Meter to Margin

Turning Smart Meter Data into Financial Certainty

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METER TO MARGIN

Your meters report every half hour. Your P&L reports once a month.

Live revenue & cost

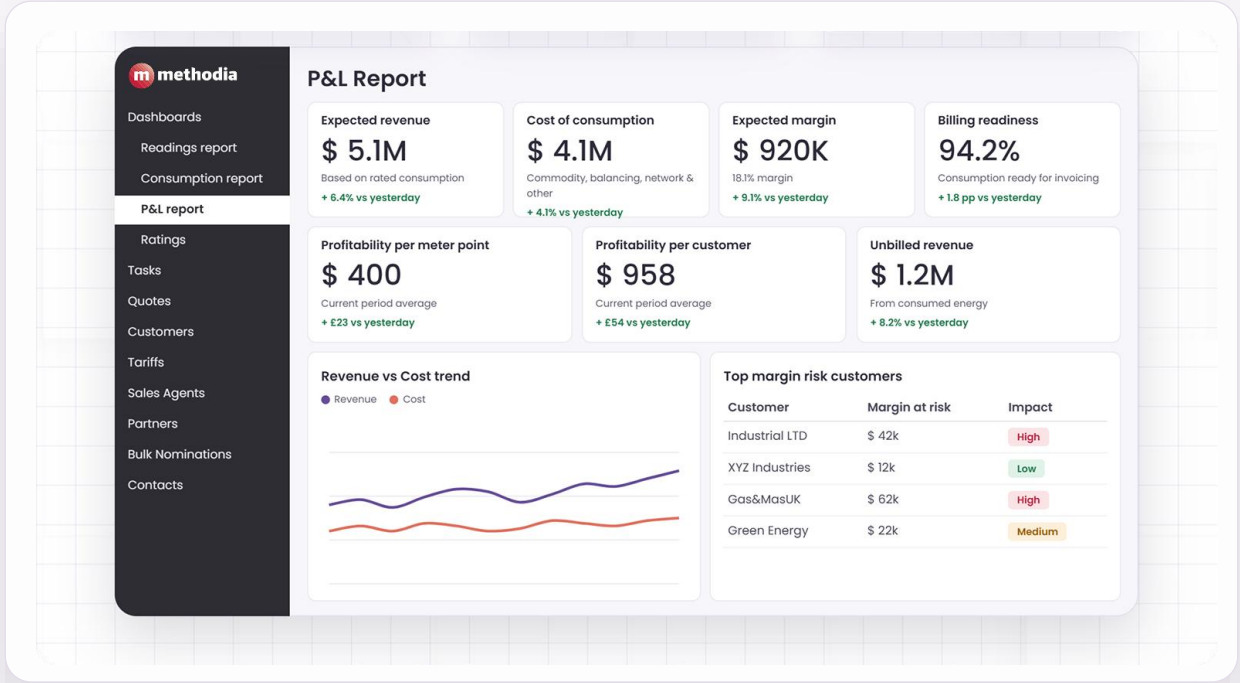
for every customer, site and portfolio

Live margin

as it happens, not at month-end

Margin at risk

spotted while there is still time to act



Meter-to-margin is possible. Here is why it matters, and how it works.

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Why it matters: what late data costs

Across energy and water, late or missing meter data turns into lost revenue, written-off invoices and margin you cannot see in time.

Electricity

19%
of initial bills not based on actual readings

£172M
written off through backbilling protection

Water

23%
of treated water lost in EU distribution

US$39B
yearly economic impact of non-revenue water

Gas

0.93%–1.57%
unaccounted-for gas in a national network

€460K–€690K
unaccounted value on a 1 TWh gas portfolio

What's at stake

€1M
of exposure from a 1% deviation on a €100M portfolio

Every point of accuracy recovered goes straight back to margin.

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The gap between data and certainty

Utilities know what is happening operationally. The financial impact often becomes clear much later, through billing, reconciliation or manual checks.

Operational signal

Smart meter readings and asset events now arrive in real or near-real time.

Disconnected processes

Validation, estimation, rating and costing are spread across separate systems and teams.

Late financial visibility

Revenue leakage and margin issues are discovered after the window to act has closed.

Resulting complexity

Manual handoffs, delayed decisions and limited confidence in current and projected financial performance.

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Meter-to-cash has never been enough

Traditional processes move from reading to billing, then to later reconciliation, creating a costly gap between operational events and financial understanding.



The result: revenue leakage, delayed cost visibility, missing readings, billing disputes and late discovery of margin issues.

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THE REAL QUESTION

What does meter data mean for cost, revenue and margin?

Not only what was consumed, but what it is earning and costing right now.

From meter-to-cash to meter-to-margin

Every meter movement should immediately translate into business meaning: not just consumption, but cost, revenue and expected margin.

1

Real-time meter data

Record meter changes as they happen.

2

Consumption

Convert raw data into usage volumes.

3

Adjustments & estimation

Apply corrections and estimate missing data.

4

Real-time assurance

Find cost, revenue and margin issues as they happen.

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The ultimate meter-to-margin command center

Methodia connects the complete meter-to-cash process and extends it to margin, so operations, finance and commercial teams work from the same numbers.

01 · Live consumption

Live or near-live consumption views across the portfolio and in customer-facing portals.

02 · Live rating

From meter data to rated charges, rating summaries, consumption reports and invoices.

03 · Revenue assurance

Monitor missing, estimated, abnormal and expected readings before month-end.

04 · Live P&L

Estimate revenue, cost and margin per meter or site as consumption accumulates.

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01 · LIVE CONSUMPTION

See the business as it consumes

Fewer surprises

Spot unusual usage and data gaps while there is still time to act.

Better planning

Sharper balancing, nomination and short-term demand forecasts.

Better customer conversations

Service teams and customers see current usage, not last month's bill.



THE QUESTION IT ANSWERS

"What is consumption right now, and how much of it can we trust?"

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02 · LIVE RATING & COSTING

Know what consumption is worth, daily

No waiting for the cycle

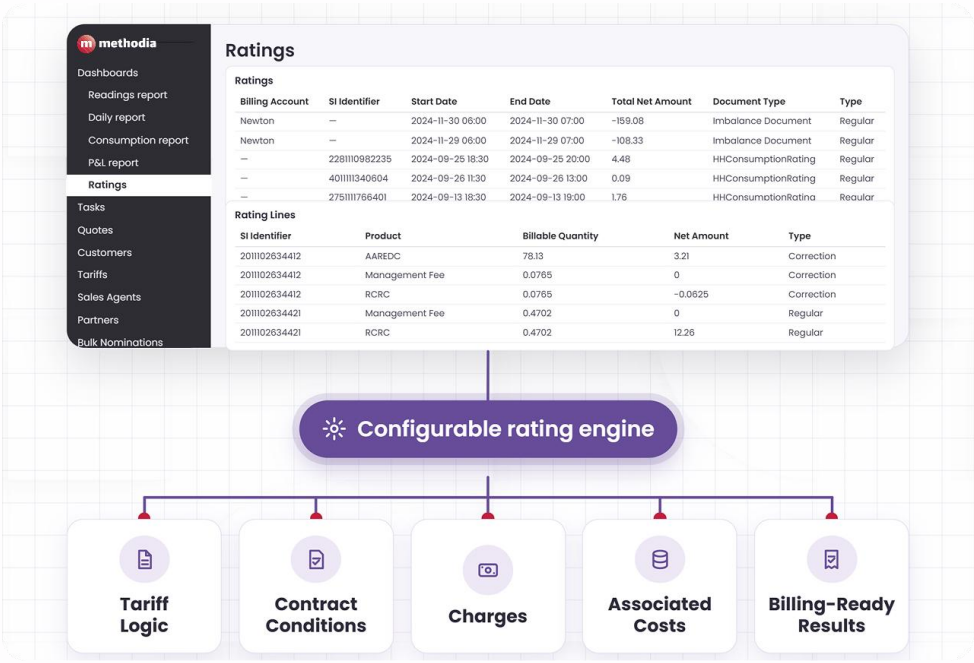
Revenue and cost are known throughout the month, not only at month-end.

Faster, cleaner billing

Billing-ready results when the period closes, with fewer last-minute corrections.

One version of the numbers

Operations and finance work from the same rated figures, with fewer hand-offs.



THE QUESTION IT ANSWERS

"What is today's consumption worth, and what did it cost us?"

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03 · REVENUE ASSURANCE

Stop leakage before it is invoiced

Earlier detection

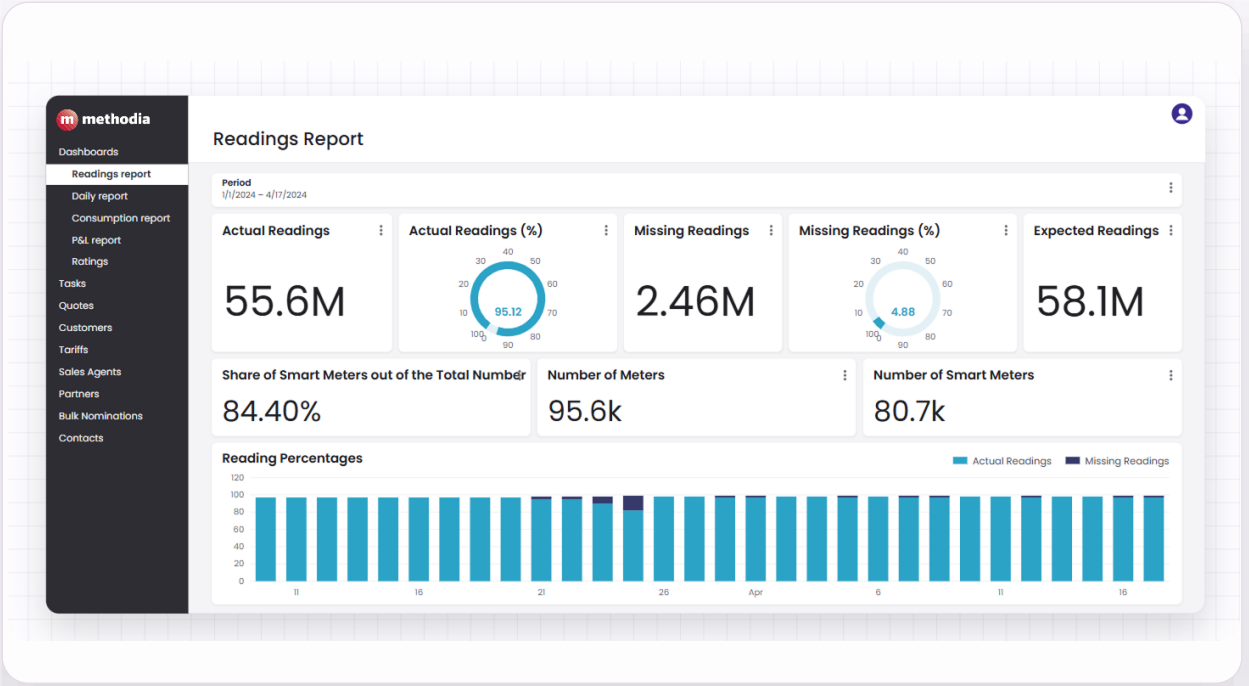
Missing, delayed or abnormal data is flagged as it happens, not at reconciliation.

Time to fix

Teams resolve exceptions before invoices go out, not after customers complain.

Protected revenue

Fewer estimated bills, corrections, disputes and write-offs.



THE QUESTION IT ANSWERS

"Where are we losing money right now, and can we still recover it?"

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04 · LIVE P&L

Know the Gap Before It Costs You Too Much

An early financial view

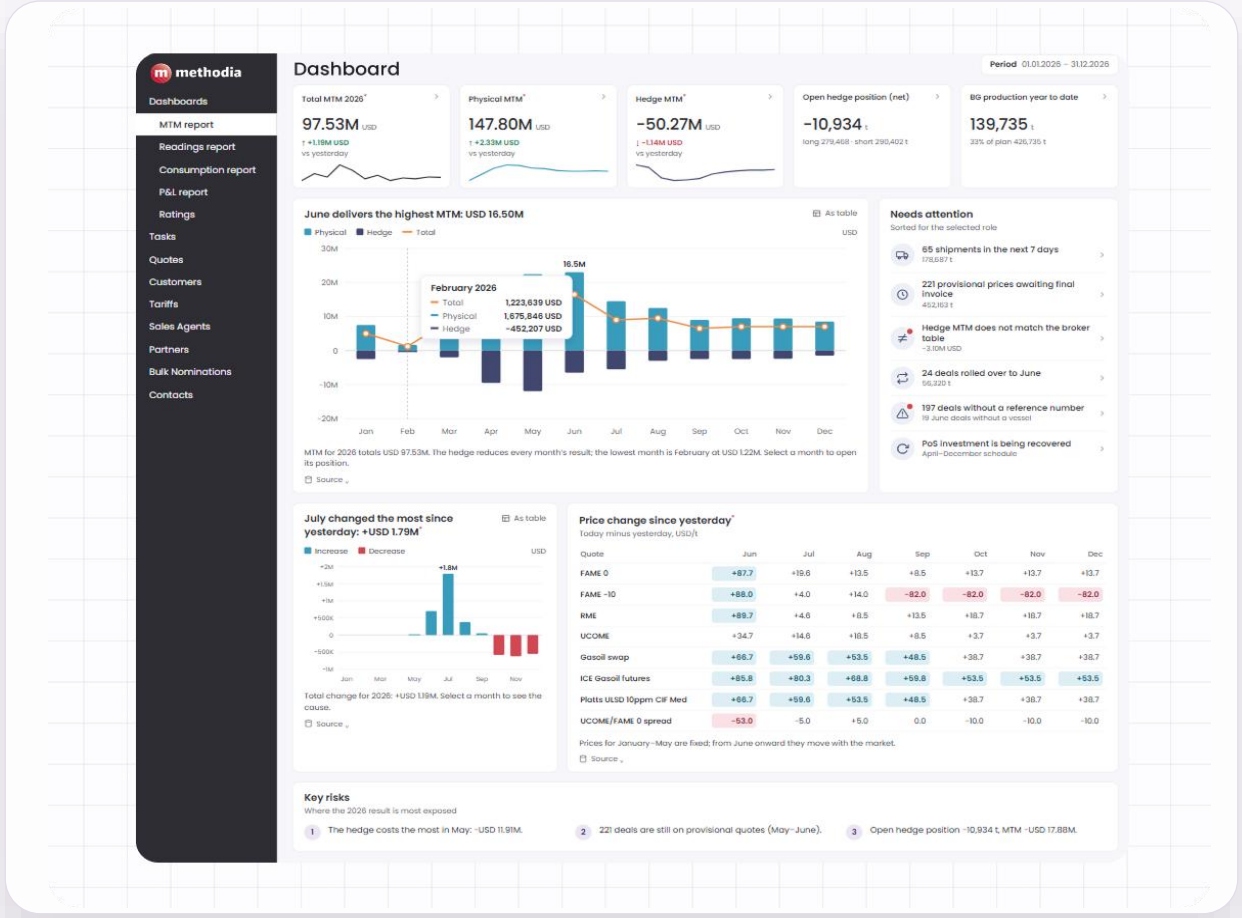
Expected revenue, cost and margin as the month unfolds, not after the close.

Margin at risk, made visible

Underperforming customers, sites and tariffs surface before month-end.

Confident decisions

Finance, operations and commercial teams act on one shared, current view.



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IF THIS MATTERS TO YOU

Live P&L is possible today.

Let us know if you want to see more.

See your margin as it happens. Find us after the session, or scan the QR code on the next slide.



Evo Stefanov

Managing Partner, Methodia

Experience: 25+ years leading technology, product and business transformation across enterprise and high-growth environments.

Executive roles: Operations & Product executive at Johnson & Johnson; Knowledge Management executive at Lucent Technologies.

Speaker: keynotes on digital transformation, organizational change and how technology redefines the way businesses operate.

Education: MIS, University of South Florida; MS, University of National and World Economy, Bulgaria.

Thank you

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