

Utility Pole as Revenue Generator

Alden completes Tier 1 Telecommunications Multi-state Joint Use Inventory Project

PROJECT FACTORS

- Cost strategies
- Operations planning
- Software development
- Project management

RESULTS

Actual Recurring Customer Savings & Revenue Per Pole

Increased Billing
\$1.60

Back Billing
\$0.92

Avoidance of Penalties
\$2.28

Recovery - Make Ready
\$4.00

Operational Efficiencies
\$0.60

CONTACT

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THE SITUATION

Alden recently collaborated with a Tier 1 telecommunications company on a project to help manage their utility poles and joint use contracts. Their primary concerns revolved around pole integrity and unauthorized attachments. This physical inventory and audit included over 2.5 million poles over a large geographic area.

THE CHALLENGE

Previous inspection audits performed by our customer had been problematic. While these audits had identified similar attributes, the resulting inventory data was not usable. Alden provided data in a format in which the customer could gain precise details and take action. Alden's JRM™ software was then used to manage the pole and joint use part of the customer's business going forward.

Alden approached this challenge by researching current industry practices regarding joint use attachments and utility pole data collection and management. Our resulting analysis showed the industry practices were outdated and did not provide a complete picture.

Information gathered during the previous inventories was utilized to create a baseline of legacy data from which to inventory. This data was to lead our inventory technicians to pole locations in order to perform the audit. We quickly discovered that many locations were duplicated, misrepresented or simply did not exist. This unforeseen circumstance required an immediate solution.

THE INNOVATION

Create a new complete process and management plan which incorporated a grid based format that would enable the customer to utilize their pole records effectively and across the enterprise, but still capture assets not on record. Alden captured all of the attachments on the pole along with NESC violations, transfer data, permitting and pole replacements.

In order to successfully complete this project, Alden stepped outside the box, in terms of the perception of the industry standard. We knew that to succeed, we had to reinvent the process. Upon successful project completion, our customer realized the cost savings and revenue generation they needed.