



# **TERRANOVA**

INNOVATIONS FOR UTILITIES

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## OUR MISSION

To create **lasting value** for our customers through our world class software solutions.

## OUR CUSTOMERS

Our customers come from the **gas, water** and **electricity** sectors. In recent times, they have found themselves facing increasing demands from a more diverse and dynamic marketplace.

Achieving **operational excellence** and delivering gas, water and electricity safely and reliably calls for a **bolder** approach towards dealing with **change**. Improving customer service and engagement, addressing acute usage patterns and environmental impact are just some of the areas of concern. These and many other **challenges** have to be considered against the backdrop of an ageing infrastructure and limited **resources**.

The good news is that Terranova can help.

## WHY TERRANOVA?

Our **vision** has always been to lead the market by sharing our **expertise**. We create powerful and highly configurable solutions that **anticipate** our customer's requirements and help them achieve positive **results**.

Since 2001 **Terranova** has gone on to become a leading software supplier into the gas, electric and water sectors. **We are innovators**. We create solutions. We take complex processes and make them simple.

Our expertise within smart metering, workforce and smart grid management ideally places us to best support your business needs. Solving problems means **working together** with our customers to grow **solid partnerships** that help them contribute towards shaping a **brighter future**.

Meeting this challenge is about creating tailored solutions that assist in the **digital transformation** of utilities to encourage smarter and more responsive operations. Our **Digital Enablement Platform** brings software which unlocks **business value**. This is achieved by utilising the latest developments in **artificial intelligence** to make existing processes automatic and autonomous. In short, Terranova gives your organisation the tools to innovate, better manage, and moderate usage of resources in **real time**.

At the heart of this success is our approach to technology which we call the '**Terranova Way**'. It is rooted in the belief that IT should positively enable your business and not impede it. With continued **investment in research** and development our software remains powerful and modular in design. It can be tailored to meet even the most complex demands of the **utility sector**.

Our success is also rooted in Terranova's most important asset, our **people**. Together with our **core values** of, tenacity, centricity, integrity, quality and accountability, we encourage a culture of **proactive collaboration**, individual development and personal growth. It is this, which keeps us and our customers ahead of the curve.

Today Terranova serves over **200 customers** and as part of Pietro Fiorentini S.p.A our reach now extends globally in more than **80 countries**.

# TENACITY · CENTRICITY · INTEGRITY QUALITY · ACCOUNTABILITY



Revenues of  
**\$ 49 million**



Steady growth  
**20%** a year



**300+**  
employees



**200+**  
Utility Customers



**80+**  
Locations Globally



**Over 8 MLN**  
Meters Managed

## Areas of Expertise

### Digital transformation of Utilities

At Terranova we believe that IT should positively enable your business and not impede it. A demanding market requires Utility companies to seek out software that is interoperable, modular, scalable, and secure. Together with solid and lasting partnerships, we have influenced the digital transformation of utilities. In short, our customers use our software to solve problems and create business value.

### Distribution

Our journey started within the gas and electricity sector. We developed tools to help our customers achieve operational excellence and deliver energy more safely and reliably. Network monitoring, workforce management, process automation, and augmented reality are just some of our innovations. Solid partnerships together with world class products help our customers overcome the most demanding challenges to create lasting results.

### Smart Grid

The smart grid and smart metering revolution is an exciting one. It brings about an abundance of information which utility companies can now leverage to facilitate data-driven decisions that unlock business value. Accurate billing, reduced energy theft, time-of-use pricing, increased customer confidence and lower overheads are just some of the possibilities. Terranova's solutions are helping our customers build a better future.

### Water

Delivering a scarce resource to meet increasing demand, is a fine balancing act. With our software it need not be. Terranova offers a range of tools to help water companies rise to the challenge and make every drop count. Use the power of smart metering to decrease overheads, encourage your customers to use water more responsibly, reduce waste, and much more.

### The Bigger Picture

The transformation of the utility sector will require strong vision, leadership and commitment. Terranova is part of a diverse family of companies headed by our parent, Pietro Fiorentini S.p.A who has a rich heritage within the utility sector spanning 70 years. Working together we are helping our colleagues and customers create a positive legacy that will last for years to come.



## OUR KEY EMEA CLIENTS



## EMEA OFFICES

as part of



- AUSTRIA
- FRANCE
- GERMANY
- HUNGARY
- ITALY
- NETHERLANDS
- POLAND
- TURKEY
- UNITED KINGDOM



For more information of how Terranova can help your organisation please contact

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