

Poletecs Ltd Secures Exacter Utility Reliability Technology Alliance for UK and Ireland

(Columbus, Ohio USA/Greenfield, Flintshire, Wales) -- Exacter, Inc., patent-holder and provider of proprietary electrical utility reliability technology and services announced today that it has awarded an exclusive sales, marketing, and distribution agreement for UK and Ireland to Poletecs Ltd of Greenfield, Flintshire, Wales.

Poletecs Ltd is the UK's leading provider of pole inspection, asset management, and pole maintenance. Winning the Exacter technology allows them to extend their product offering to current customers by providing reliability monitoring of electrical components on overhead electrical lines. The additional ability to provide "health assessments" of pole assets is a great value to electrical utilities.

"There is nothing like Exacter technology in the UK," stated Poletecs Director Steve Horsman. "With Exacter information, we can now provide our utility customers with the ability to remove faulty equipment before failure, prevent power outages, and harden their distribution systems for improved reliability."

The decision by Exacter to engage Poletecs was based on their experience with U.S. alliance partner, Osмосе Utilities Services, Inc. "Like Osмосе, Poletecs is their country's leading provider of asset management/pole management services," stated Larry Anderson, VP of International Business for Exacter. "With the various Exacter product offerings, Poletecs can simply expand services to their existing customer base without having to develop a new market. We believe that is a formula for success."

Poletecs Limited is the first international company to be awarded an Exacter alliance sales and service agreement. Exacter is currently in negotiations with several similar in-country service organizations in Asia, Europe, and the Pacific Rim. "We have patent-pending status in the top 45 industrial nations around the world, and over the next two years expect to have alliance partners in many of the key utility markets," Anderson says. "We are unique in that we have a breakthrough technology that also has a proven business model. That is rare. It allows us to be selective in choosing proven alliance partners like Poletecs and Osmose that are positioned for success."

Exacter's patented proprietary technology identifies overhead line equipment in fail-condition providing a pre-fail alert to utilities – allowing them to take pre-emptive maintenance action to avoid outages, eliminate erroneous arcing noise, and ultimately, improve overall distribution reliability. More than 100 North American utilities have used/are using Exacter technology and services since the company's launch in 2007.

For More Information

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