



FocusPoints™ Session Q&A Topic Guide

“A New Age Dawning for Utility Automation”

An Interactive Forum on Utility Automation/IT Market Drivers, Issues & Trends

This *Question and Answer (Q&A) Topic Guide* provides a basic set of guidelines and general ground rules for submitting questions to be addressed in the *FocusPoints™ Online Market Briefing* referenced above.

The principal topics to be addressed by the briefing (in the form of a panel discussion) include, but are not necessarily limited to, the following major market sectors and principal business/application areas.

■ Major Market Sectors

- Electric Utility Transmission & Distribution (T&D) Operations
- Water/Wastewater Utility Plant & Field (Lift Stations, Pump Stations, etc.) Operations

■ Principal Business/Application Areas

- Real-time Automation & Controls (RTAC): SCADA, Field Data Devices (FDDs) and related products, systems & services.
- Intelligent Electronic Devices & Solutions (IEDS): Substation automation products, systems & services.
- Geospatial & Field Automation Solutions (GFAS): AM/FM/GIS and Outage, Work & Field Force Management.

Questions should be market-centric and focused on one or more of the following general areas.

■ Marketplace Characteristics

■ Market Drivers, Issues & Trends

■ Future Market Outlook (2005 & On)

■ Supplier Environment

Questions may be directed to an individual panelist or to the entire panel. InfoNetrix reserves the right to address questions in any order and direct questions to whichever panelist(s) it deems best able to provide an appropriate answer. You may submit/ask as many questions as you wish. A reasonable attempt will be made to answer as many of the questions meeting the above criteria, time permitting. Questions submitted in advance will be given priority so please submit your questions as soon as possible.

Please submit all questions via email to Info@InfoNetrix.com, with **QA0205** in the Subject line of your email. Be sure to include your name, title, and company affiliation (if any). Also, please number questions individually and avoid questions with more than two parts, if possible.

CONFIDENTIALITY

The individual identity of anyone submitting questions will not be divulged to any third parties before, during or after the session.