

Major BPL Study Released

WASHINGTON, DC, July 21, 2003 – The final report of the Broadband Power Line Business Case Study, conducted for the United Telecom Council (UTC) Research Department by The Shpigler Group, was officially released today on a conference call with study participants. With significant developments in the BPL sector in the last year, the study evaluates in significant detail the viability of the business case for the new technology.

BPL technology has generated significant interest within the utility telecom sector. Among the key features of the report include an in-depth focus on the variety of different architectures that support successful business cases in various market environments. The study also unveiled new applications for BPL technology in addition to broadband access, including Automated Meter Reading (AMR), demand side management, transformer overload analysis, and other utility benefits, along with other commercial applications, all of which could yield significant positive financial returns for those deploying or using BPL. The study found Internal Rates of Return of over 50 percent for deploying companies, along with cost savings to utilities in the tens of millions of dollars.

“We’re seeing terrific interest among utilities and technology providers in broadband over power line, and these companies are craving more information,” noted UTC and UPLC President/CEO Bill Moroney. “UTC’s new research study provides an in-depth analysis that will help utilities of all sizes, in all kinds of markets, plan a BPL project.” UTC conducted a smaller study on this topic in 2002; the new study examines the technology being deployed by nine vendors, and looks at four separate architectures in markets of three different sizes.

Also included in the study was an overview of BPL activities in European markets, different retail applications that can be offered over BPL architecture, and detail on regulatory issues and their financial impacts. “With commercial BPL deployment set for this year in several markets and an ongoing FCC proceeding, UTC’s long-term commitment to BPL is more important than ever,” stated UTC Director of Research and Shpigler Group president David Shpigler. “We believe this study provides a roadmap that will help dozens of utilities and their technology partners move forward.”

More information about the 2003 BPL Business Case Study can be found [here](#).

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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