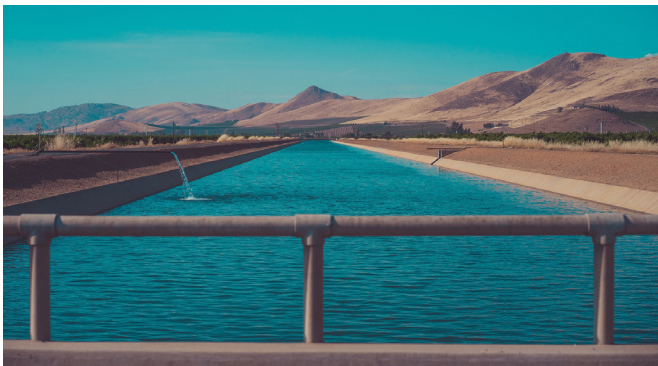# kerlink
communication is everything

Saur reaches a 95% performance rate of its deployed meters using a standards-based and future-proof Kerlink solution

December 2018 | Version 1.1

Saur – an international company headquartered in France specialized in delivering water and water-related services – needed to replace its in-house smart metering solution to efficiently, reliably, safely, and economically satisfy its customers' and operational needs. But Saur wanted a highly experienced partner with live-in-field, scalable, standardized solutions. So Saur turned to Kerlink for hardware, software management tools, and support services. With Kerlink's help, Saur is deploying a highly successful, future-proof, smart water metering solution with a performance rate of 95% of its deployed meters.

Saur standardizes on IoT

Saur is an international water supplier and environmental services firm. With 2017 annual revenue of EUR1.29 billion and over 9,000 employees,

Company name: Saur Group
Headquarters: Issy-les-Molineaux, France
Year founded: 1933
Revenue: EUR1.29 billion (2017)
Employees: 9000
Industry sector: water delivery and environmental services

Saur has been supplying water and services for 85 years with operations in France, Poland, Saudi Arabia, Scotland, and Spain. Saur is now a leader in adopting technologies that allow it to better and more reliably satisfy its 12 million customers' needs.

Saur initially had an in-house smart metering solution for many years based on a proprietary communications protocol. But supporting a proprietary solution can be expensive. Making improvements to the solution with new applications or hardware can be very difficult, as changes must be custom developed and integrated with legacy applications and systems. Saur is ensuring that any new automated water metering solution is based on industry-supported standards, fulfilled by a partner with prior experience in the utility sector, and supports innovative future applications and

hardware to ensure customers are provided a reliable, safe, and economically sensible service.

Kerlink provides the answer with its 169 Mhz AMR Chain Solution

So Saur turned to Kerlink to provide a solution of hardware including Wirgrid RF Modules for the connected water meters and Wirgrid Stations as aggregation gateways to collect data from the Wirgrid RF Modules. The modules support the AFNOR E17Z standard, meeting Saur's requirements for a standardized protocol. Kerlink also is providing the Wanesy Head End, a software management tool exclusively designed for remote meter management. This overall solution is allowing Saur to deploy smart metering over a standardized protocol to its customers, and to ensure perfect service continuity, especially through indoor and underground improved coverage.

"Saur's previous Automatic Meter Reading (AMR) technology was based on a proprietary protocol, but we wanted a solution based on a protocol that

> **"Kerlink is winning business with other large utilities like GrDF. That gives us confidence that Kerlink can successfully work with us."**
>
> *Mr. Frédéric Brunner,*
> *Head of Smart Metering, Saur*

would become a standard in AMR deployments. AFNOR, the French standards body, is supporting the new E17Z standard and Kerlink is successfully delivering a solution for us," stated Mr. Frédéric Brunner, Head of Smart Metering, Saur.

Saur chose to engage with Kerlink due to the high-quality hardware and software offered by Kerlink to other large utilities. "Though an emerging company, Kerlink is winning business with other large utilities like GrDF, a large natural gas distribution company in France. That gives us confidence that Kerlink can successfully work with us. Saur continues to purchase and deploy Kerlink gateways and RF modules for their robustness and performance," continued Mr. Brunner. Saur had several choices of IoT partners, but Kerlink's excellent technology, experience with this relevant and well-adapted radio standard, industry knowledge, and flexibility made a big difference.

Saur reaches 95% automated reading of its deployed meters

Saur continues to grow its business organically and inorganically, most recently with the acquisition of Alliance Environnement, a specialist in water supply, waste water treatment, and recycling solutions. And new opportunities present Saur the ability to deploy more IoT technology. In fact, Saur is looking at integrating sensors into its distribution systems to better automate completion of its network surveys and more. Saur believes that IoT solutions will continue to deliver operational improvements and new innovative solutions to its group of operating companies.

2