

CHAIRMEN'S REPORT – AGM 2021

MAY 2020 – MAY 2021

As the pandemic continued into 2021, the STS Association migrated seamlessly to operating a digital domain. All board meetings, working groups and marketing activities were held very successfully in a virtual environment without any impact on the operations of the association.

As we accelerate towards the 2024 TID Rollover deadline, the association placed a lot of emphasis on communication and digital marketing campaigns relating to disseminating relevant information to as many users of the technology as possible. In addition to this, the STS Association continued to progress and enhance aspects of the specifications and associated companion specifications.

Our active membership, as at May 2021, stands at 217. Other than 2020, membership has shown growth year on year which indicates a continued trend in the adoption of the technology. The accumulative growth year on year is shown in Figure 1.

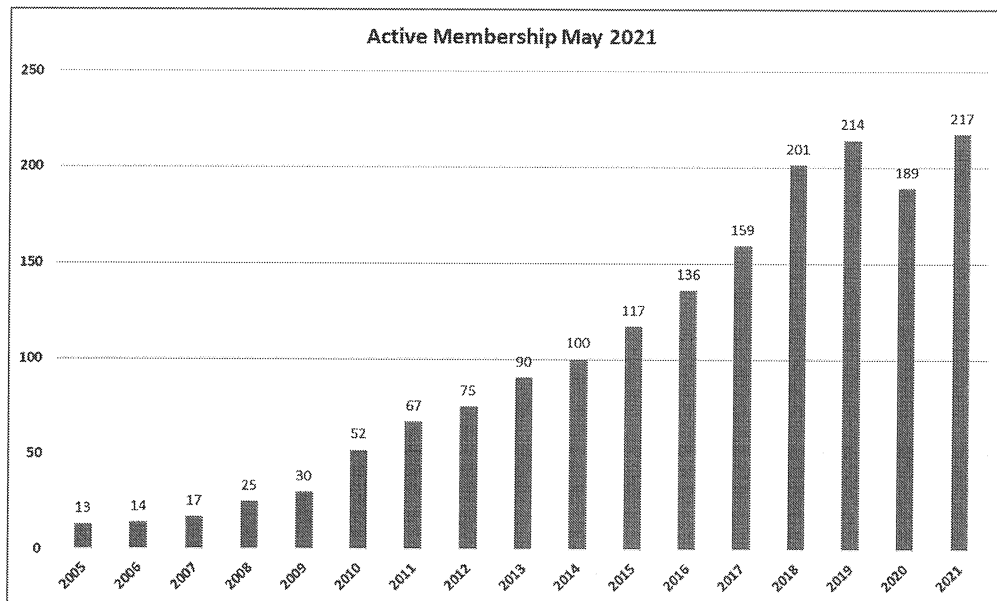
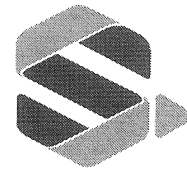


Figure 1: Accumulative Year on Year Membership Growth

Membership contributed 7.8MZAR against a budget of 5.5MZAR for the financial year ending 2020.

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Financially, the Association remains in a healthy position which has allowed us to continue with various work efforts to ensure the continuous improvement of the standard. Audited financial results, which will be tabled at the Annual General Meeting in June 2021, reflect a Net income for this financial year of 3.05MZAR. With marketing playing a key role in the TID rollover communication campaign, it remained the highest expense for 2020 at around 2.3MZAR. This was 700K down from 2019 due to the absence of on premise industry events and tradeshow. Continued enhancement to the Key Management Centre (KMC) were approved at a total of 1.2MZAR.

The KMC remains a key component of the STS ecosystem thus the Association will continue to invest in upgrading and enhancing the system. A major change to the KMC included an automated mechanism for receiving vending key load files which will enable 24/7/365 support for these requests. Activities relating the KMC are being driven by working group 8.

The marketing team led by Mr. Dave Tarr, has met regularly over the last year to ensure a strong focus on marketing activities and to keep members and users of the STS technology up to date on latest industry events, specifications and continually highlighting the importance of implementing the TID rollover project. Predominant marketing initiatives for 2020 are shown below.

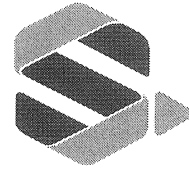
- Ensuring the successful transition of TID rollover. This has taken highest priority from a technical and marketing perspective
- Continued presence at various online webinars and industry events to drive home the importance of the TID Rollover program for all user of the STS technology. The next event is ENLIT Africa on 10th June 2021
- Continued promotion of the STS Edition 2 specification and the evolution of STS to support smart metering technologies i.e. the development of the STS DLMS token gateway specifications. In this regard, a well received webinar was held in May 2021.
- We have started to create a range of short STS technical information and STS training videos for the STSA YouTube channel and other social media platforms. The main objective is knowledge sharing for the STSA members and users of the STS specifications
- STS online platforms such as Facebook, Twitter, YouTube and LinkedIn were leveraged for continuous marketing and communication updates.

The marketing team will continue to make full use of digital platforms such as webinars and virtual meeting rooms to reach out to the STS community.

The TID rollover program, under the project management of Mr. Don Taylor, saw significant efforts placed in trying to reach users of the STS technology to communicate and make users aware of the TID rollover process and the implications and financial risks that will arise if no action is taken. A dedicated TID Rollover project team has now been active for 1 year. A total of 1900 SGC owners have been

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identified for notification however only 1050 have thus far been reached. The lower than anticipated numbers are largely due to a lack of address details of SGC owners. This has been exasperated by the global lock-down of air traffic, which has hampered courier deliveries of notifications. To reach the remaining 850 SGS owners, the team has sent out requests to STS equipment manufacturers to forward the notifications on to their customers. Other channels of communication are also being employed such as webinars, social media, a dedicated website and industry associations. To date, little progress has been made on the utilities' side of the project with only a few having started the roll-out in the field. With very little time remaining to 2024 it is becoming critical that utilities start the field roll-out as soon as possible to avoid serious consequences.

In terms of product and vending system certification to STS Edition 2, 150 electricity meters, 13 water meters, 4 gas meter, 3 hardware security modules and 36 vending systems have been tested and certified against the latest standard.

Lastly, I would like to take this opportunity to thank the current board for their continued support throughout the year. The 2020 STSA board was constituted as follows:

- Mr. Lance Hawkins-Dady (Conlog and chairman)
- Mr. Don Taylor (Itron)
- Mr. Shawn O'Neil (Security Module Manufacturers)
- Mr. Deon van Rooi (Eskom)
- Mr. Dave Tarr (Landis+Gyr)
- Mr. Lee Naicker (Alternate Landis+Gyr)
- Mr. Lebina Tsepe (Vending System Manufacturers)
- Mr. Mohammad Manouchehri (Meter Manufacturers)
- Mr. Andy Stoner (Independent co-opted Director)
- Mr. Franco Pucci (Technical Consultant)
- Mr. Kobus van den Berg (Association of Municipal Electricity Utilities)
- Ms. Jayshree Pershad (Association of Municipal Electricity Utilities)
- Mr. Vally Padayachee (Alternate Association of Municipal Electricity Utilities)
- Mr. Jean Venter (Secretariat)

Many thanks and stay safe,

Lance Hawkins-Dady

STSA Chairman

2 June 2021

BACK TO AGENDA

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