SIEMENS / LONG ISLAND (USA)
POWER AUTHORITY / TENDER SUPPORT



The Client

SIEMENS

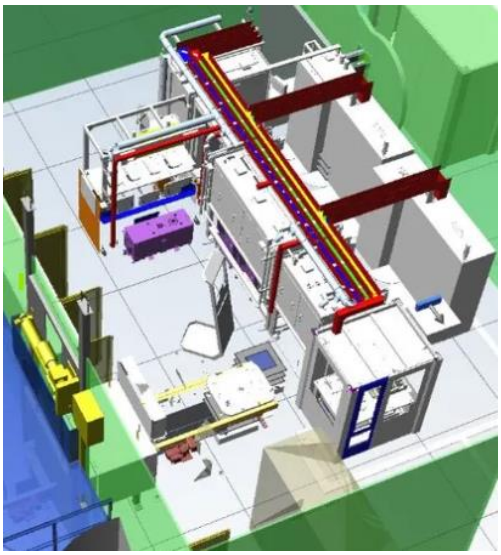
Siemens AG is a German multinational technology conglomerate, focused on industrial automation, distributed energy resources, rail transport and health technology.

The Challenge

- Develop key sections of the LIPA Request for Proposal (RFP) response documentation utilizing unique benchmark operational experience from Australian electricity distributors.
- Prepare key sections of the final RFI response document covering issues such as :
  - Service delivery approach
  - Organization and management interfacing
  - Liability issues
  - Governance Models
  - Service Level Agreements – structure and KPI's
  - Resource requirements and employment contract alternatives
  - Transition Issues
- Following submission of the RFI response attend with the Siemens USA management team in jointly presenting the Siemens USA proposal to Senior LIPA executives and Board Members.

The Project

- Siemens were submitting a proposal for Electrical Utility Management Services to the Long Island Power Authority (LIPA).



The Outcome

- Liaising with Siemens USA and providing advice on the experience of Australian electricity distributors in the outsourcing of utility management services.

'experience makes a difference'

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