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Itron and Tantalus Expand Offering into South America with Project in Guyana

Guyana Power and Light first international utility to utilize Tantalus, Itron joint offering

LIBERTY LAKE, Wash. & RALEIGH, N.C.--(BUSINESS WIRE)-- [Itron, Inc.](#) (NASDAQ:ITRI), a global technology company that helps utilities measure, manage and analyze energy and water, and [Tantalus](#), a leading provider of Smart Grid communications, today announced they have been selected for an initial deployment of smart meters and AMI infrastructure for South American utility Guyana Power and Light (GP&L). This project will be a part of the Sustainable Operations of the Energy Sector and Improve Quality of Service (GY-L1037) program which is financed by the Government of Guyana through a loan from the Inter-American Development Bank and GP&L. The National Procurement and Tender Administration Board (NPTAB) of Guyana, through competitive bidding, selected Tantalus and Itron to supply electricity meters and complementing communications infrastructure based on the technical advantages and competitive value of the joint solution.

"As part of a competitive process, we found that the Tantalus/Itron partnership offered us the best overall package that provided us with a reliable, future-proof, cost-effective path to smart metering and other applications," said Kumar Sharma, Divisional Director for Guyana Power and Light. "We look forward to getting this project underway as we continue to increase the efficiency and functionality of our electricity grid over the coming years."

Guyana's deployment is the first international joint project between Tantalus and Itron since the two companies announced an alliance in late 2011. The strategic alliance combines Itron's SENTINEL® and CENTRON® electricity meters as well as its electric, gas and water ERT modules with Tantalus' comprehensive communications network, TUNet®, the Tantalus Utility Network, to reach public power utilities in North and South America. Uniting the capabilities of TUNet with Itron's electricity meters has allowed the companies to offer a joint solution that accommodates smart metering, demand response and distribution automation for international markets such as Guyana.

"We've been strategic in our expansion into international markets that recognize the full range of possibilities that can be achieved from robust two-way communications networks and smart metering," said Tantalus CEO Eric Murray. "Guyana Light and Power is leading the way in smart grid technology by building a network that anticipates the needs of tomorrow's grid."

"Itron's highly adaptable technology is designed to help utilities around the world reliably manage energy and water. We're pleased our proven measurement devices and Tantalus' network will provide the foundation for Guyana Power and Light's smart metering and grid modernization project," said Lou Gust, Itron's vice president of Sales and Marketing electricity in North America.

About Tantalus

Tantalus provides two-way, real-time data communications networks to monitor and control electric, gas and water utilities. TUNet® — the Tantalus Utility Network — is an end-to-end WAN/LAN/HAN communications system that operates with 220 MHz RF, 900 MHz, and IP-based networks including Fiber, WiMAX and GPRS/cellular, either individually or in combination. TUNet's patented and patents pending technologies are purpose built for the Smart Grid. The Tantalus network unites a utility's applications, making advanced metering, outage management, power quality monitoring, load control, and distribution automation cost-effective and practical throughout both urban and rural service areas. For more information, please visit www.tantalus.com.

About Itron

Itron is a global technology company. We build solutions that help utilities measure, monitor and manage energy and water. Our broad product portfolio includes electricity, gas, water and thermal energy measurement and control technology; communications systems; software; and professional services. With thousands of employees supporting nearly 8,000 utilities in more than 100 countries, Itron empowers utilities to responsibly and efficiently manage energy and water resources. Join us in creating a more resourceful world; start here: www.itron.com.

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