



Market-consultation IoT-connectivity for Eneco devices

QUESTIONS AND ANSWERS



Introduction

This document contains the Questions and Answers related to the market consultation for connectivity for IoT-devices for Eneco. The document will be updated on a regular basis.

Version history

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Q&A

No:	Question	Answer
1	When do you expect this tender to be published?	In 2 to 6 months.
2	Is it certain a Tender will be published?	Eneco has serious intentions to start a Tender, but a guarantee cannot be given at this stage.
3	Will there be also be a tender for the smart-heatmeters?	Eneco is exploring the options; a Tender is a likely possibility. The specifications of the smart-heat-meter will be aligned with those of the IoT-connectivity service.
4	Is there a preference for a specific smart-meter or supplier?	No, there is no preference.
5	In relation to the smart heat-metering project; what are the project phases and what is your planning?	Information om phasing and planning will be provided at a later stage.
6	What kind of information does the smart-meter need to transfer?	Information like: Calculated heat consumption (GJ) Flow (m3/h) Temperature(s) (Celsius)
7	What is the lifecycle of a heat-meter?	According to manufacturers a smart heat meters can have an expected lifespan of 18 to 20 years, depending on the conditions. During this period one visit by a technician is foreseen to calibrate the meter and/or to change the battery, therefore we require the battery to last at least 10 years.

8	You mention "other IoT-initiatives" in the document; What other IoT devices does Eneco want to rollout?	Eneco is an integrated energy company that already uses connected-devices in households, for example: https://nieuws.enecogroep.nl/eneco-en-peeeks-lanceren-slimme-boiler/ https://www.eneco.nl/energieproducten/crowdnett/ Future initiatives cannot be shared in detail at this moment, but are likely to be related to device-monitoring and heating. Devices are therefore likely to be indoor and static.
9	Why does Eneco specify NB-IOT and LTE-M as Network technology?	NB-IOT and LTE-M are part of the current requirements because of the desired signal penetration in and below buildings and the dependence of battery power for operating the IoT devices. Besides penetration and low energy consumption we think these protocols have good data rates and low latency. Furthermore these standards belong to 3GPP and are therefore expected to be supported for a while by more market parties. We avoid propriety standard due to regulations of TSO's (See for example Mindestanforderungen an die Informationstechnik des Reservenabbieters zur Erbringung von Regelreserve Published on https://www.regelleistung.net/ext/static/srl/it) Both NB-IOT and LTE-M are desired; because NB-IOT is preferable for battery operated devices and LTE-M for devices that have other requirements for bandwidth, latency etc.
10	Could SigFox or LoRa provide a possible solution for Eneco?	LoRa and SigFox are not part of the 3GPP standard and operate in the unlicensed frequency bands. Eneco believes possible congestions or other errors could occur in unlicensed spectrum bands because of activities by other parties in these bands. Furthermore, technical requirements include requirements related to bandwidth and latency make these technologies less likely to fit. Also,

		Eneco does not have full confidence in the lifespan of these technologies. If you believe these technologies to be able to offer a solution, we would like to see your explanation in your answers.
11	What platform do you have in mind? What aspects of the metering project scope are on your side and what is expected of the supplier?	See "figure 1: LPWAN Domains, Services and Interfaces".
12	How does the smart-meter interface with the Communication Layer?	Eneco is exploring the options for interfacing with the smart-meter. A possibility could be a gateway that is connected to the meter. In case a gateway will be used; it is expected that every smart-meter will have its own gateway (that could also be used for other IoT-devices) instead of multiple meters connected to one gateway.
13	In relation to question 2b; what do you mean by a price per megabyte for pooled data?	For the IoT project; we seek a price-mechanism based on the accumulation of the data use of the total number of IoT devices, which charges against a rate per megabyte, instead of charging for the amount of individual IoT subscriptions with a predefined data bundle. For the SIM-only project; we seek a similar price-mechanism.
14	Could you elaborate on 1b and 1c?	It is important for Eneco to obtain the IoT connectivity service at an attractive price. "Over-delivery" is not required and in fact needs to be avoided if possible. Therefore, we ask you to review our requirements thoroughly and point out any requirements that you find unnecessary are likely to lead to extra costs compared to your standard IoT subscription.