

Powerline Telecommunications Study Completed; TeleForum Planned

FOXBORO, MA, March 14, 2002 - The Shpigler Group is pleased to announce that the UTC Powerline project has been completed and results of the study are now ready for delivery. The project examines the growing demand for broadband solutions and how PLT can successfully compete with other technologies to support such demand. Many of the key issues addressed in the study include:

- Is there demand for PLT?
- Will PLT technology work in the foreseeable future?
- Can utilities build a viable business case for offering services over PLT?
- What should the product and service offering be?
- What are the regulatory issues associated with this new technology?
- What is the potential value of a PLT business for electric utilities?

“For many years, electric utilities have been tracking the technical developments of PLT,” explained David Shpigler, President of The Shpigler Group. “Now that commercial viability is closer than ever, utilities need to evaluate the potential business case. This study is the first of its kind to investigate this issue.” David Shpigler, President of The Shpigler Group, will present these findings on a UTC TeleForum on March 27, 2002 at 2:00PM EST. For information about the TeleForum, visit <http://www.teleforums.utc.org>.

Founded in 1948, UTC represents the telecommunications interests of electric and gas utilities, water companies, gas pipelines and other critical infrastructure entities, along with their technology partners. UTC is a global federation of direct business members and affiliated trade associations representing over 10,000 organizations serving all corners of the world and virtually every community in North America.

The Shpigler Group is a strategy management consulting firm focused on the telecommunications and technology sector. The Shpigler Group works with utilities, municipalities, telecom service providers, and infrastructure and technology developers. For these clients, The Shpigler Group works to solve complex issues involving strategic assessment, market analysis, business case development, economic evaluation of network design, and competitive and partnership assessment. For more information about the firm, visit the company website at www.shpigler.com.

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