

1. Accenture
2. Advanced Energy
3. Alectra Utilities
4. Ally Energy Solutions
5. Alternative Energy Systems Consulting
6. Ameren
7. American Public Power Association
8. Apex Analytics
9. Apogee Interactive
10. Applied Energy Group
11. APTIM
12. Aquanta
13. Arizona Public Service
14. Armada Power
15. Austin Energy
16. Baltimore Gas and Electric
17. Benton PUD
18. Berkshire Hathaway Energy
19. Bonneville Power Administration
20. Bowen Advisors, Inc.
21. Bristol Tennessee Essential Services
22. Cadmus
23. Calico Energy
24. Central Electric Cooperative
25. Central Hudson Gas & Electric
26. City of Tallahassee Utilities
27. CLEAResult
28. Cobb EMC
29. COI Energy Services
30. Commonwealth Edison
31. Con Edison
32. Connected Energy

33. Connected Energy Limited
34. Consumers Energy Company
35. Contract Callers
36. Copper Labs
37. CPower Energy Management
38. CPS Energy
39. Customized Energy Solutions
40. Dairyland Power Cooperative
41. DemandQ
42. DNV GL
43. DTE Energy
44. Duke Energy
45. E Source
46. E4TheFuture
47. Eaton
48. ecobee
49. Edison Electric Institute
50. Efficiency Vermont
51. EFI
52. EGM
53. Elocity
54. Emerson Commercial & Residential Solutions
55. EMI Consulting
56. Enbala
57. Encycle
58. Enel X
59. Energy Solutions
60. EnergyHub
61. EnerVision
62. EPRI
63. ERS
64. Evergy
65. Eversource
66. Extensible Energy
67. FirstEnergy
68. FleetCarma

69. FlexCharging
70. FPL
71. Franklin Energy
72. GDS Associates
73. Generac
74. Georgia Power Company
75. Google (Nest)
76. Great River Energy
77. GridBeyond
78. GridFabric
79. GridOptimize
80. GridPoint
81. GridX
82. Guidehouse
83. Hawaiian Electric Company
84. High West Energy
85. Honeywell Smart Energy
86. ICF
87. Idaho Power
88. IGS Energy
89. Illume Advising
90. Indianapolis Power & Light Co.
91. Integral Analytics
92. IPKeys Power Partners
93. Itron
94. Jackson EMC
95. Kiwi Power
96. Leap
97. Mitsubishi Electric TRANE HVAC
98. Modesto Irrigation District
99. National Grid
100. National Rural Electric Cooperative
101. NB Power
102. New Braunfels Utilities
103. New Hampshire Electric Cooperative

104. New York Power Authority
105. Nexant
106. North Carolina Electric Membership Corporation
107. NTC
108. OATI
109. Olivine
110. Oncor Electric Delivery
111. Open Systems International
112. OpenADR Alliance
113. Opinion Dynamics
114. Opus One
115. Oracle Utilities
116. Orange and Rockland Utilities
117. Otter Tail Power
118. Pacific Gas & Electric
119. Packetized Energy
120. PECO, An Exelon Company
121. Pepco, an Exelon Company
122. Portland General Electric
123. Powerley
124. RacePoint Energy
125. Rappahannock Electric Cooperative
126. Resideo
127. RF Demand Solutions
128. Sacramento Municipal Utility District
129. Saint John Energy
130. Salt River Project
131. San Diego Gas & Electric
132. Santee Cooper
133. Schneider Electric
134. Scope Services
135. Seattle City Light
136. Shifted Energy
137. Smart Electric Power Alliance

138. Smartenit
139. Snohomish County PUD
140. Southern California Edison
141. Southern California Gas Company
142. Steffes
143. Sunverge Energy
144. Swell Energy
145. Tantalus
146. Tennessee Municipal Electric Power Association
147. Tennessee Valley Authority
148. Tetra Tech
149. The Brattle Group
150. Threshold
151. Tierra Resource Consultants
152. TRC Companies
153. Tri-State Generation & Transmission
154. Trickle Star
155. Tucson Electric Power
156. Uplight
157. Utility Load Management Exchange
158. Warranty Design
159. Waseda University
160. West Monroe Partners
161. Xcel Energy
162. Zen Ecosystems
163. Zeuthen Management Solutions



Growth Capital Investment in Energy Technology

Understanding the Trends



Meet Our Speakers:



Rich Barone
TRC Companies



Ross Malme
Bowen Advisors, Inc.



Bowen Advisors | By the Numbers



18

YEARS IN BUSINESS



127

CLOSED TRANSACTIONS

11 per year over last 5 years



\$3.8B

AGGREGATE TRANSACTION VALUE



4

SERVICE OFFERINGS

Sellside M&A
Buyside M&A
Strategic Financing
Principal Investing



5

SECTORS COVERED

Energy Tech
Communications & Cloud
Consumer Tech
Healthcare Tech
Defense Tech



20

PEOPLE

HQ: Boston



1

FOCUS

Growth Technology



Bowen Advisors | Sector Coverage by Technologies



Energy Tech

EV Charging & Analytics
DER Management
Smart Grid
Smart Buildings
Battery & Fuel Technology



Communications & Cloud

Edge Computing
IoT
Collaboration
Networking
5G
AI & ML



Consumer Tech

On-Demand Services
Ecommerce
Transportation & Logistics
Education Tech & STEM
Sports Tech



Healthcare Tech

Real World Evidence
Life Sciences
Healthcare Operations



Defense Tech

Networks & Comms
Cybersecurity
Sensors & Detection
Drones & Robotics
Testing & Simulation



Speaker Dialogue and Q&A:



Rich Barone
TRC Companies



Ross Malme
Bowen Advisors, Inc.



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Acting Assistant Secretary
for Energy Efficiency + Renewable Energy
U.S. Department of Energy

Kelly Speakes-Backman



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www.peakload.org/43rd-conference



SPEAKER BIO:



Rich Barone
TRC Companies

Rich Barone serves as Vice President, Advanced Energy Transformation at TRC Companies. In this strategic role, he helps utilities, municipalities, large C&I customers, early-stage investors and TRC's internal business units navigate and succeed in today's evolving energy markets.

Prior to joining TRC, Mr. Barone spent five years at Hawaiian Electric, steeped in the challenges of the grid modernization, distributed energy resource management, and a rapidly evolving utility business model and regulatory framework. Customer asset integration, NWA's, new market creation, business model reliability, and operational resiliency were among his top priorities.

Before Hawaiian Electric, Mr. Barone spent 15+ years in strategic planning, early-stage technology assessment, software development, and system integration. His experience includes consulting on Emerging Technologies at Navigant, VP of Smart Grid Services at Pacific Controls, Inc., and COO of Infotility. He also spent three years at the National Renewable Energy Laboratory (NREL) in technology transfer and commercialization, focusing on enterprise development through NREL's Industry Growth Forum.

Mr. Barone holds an M.S. in Energy Technology & Policy and an M.B.A. in Entrepreneurship from the University of Colorado. He earned an MS in E-commerce Application Development from Columbia University and he holds a dual B.A. in English and Philosophy from Boston College.



SPEAKER BIO:



Ross Malme
Bowen Advisors, Inc.

Ross Malme is Senior Advisor with Bowen Advisors, a Boston-based investment banking firm where he co-manages the Energy Technology Practice. Previously he was a Partner with Skipping Stone, an energy consulting company, where he led the Skipping Stone's Smart Grid and international practice focusing on exports of U.S. Smart Grid technology primarily through U.S. Trade and Development Agency, United Nations, and work banking organizations. He has served on the Advisory Committee to the Secretary of the U.S. Department of Commerce on Energy Efficiency and Renewable Energy, as well as Executive Committee of the Retail Gas Quadrant of the National Energy Standards Board.

Previously, Mr. Malme was Director of Schneider Electric's Demand Response Resource Center and prior to that, he was the Founder, President and Chief Executive Officer of RETX Energy Services Inc., a leading provider of application services and technology to the restructuring energy industry which was sold to Schneider Electric in 2008. Additionally, he is the past Chair of the Peak Load Management Alliance (PLMA), 2001 through 2005.

Mr. Malme is also the inventor of the first commercially successful wireless automatic meter reading (AMR) technology which was sold to Itron and became the utility industry standard for over two decades.