GÖRLITZ - Energy Data Management

GÖRLITZ Integrates Sierra Wireless Modules for a Flexible, High-Quality Metering Solution

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GÖRLITZ is a leading manufacturer of Automatic Meter Reading (AMR) andenergy information management systems for the retrieval and managementof energy data used in billing systems and fault monitoring. The company hasmore than 800 customers across Europe, mainly from the industrial and energysectors, where they deploy GÖRLITZ’s hardware and software to record,transmit, collect and bill meter data for energy delivery and consumption.

Business challenge

One of GÖRLITZ Austria’s core products is its Ethernet/GPRS router whichconnects electricity meters deployed in the field and allows customers toremotely collect energy usage data.

GÖRLITZ Austria turned to Sierra Wireless to help meet its connectivitychallenges. GÖRLITZ required an end-to-end solution to transmit data over aGPRS connection in order to communicate with electricity meters, based onhighly reliable and robust

industrial-grade hardware. Moreover, they wanteda platform that would enable application development to be as simple aspossible.

Sierra wireless M2M Embedded solutions

The Sierra Wireless solution combined the AirPrime Q2686 Embedded WirelessModule, the Open AT® Application Framework and the Developer Studio. TheAirPrime Q2686 is a robust, industrial grade and programmable quad-band 2GGPRS module proven across multiple energy-sector deployments. The OpenAT Application Framework, provides an M2M-specific operating system as wellas a range of ready-to-use software libraries to streamline development time.The Sierra Wireless Developer Studio is an easy-to-use and comprehensivedevelopment tools that allows GÖRLITZ to get its products to market quickly,providing a major competitive advantage.

GORLITZ Ethernet/GPRS router is able to provide a seamless TCP connectionto each electricity meter thanks to the Network Address Translation (NAT),which is now part of the Open AT Internet Library. Helmut Ratzenhofer, CEOof GÖRLITZ Austria, commented: “Sierra Wireless impressed us by being ableto create this application as a bespoke feature to our solution, demonstratingjust how flexible they could be as a partner. This feature was vital for us as itenabled our routers to communicate fully with customers’ electricity meters.”

Simple to deploy and future-proof

The combined hardware, application framework and development tools ofSierra Wireless ensure that deploying the Ethernet/GPRS router is as simpleas possible. Teaming up with Sierra Wireless enabled GÖRLITZ to carry outsmooth wireless connectivity integration to its solution and to focus on its corebusiness, as a smart metering expert. GÖRLITZ could incorporate the modulequickly and get its gateway to market quickly.

Moreover, with simple asset management and monitoring capabilities anda clear upgrade path built in to the modules, Sierra Wireless has ensuredthat GÖRLITZ can evolve the router as required. Helmut Ratzenhofercontinued: “Sierra Wireless has enabled effective remote management ofassets in the field. If a fault were to occur, the solution allows for alarms tobe automatically sent to engineers in real time. If a module needs replacingit can be easily identified and switched out, without needing to change theentire gateway. As well as ensuring rapid fault repair, this further benefits ourcustomers by keeping costs down”.

Cost effective

Sierra Wireless’ solution has helped reduce costs for GÖRLITZ both interms of cost of deployment and cost of maintaining the routers. Throughthe streamlined development time enabled by the Open AT ApplicationFramework, the use of its M2M operating system and software librarieswithin the module, the total cost of deployment was much lower than whatcompeting solutions could offer.

As the Sierra Wireless solution removes the need for GÖRLITZ to deployan external component to manage the routing function of the gateway,moreover, the total bill of materials for each device is significantly lower thanwith alternative solutions – by a factor of several dollars per unit.

In addition, Sierra Wireless’ modules are industrial-grade and proven in theenergy market, built with special features to manage the high power spikescommon to the electricity market. Due to this, GÖRLITZ can rest assuredthat the modules will be robust enough to operate effectively in the field forlong periods of time. This can result in further cost savings from not havingto repeatedly replace or repair defective modules once they are in the field.

RESDULTS

GÖRLITZ customers using its AMR routers are benefitting from having asingle communications channel to interrogate meters and send the resultinginformation to their data centers for analysis. Sierra Wireless’ modules arehelping GÖRLITZ achieve its aims of providing the most effective, reliableand feature-rich routers through:

- Secure and reliable wireless connectivity
- Robust technology proven in many energy industry deployments
- Fast deployment and cost-effective maintenance and support

Helmut Ratzenhofer concludes: “Sierra Wireless brought to bear its wideexperience and expertise in the wireless and energy spaces to deliver us asolution that was easy to integrate and deploy and one that has provided usa platform to create new applications in the future. When combined with ourexpertise in the smart metering space, we can provide our customers with agateway that allows them to efficiently gather the intelligence and data theyneed for their businesses to succeed.”

Solution:

- Wireless Module: AirPrime™ Q2686
- Application Framework: Open AT©
- Development Tools: Developer Studio

Key Benefits:

- Reduced time to market
- Lower bill of materials
- Greater flexibility in deployment
- Future-proof product



