



OSDI Partner Program

PROGRAM BROCHURE

Trilliant is a global leader in smart grid communications, offering the market's most proven, powerful, multi-technology smart grid communications platform. Trilliant has helped leading utilities and energy retailers around the world achieve their smart grid visions through the Trilliant Communications Platform, a purpose-built communications platform that integrates disparate systems of systems into a unified whole.

Proven Solutions

- Utilizes public cellular networks for high-reliability WAN connectivity
- Supports industry standard metering protocols; DLSP/COSEM and ZigBee
- Scalable platform
- Extensible, upgradeable, and secure

True Interoperability

- Broad-based interoperability with world-class partners
- Pioneering standards in Europe and beyond
- Supports open-standards and true flexibility

Consumer Focused

- Enables true consumer engagement
- Empowers consumers to make smarter decisions about energy use
- Offers value-added benefits to increase consumer satisfaction

PROVEN. INNOVATIVE. LEADING.

Your Number One Partner for Powerful Smart Grid Communications.

The Trilliant Communications Platform brings the most advanced system-level capabilities to utilities:

- **Multi-technology platform** – utilities can mix and match RF mesh, cellular, or PLC in a single deployment with common management and business processes
- **End-to-end system** – provides multi-tier intelligent networks comprising highest bandwidth, lowest-latency Wide Area Network (WAN), Neighborhood Area Network (NAN), Home Area Network (HAN) and modular head-end software
- **DDX Technology** – Trilliant's award-winning Dynamic Data eXchange (DDX) technology facilitates efficient interactions between devices and the head-end system through distributed intelligence at every device, to enable massive scalability and functionality to millions of devices while reducing infrastructure and operational costs
- **End-to-end partitioned security** – includes Trilliant's built-in, end-to-end partitioned security technology that meets the highest standards of security requirements to ensure all security aspects – privacy, confidentiality, integrity, availability, authentication, authorization, and accountability – across the entire Smart Grid
- **Global-standards based interoperability** – leverages global standards ensuring future-proof, interoperable solutions for all Smart Grid applications

Now, as a leading device manufacturer, you can also better serve your utility customers by offering the powerful Trilliant Communications Platform through joining Trilliant's Open Smart Device Interface (OSDI) Partner Program.

Trilliant OSDI Partner Program

The program aims to provide device manufacturer participants with an easy, fast and low-cost way to adopt powerful, proven and comprehensive smart grid communication solutions to better help their utility customers achieve and deliver the benefits of a smarter grid.

Benefits of joining the Trilliant OSDI Partner Program

- Implementation of a proven smart grid communications solutions in a cost-effective manner
- Enables fast time to market
- Allows partner to focus on core competencies
- Offers internationally recognized standards compliance
- Offers powerful channel partnership

Understanding the need to enable device manufacturers to participate more fully in offering smart grid communications solutions to their utility customers, the Trilliant philosophy has always been to decouple devices from communications. The Trilliant Communications Platform's powerful system-level intelligence manifests this philosophy in the OSDI Module.

The OSDI module offers the power of a proven system, multiple IP communications options, and competitive procurement to 3rd party devices:

- **Easy to integrate**
 - Integrated in dozens of devices from different vendors
 - Supports all internationally accepted standards (ANSI, DLMS/COSEM, ZigBee and others)
 - Offers flexible delivery approaches for embedding in 3rd party devices
- **Enables system-level capability**
 - Distributed intelligence on devices for system-level optimization
 - Provides coordination with head-end software for security and scalability

The Trilliant OSDI Module offers the following powerful benefits:

- **Advanced technology**
 - Market-leading RF Mesh and Cellular communications available for meter integration
 - Compatible with the Trilliant's SecureMesh systems and UnitySuite software
- **Flexible**
 - Interchangeable 1 Watt and 250 mW RF options available
 - Cellular (2G, 3G, 4G) available
 - Works in any meter
 - FCC and MID certified
- **Low cost**
 - Integrates directly in the host device for low-cost implementation
 - No up-front license fee



OSDI Modules

Join the Trilliant OSDI Partner Program Today

To offer your utility customers the added benefits of powerful smart grid communications capabilities, join the Trilliant's OSDI Program today.

By joining the Trilliant OSDI Partner Program, you will enjoy the following benefits:

- **The opportunity to sell advanced communications solutions to your partners and utility customers:**
 - o RF Mesh
 - o Cellular
 - o Scalable and Robust headend software
 - o Technology proven at large-scale deployments
- **Avoid the cost of developing a communication solution:**
 - o Low cost, standards-based integration
 - o Low risk product development
 - o Trilliant support

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The following process explains the simple steps to join the Trilliant OSDI Partner Program:

- 1) **Due Diligence**
 - o Express interest in embedding Trilliant solutions into your device
 - o Trilliant and Partner conduct mutual due diligence to ensure right fit
- 2) **Commercial**
 - o Sign mutual Non-Disclosure Agreement (NDA), Memorandum of Understanding (MOU), Licensing, and Reseller agreements
- 3) **Integration**
 - o Information Exchange with Trilliant
 - o Trilliant assigns a support team and regular meetings scheduled
 - o Begin integration and internal qualification work
- 4) **Qualification**
 - o Validate performance by obtaining RF and metrology certifications for the integrated product and for Trilliant end-to-end compatibility testing per agreement
- 5) **Authorization**
 - o Upon successful validation, receive full resale authority and use of Trilliant ready products

Contact us today at sales@trilliantinc.com to discuss how you too can become a Trilliant OSDI Partner and deliver benefits to your utility customers.



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