

# Innovation Showcase

E Source & EnerTech Strategic Partners Program

## Presenting Blue Pillar



**E Source**

**Matthew Burks**

Chief Strategy Officer, E Source

**Scott Ungerer**

Founder & Managing Director, EnerTech Capital

**Tom Willie**

CEO, Blue Pillar

# Innovation Showcase

- Monthly web conference series to:
  - Highlight privately owned companies with innovative products, services, or business models
  - Help utilities understand how entrepreneurs and investors view markets
  - Stimulate new utility thinking, fresh ideas, and different points of view
  - Explore market-driven approaches and expose potential opportunities
- **Note:** This is not a company endorsement by E Source

# Our partner: EnerTech Capital



- **Longest continuously operating venture capital firm** with sector focus on the energy and technology industries
- **Origins grounded in a US-based power company**
- **EnerTech Capital has:**
  - Made VC investments in **71 companies**
  - **36** investment exits
  - Assessed more than **12,000 business plans**
  - Totaled approximately **\$500 million in capital under management**

# Innovation Showcase format

25-minute company presentation, covering:

- Company description
- What problem(s) does the company solve
- Target market
- Quantitative value proposition and experience to date
- Competition
- Unique attributes
- Go-to-market strategy
- Business model
- Technology or product roadmap



BLUE PILLAR

# Tom Willie, CEO



- Named Top 50 Smart Grid Pioneer
- Finalist for 2016 EY Entrepreneur of the Year
  
- Background:
  - Efficient Networks (sold to Siemens)
  - CURRENT (sold to Ormazabal)



BLUE PILLAR

# Q&A with Tom Willie, CEO



Please send your questions for Tom via the chat function



# Thank you!



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