November 2021

**FLONIDAN**

### SUMMARY

In November 2021, Trilliant, a leading international provider of solutions for Advanced Metering Infrastructure (AMI), smart grid, smart cities and IIoT (Industrial Internet of Things), partnered with [FLONIDAN A/S](#), a leading provider of smart gas meters, to align technologies for IIoT solutions. The partnership addresses the needs of utilities wanting an open and adaptable communication platform, which can collect, analyze, and integrate data from smart gas meters. It provides an end-to-end solution for utilities wanting to harvest the full potential of smart metering.

*“This cooperation with FLONIDAN will allow utilities to safely and securely retrieve gas meter data, either direct via Trilliant RF WANs or utilizing existing cellular networks, or via zigbee or Wireless mBus networks, all to give actionable data into our customers’ hands,” says Richard Wiles, Trilliant’s Vice President, EMEA. “Working together creates a global solution for all meter connection types, including new carbon-friendly hydrogen meters, for credit and prepayment applications that require no hardware variants to provide the best total cost of ownership.”*

*“We share Trilliant’s commitment to smart multi-utility and multi-technology solutions to improve operations, save costs and even more importantly lower carbon footprint,” says FLONIDAN’s Sales Director, Pete Sanders. “We believe that the best solution comes from seeing the bigger picture. And understanding the full context in which our products and services are used. Combining our skills and expertise with those of partners and customers is the best way to an open, sustainable and workable solution.”*

This partnership provides customers with a new metering option that is optimized to meet the needs of today’s energy providers. Together, Trilliant and FLONIDAN collaborated to provide expertise in strategy, planning and implementation across the global marketplace.

**About FLONIDAN:** FLONIDAN designs, develops, and manufactures innovative gas metering solutions, that enables professionals in public and private energy companies to securely meter and transmit consumption and grid details. Supporting a variety of connectivity technologies FLONIDAN helps customers realize long-lasting value of their smart metering investment. [www.flonidan.com](http://www.flonidan.com)