



E Source Forms Strategic Partnership with EnerTech Capital

By Kym Wootton

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E Source and EnerTech Capital are pleased to announce a new strategic partnership to deliver the E Source Utility Innovation Partners (EUIP) program. EUIP is specifically designed to provide utilities with specialized access to top-tier energy venture deal flow, competitive market perspectives, and closed-door business conversations with some of the most experienced North American energy venture capitalists and market analysts today—all without having to make a long-term capital commitment.

“EUIP combines certain aspects of EnerTech’s Strategic Partners Program with E Source’s market expertise into a group collaborative that introduces utilities to innovation, including new technologies, new business models, and market developments from the perspective of new entrants into the power sector,” says Wayne Greenberg, E Source CEO.

This unprecedented partnership between EnerTech Capital, the longest continuously operating, energy and power sector-specific, venture capital firm in the US, and E Source, one of North America’s most respected utility research and consulting firms, provides market intelligence previously inaccessible to most utilities, including:

- Access to energy venture deal flow that enables and expands knowledge of innovation and venture-investing in the energy technology space
- Extensive early-stage company and market insight to inform potential partnership opportunities with direct investment in, or acquisition of, early-stage energy technology and service companies
- Access to an exclusive network of utility, entrepreneurial, investment, banking, and corporate leaders with a diverse set of market and technology perspectives
- Strategic innovation program design and execution best practices and research, including insights into

risk management, technology, and business model innovation from the vantage point of energy technology companies

“This membership is perfect for utilities wanting unmatched visibility into emerging energy technologies and services, evolving energy business models, and the developing utility consumer landscape,” says Scott Ungerer, managing director of EnerTech Capital. “These are crucial insights, and we’re thrilled to work with E Source to give utilities access to this world.”

About E Source

For 30 years, E Source has been providing market research, data, and consulting services to more than 300 utilities and their partners. This guidance helps our customers advance their efficiency programs, enhance customer relationships, and use energy more efficiently.

About EnerTech Capital

EnerTech Capital is the longest continuous operating venture investment manager that has a sector focus on the energy and power industries. EnerTech funds have made venture capital investments in 71 companies, after assessing more than 12,000 business plans, and totaled approximately \$500 million in capital under management. With its origins grounded in a US-based power company, EnerTech has always organized its business operations to facilitate an exchange of strategic benefits between its investment team and its corporate limited partners.

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