



# ATANVO - AG



**Jürgen Unfried**  
President & CEO ATANVO AG



# SERVICES FOR OUR CUSTOMERS

## Consulting

Analysis

Concepts

Preparation of decisions

## Project-management

Leading a project  
 -- Construction  
 -- Development of Services  
 -- Integration of partners  
 -- market surveys

Implementation-know-how

Process-engineering

Operating Networks

## Technology-transfer

Moderation of Vendor independent development

know-how moderation

Technical product engineering

Patents and licence-management

## Management of campaigns

Working in panels

Standardization

Regulation

Lobbying:  
 -concepts  
 -actions

Member of Managing board PLCforum

Chairman PTF



## MAIN TOPICS

- Telecommunication Networks
  
- PLC
  - Access
  - Inhome
  
- Utility Business
  - Deregulation, liberalization
  - metering
  - Power generation
  - M&A
  
- Product Development – Participation methods
  - Civil Cell Method
  
- Regulation / Standard Development / Patent management



# MAJOR CUSTOMER GROUPS

- Utilities
- Carriers and Telcos (also CaTV)
- Manufacturers
  - IT / TC – Equipment
  - Metering Systems
- Branch Organisations
- Public Administration and Government

# CUSTOMERS

## Utilities



## Carriers and Providers



## Manufacturers



## Organisations



## Cooperations



## Areas:

- Europe, Latin America, Asia-Pacific, Middle East, Africa

# WORLD WIDE PROJECTS



Installations-  
Here Philippines  
-Davao  
-Similar to Brasil

# WORLD WIDE PROJECT DEVELOPMENT



Headquarter of  
Taiwan Power  
Research Institute

# WORLD WIDE KNOWLEDGE TRANSFER



Joint Installation  
At the Customer  
Here-  
Dr. Pu /TPRI  
-aim:  
transfer of Knowledge





# WORLD WIDE COOPERATION



Joint configuration of  
PLC-equipment  
- Here:  
Singapur-Power-Telecom

## WORLD WIDE DEVELOPMENT



Experience in all  
Voltage-Levels  
-Here:  
-MV-substation at  
A primary school  
Taipei / Taiwan



# WORLD WIDE RESEARCH



Development based  
On measurement

Here:  
Technical University  
Taipei / Taiwan



# WORLD WIDE R&D COOPERATION



Important task:

- R&D partner for Manufacturers

- here substation Merlin Gerin coupler - Eichhoff



# WORLD WIDE CHALLENGES



Every Moment-  
Flexible with maximum  
skills

Here:  
Preparation of modem  
Test – night before  
in the Hotel



# NEW TECHNOLOGIES- INTEGRATED



## New AMR – Technique

- wireless AMR
- combined with PLC

# INDEPENDENT EXPERIENCE



Here – Installation of main.net  
Mannheim – worlds largest  
Commercial rollout  
- 110 000 Customers passed



# EXPERIENCE IN THE FRAMEWORK



Net-  
management  
Center

EnBW  
Germany