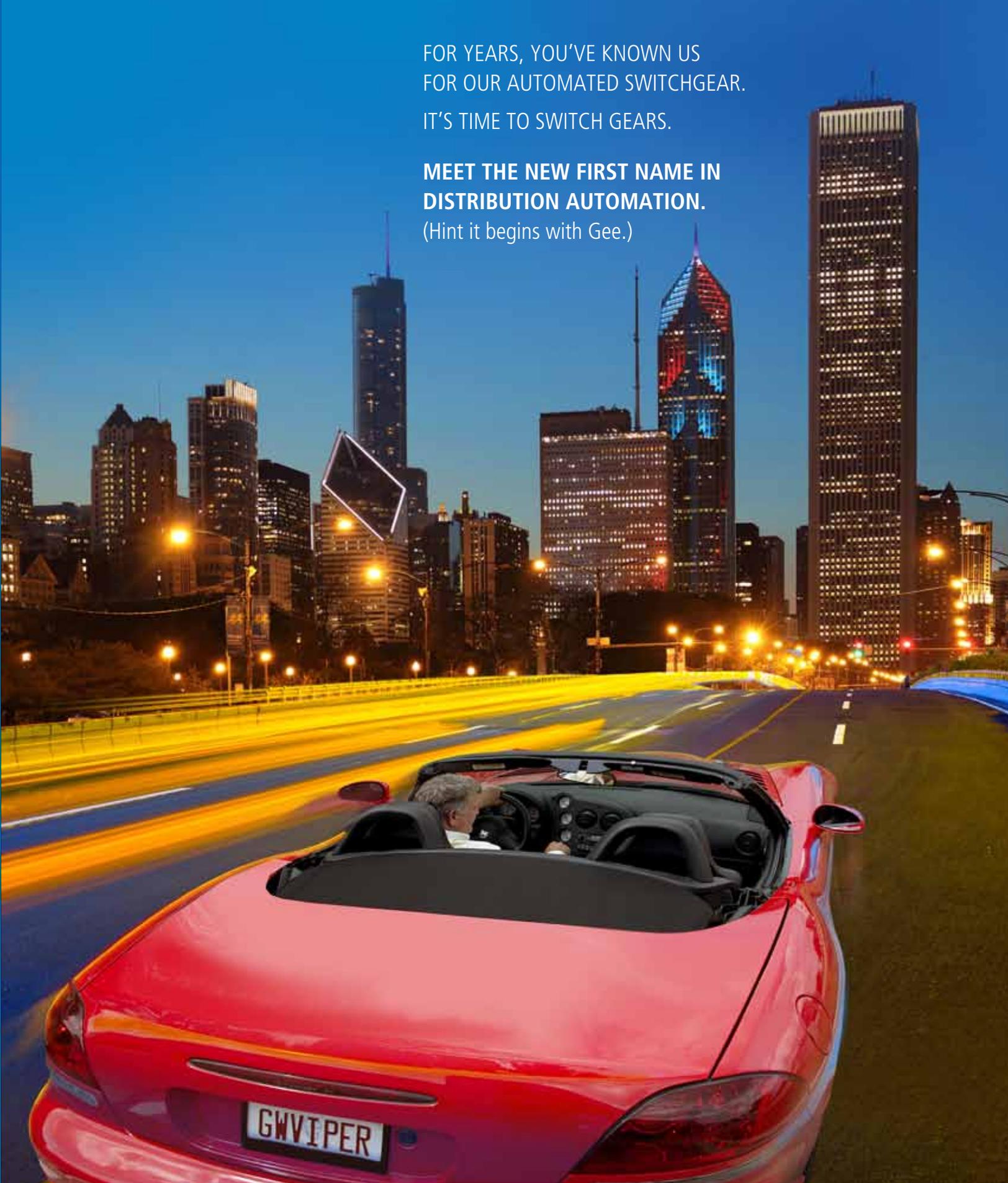


FOR YEARS, YOU'VE KNOWN US  
FOR OUR AUTOMATED SWITCHGEAR.  
IT'S TIME TO SWITCH GEARS.

**MEET THE NEW FIRST NAME IN  
DISTRIBUTION AUTOMATION.**

(Hint it begins with Gee.)



**G&W**

Engineered to order. Built to last.



Since the early 1900s, G&W Electric has built a reputation on innovative power systems solutions. Today, we boast one of the largest installed bases of SF6 and solid dielectric-insulated switchgear in the world. No wonder when you think G&W, you think top quality switchgear and exceptional service.

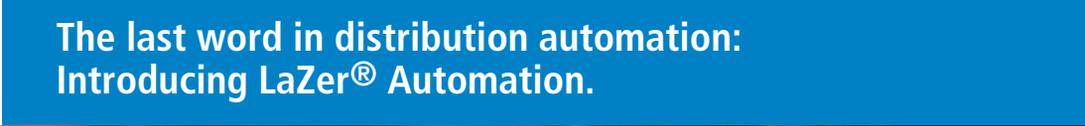
But just as the ideal distribution automation solution is a combination—of best-in-class switchgear, relays, communication equipment and software—so is the ideal distribution automation (DA) team. That’s why at G&W, we’ve expanded our expertise in DA strategy, relays, and software to offer you a dedicated DA team, led by the CEO. It’s a powerhouse of strategists, technical experts, automation engineers, and programmers to provide a user-specific, best-in-class DA solution for you.

We’re not just the up-and-coming name in distribution automation. We’re becoming top-of-mind. And a first name in DA. And speaking of names, find out why notable customers such as Cornell University, Fresno State, DPR Construction, and The Ryan Company are tapping G&W Electric for distribution automation solutions. Read our testimonials on page 10.

Then, flip the switch. Give G&W a go for your distribution automation needs.

**About the Cover:**

John H. Mueller, Chairman, CEO, and Principal Owner of G&W Electric Company, has two Vipers close to his heart. One, a world-class line of reclosers. Two, his hand-crafted sports car. Among his other roles, John leads the distribution automation team at G&W and stands behind every solution.



**The last word in distribution automation:  
Introducing LaZer® Automation.**



Only G&W brings you Lazer® Automation. Solutions that are Lazer-focused on your needs. Lazer-fast if that's what your timetable calls for. And Lazer-efficient to automate everything from customized FDIR/FLISR systems to microgrids, renewable energy sources, smart cities, and the Internet of Things.

We don't have a distribution automation solution for you. Yet.



We start by understanding your needs and goals for improving your current system, while also addressing your vision for the future. Only then do we begin developing the ideal solution for you, integrating new components and software into your existing system. We engineer a solution that meets your immediate goals and improvement targets today while enabling your future tomorrow. Regardless of using script-based or model-based designs, we can show you how your system responds in real-time.

### SCADA / DMS Data Integration & Visualization

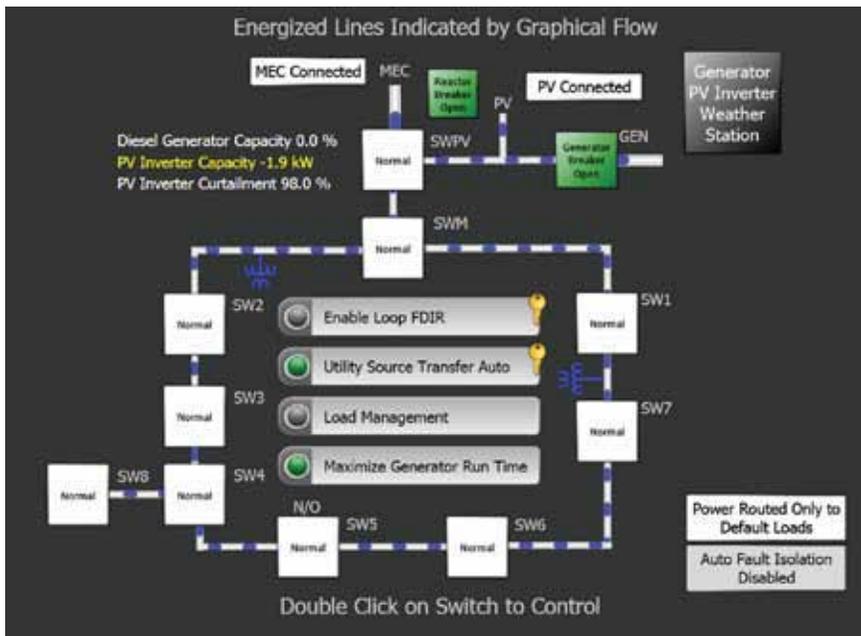


- Pre-Packaged or Customized Solutions
- Scalable and Upgradable
- Distributed, Centralized or DMS Control
- Open Protocols
- Flexible Communication Options
- Integration with Existing Components
- Programmed and System Tested
- Reduced Start-Up Time
- Field Services, Commissioning, and Training



**Turnkey. Drop-in. Plug-and-play.**

For customers who want to implement a site-ready distribution automation system—whatever you call it, we’ve got it. We can help you implement your solution while reducing deployment time and cost.



- Software and Programs for Any Application
- Customer Specified Communication and Control Components
- G&W "Best-In-Class" Recommended Solution
- Factory Acceptance Tested (FAT) and Proven
- 24/7 Technical Support



## Software helps fuel our solutions.

We've leveraged the synergy from our sister company, Survalent Technology, an automation software provider that's become a game-changer in the kind of unique, flexible compatibility we can offer our customers.



Survalent is a trusted global provider of real-time solutions that enable customers to easily acquire data critical for their advanced distribution automation management systems (ADMS). (Survalent is a relative newcomer compared to G&W—only 50+ years in the business while serving over 500 customers in more than 30 countries.)

Our users appreciate the ease of configuration and intuitive interfaces that allow for simplicity upfront with advanced capability. The automation solution can be used for SCADA management, smart grid, load flow management, and more. Our software is the perfect complement for existing SCADA systems, serving as middleware between switchgear in the field and SCADA at the head end.

Customers are able to monitor, evaluate, and reconfigure their systems to provide increased reliability and improved efficiency through data analysis and automation reporting—leveraging this information to empower their employees to optimize operations and provide better service to their customers.

5

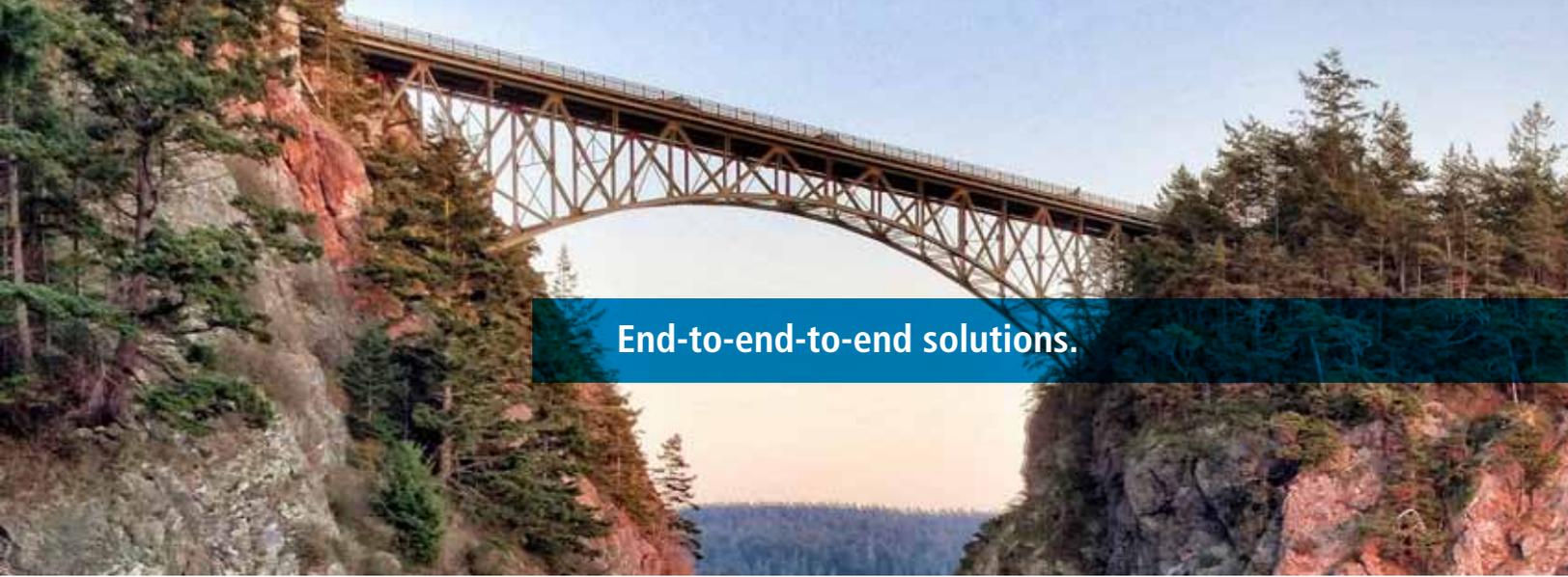
And here's the best part: With our software, G&W can partner with a wide range of relay and component manufacturers to create your DA solution. We are not tied to any single product or supplier. We can integrate your existing equipment such as legacy controls—no matter who manufactured them—with proven technology upgrades for monitoring, controlling, and communicating. This enables you to leverage your existing investment while saving the time and money it would take to implement a totally new solution.

In other words, we can make use of an existing apparatus still in operation to design a solution that meets your needs today, while evolving toward a more robust solution for tomorrow.

Software helps fuel our solutions.

- Interoperable
- Virtual Device Front Panel IED Wizard
- Third-Party Certification to Latest Cyber Security Standards
- Operator Training Simulator
- Ease of Use – Customer Self-Sufficiency





## End-to-end-to-end solutions.

There's no need for you to call on someone else to implement your DA solution. At G&W, we can do it all. We are with you from concept and design all the way to the end of product life, which includes field commissioning, product training, and our always available product support hotline. So while we're perfectly happy to work with whomever you bring to the game, we urge you to call us first.

Why? Because our Lazer® line of automation solutions can be customized to meet even the most complex system requirements. We'll work within your budget and timetable, building on the experience gained from time proven installations while demonstrating our ability to provide the right solution for you.

The Lazer system we design for you will consist of tools that will enable your distribution operators to monitor, control, coordinate, automatically restore, and verify the results for systems in real time. It offers many benefits including increased reliability and availability, shorter response and restoration times, added safety and awareness, and improved operational planning.

It's all backed by a comprehensive performance guarantee, available only from G&W.





**One size doesn't retrofit all.**



When it comes to upgrading your existing switchgear, G&W takes the same comprehensive approach we would take for any other distribution automation solution. No one knows your G&W switchgear better than G&W. And due to our extensive installed base of existing switchgear, no one knows how to retrofit better. Faster. Or more affordably.

But what if you have a legacy solution manufactured by somebody else? No problem. G&W helps you get the most from your existing infrastructure, no matter where it came from. Once we can communicate with it, we can incorporate it into our solution.

7

G&W has secured significant savings for our customers by retrofitting their existing equipment instead of buying new. Add to that the return on investment realized by your distribution automation upgrade, and you may find retrofitting with G&W is the ideal solution for you.



**RETROFITTING AT A GLANCE**  
 The needed functionality is provided by adding and integrating a variety of components to your existing switchgear.



Come to our Open House for a FAT free experience.

We're talking FAT—Factory Acceptance Testing. It consists of comprehensive testing of your automation solution, using your equipment set up in your configuration at our facility. We'll show you exactly how your system works and what is likely to happen during a power disruption. We even urge you to try to break the system to ensure the system performs as intended under all conditions.

We think seeing is believing. And once you see firsthand how our Lazer distribution automation solution will work for you, we think you'll be confident in your decision to work with us.

**Designed as a System, Tested as a System, Delivered as a System.**

Call 708-297-3743 to schedule a personal factory tour, catch a glimpse of a FAT demonstration and meet our powerhouse team.

- Custom Program Specification
- Custom FAT Specification
- Stress Test
- "On-The-Fly" Program Changes



Integrated Substation FLISR FAT



Single Phase Trip/Lockout FLISR FAT



Line Differential FLISR FAT



Distributed Generation FLISR FAT



Closed Loop FLISR FAT



**Check the boxes to choose your best DA partner.  
LaZer Pointer: don't be afraid to think outside the box.**

### DA Partner Checklist

**DA Partner Capabilities:**

- Customized/Standard Programming Solutions for any automation application, including Single Phase Trip/Lockout FLISR
- Turnkey Automation Solutions
- 24/7 Technical Support
- 3 or 5 Year Performance Warranty
- Factory Acceptance Testing - System test of complete automation solution

**Integrated Advanced Distribution Management System (ADMS) consisting of:**

- Open and Closed Loop Systems
- Automatic Transfer Schemes
- Restoration Time of 8-10 cycles
- GUI Interface
- Web-Based
- Infinitely Scalable Database
- FLISR and LOV Automation
- Distributed Energy Resource Management System (DERMS)
- Virtual IED Front Panel
- Virtual RTU
- AMI Interface
- Vehicle Locator
- Volt/VAR
- CVR
- Power Factor Control
- Outage Management System (OMS)
- Demand Response

Color-Coded Status of Electric, Gas, and Water Lines

Anti-Cascading

Interoperable with Legacy Equipment

Vendor Agnostic Integration (IEDs, switches, communications, SCADA)

GIS import

SCADA Replication/Archiving

Mobile Applications

Customer Self-Sufficiency

Operator Training Simulator (OTS)

Third Party Cybersecurity Certification

**Load Management:**

- Load Flow
- Load Estimation
- Load Forecasts
- Load Curtailment

**Protocol Capabilities:**

- DNP 3.0
- IEC 61850
- MultiSpeak
- IEC 60870-5-101-104
- Customized Protocols

**Legacy Software Integration Protocols:**

- OLE for Process Control (OPC)
- Inter-Control Center Communications Protocol (ICCP)

**SCADA Server Redundancy:**

- Dual
- Triple
- Quad

“Fresno State Plant Operations is very impressed with G&W’s HMI and how everything works so smoothly. I know we made the right decision with G&W.”

Jeff Prickett, EFP, Building Trades and Compliance Manager, California State University  
Fresno, Plant Operations

“Thanks to G&W, we have successfully powered up our data center facility with permanent power & commissioned the high voltage substations. The process with your engineering team was simple, efficient, and resulted in a very pleased client.”

Christian J. Ciocco, Px & MEP Manager, DPR Construction.

For more information: [www.gwelec.com](http://www.gwelec.com)  
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Find your local sales representative: [www.gwelec.com/sales\\_representatives](http://www.gwelec.com/sales_representatives)  
For customer plant tours: 708.297.3743  
Tel 708.388.5010 Fax 708.388.0755



Engineered to order. Built to last.