









In table 5, the cement enterprise is a superior customer because it has a highest value, not only on good electricity situation but also on the potential. Power supply

enterprise should pay more attention on how to provide personalized service such as electric safety guide, dilatation analyze etc. business.

Table 5. Topical customers' evaluate results

Customer ID	Customer describe	Customer value	Electricity Situation	Credit Status	Potential of Electricity
0100000421	Cement enterprise	<b>0.857</b>	<b>0.858</b>	0.796	1
0200007159	A research institute	0.78	0.668	0.796	<b>0.923</b>
0200007192	A paper mill	0.715	0.543	<b>0.872</b>	0.612
0400004488	A government department	<b>0.316</b>	<b>0.447</b>	<b>0.121</b>	<b>0.572</b>

## 5. Conclusions

Selecting the appropriate index, rational allocation of weights and the optimization index dimensionless processing have key impact on the construction of evaluation model. This paper constructed and revised the evaluation index system of power customer value by means of identifying the differentiation degree of indicators with customers' practical power business data. The weights of indicators were determined by AHP method, and characteristic values and corresponding scores were confirmed for the index dimensionless. The eventual evaluation model has the advantages of reasonable index composition, scientific weight and strong operability.

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