NZR Group
ENERGY MANAGEMENT FROM THE CLOUD

Energy costs make up a sizeable portion of a company's overall expenses. In the industrial sector they can even devour up to 10 percent of a firm's turnover. At the same time, energy prices continue to rise: In Germany, electricity became on average 3.5 percent more expensive in 2017.

A recent study by the Fraunhofer Institute shows that companies still have enormous savings potential when it comes to energy costs. Intelligent meters and analysis tools make it easy for firms to discover ways to conserve energy. They can even qualify for state subsidies to help them achieve this.

The firm Nordwestdeutsche Zählerrevision Ing. Aug. Knemeyer GmbH & Co. KG – or simply NZR for short – provides exactly this sort of coordinated service: meters, communication technology and energy management software, as well as installation and application support. The family-run group gets the necessary IT resources for both the gathering and processing of the data from the Open Telekom Cloud.

AT A GLANCE

The challenge: Taking into account the growing trend toward greater energy efficiency, NZR wanted to target new customer segments for its energy management software. Many of the company's customers, however, didn't want to install this software in their own data centers. So NZR needed a partner that could make its software cloud-ready and provide the necessary resources.

The solution: IT resources from the Open Telekom Cloud operated from certified and highly secure data centers in Germany. This ensures all communications are made using the latest technological standard. Data is transmitted via an encrypted connection.

The benefits: The solution is easy to use and NZR's customers don't need their own IT resources for it – making them more satisfied than ever before. Moreover, the cloud-based product is helping the company acquire new customer segments and boosts its sales.

ERLEBEN, WAS VERBINDET.

THE CLIENT: NZR

With six business units and 180 employees, the NZR group covers the entire spectrum of energy metering. Founded in 1933, the family-run firm has primarily two types of customer: Electronics wholesalers look to the market leader NZR for its extensive portfolio of metering technology like electricity meters, coin-operated meters and energy optimization systems. And several energy providers rely on NZR as well. "Industry, retailers and utilities are all focused on energy efficiency," says Rolf C. Knemeyer, managing partner at NZR. "In order to tap this trend, we have developed our own software: CountVision."

THE CHALLENGE

Energy management software is useful for any company looking to have better control of its consumption. Because only when you know exactly how and when you're using energy, can you hope to improve your firm's conservation efforts. Furthermore, certified energy management systems are also the basis for receiving Germany's state subsidies, such as peak balancing for energy and electricity taxes, as well as reducing the country's renewable energy levy.

Energy management requires collecting large amounts of data where the power is consumed before it is analyzed by the appropriate software. NZR developed the software CountVision in-house before realizing many customers are reluctant to invest lots of effort on the IT necessary for energy management. So NZR sought a partner that would be able to make the application cloud-ready and also had the resources necessary to realize its operation. "We were especially looking for a provider with considerable competency in the areas of data privacy and data security," says Robert Holkenbrink, director of development and product management at NZR.

THE SOLUTION

After an extensive market analysis, NZR opted for the Open Telekom Cloud. The good personal contacts to T-Systems customer service representative Robert Delahaye played a decisive role in the choice.

Thanks to its modular system, the public cloud offering has all the necessary IT resources while providing extensive security features.

Robert Holkenbrink, Head of Development and Product Management (left) and Managing Partner Rolf C. Knemeyer

The company now has an added convincing sales argument by housing its operations and data storage in Deutsche Telekom's highly secure Twin Core data centers based in Germany certified by International Organization for Standardization (ISO) and Gemany's Technical Control Board (TÜV).

THE CUSTOMER BENEFIT

NZR first tested energy management from the Open Telekom Cloud with a pilot project. This connected hundreds of meters and the initial feedback has been very positive: Industrial firms are improving their energy efficiency and energy providers are monitoring their network usage remotely and boosting customer loyalty with web visualizations. And this is all possible without burdening their own IT departments. NZR has noticed customer satisfaction is up, sales are increasing and new customers are being acquired. "We are constantly trying to enter new market niches," says Knemeyer. "And we've managed just that with CountVision. Thanks to the cloud technology, we're making it easier for our customers to conserve energy and tap state subsidies."

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