



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

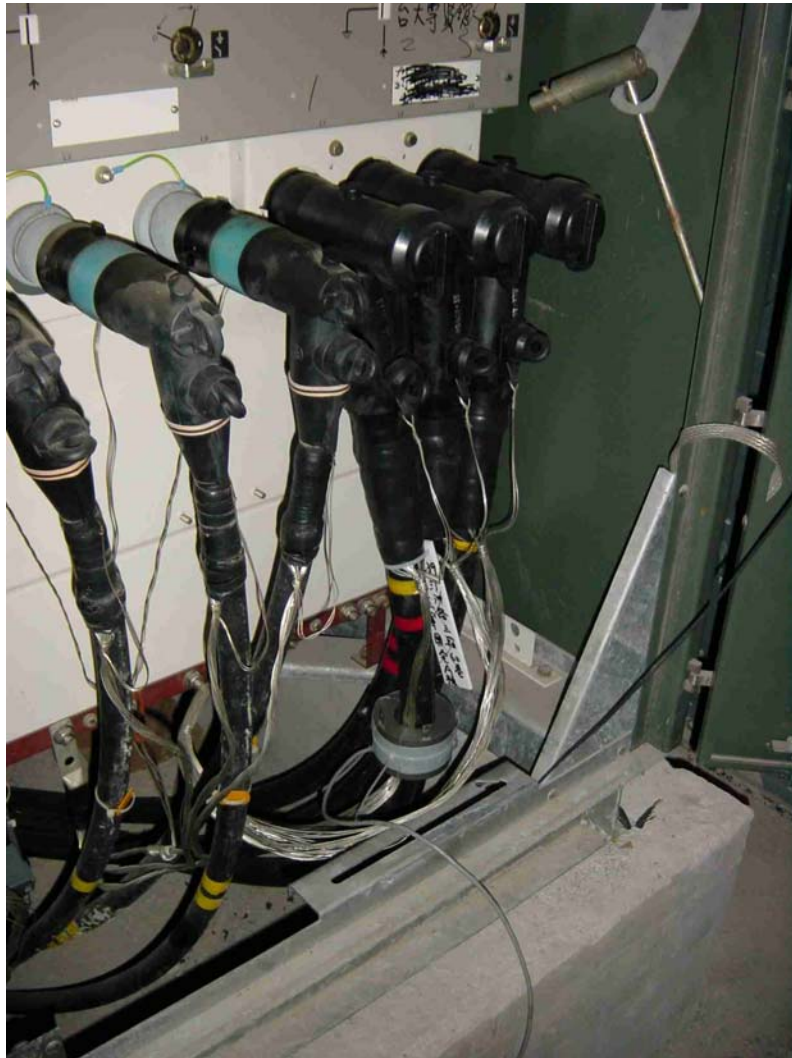
WORLD WIDE RESEARCH



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