



Edo Accelerates Growth in Utility Sector with Key Additions

May 2024 - Edo, a leading provider of virtual power plants and demand flexibility solutions for commercial buildings announces two strategic appointments to its utility division.



Tim Guiterman Joins Edo as Director of Utility Programs

Edo is thrilled to welcome Tim Guiterman as Director of Utility Programs, marking a significant milestone in the company's expansion efforts in the utility sector. With two decades of experience in energy engineering, program evaluation, entrepreneurship, and policy advocacy, Tim's appointment signals Edo's commitment to driving innovation and advancing grid decarbonization initiatives.

In this role, Tim will spearhead developing and implementing Edo's expanding business with utility clients, overseeing initiatives such as the [Spokane Connected Communities Project](#), a first-of-its-kind demand flexibility program with Avista Utilities funded by the [Department of Energy](#), and the [Connecticut Public Utility Regulatory Authority's Innovative Energy Solutions](#) building optimization initiative with one of Connecticut's largest electric distribution companies.

Tim brings a wealth of knowledge and expertise to Edo. As CEO and Co-founder of InfiSense, Tim led the deployment of innovative wireless sensor technologies, facilitating building decarbonization, real-time energy monitoring, and indoor air quality enhancements. He drove significant growth at InfiSense, culminating in Sealed's strategic acquisition. At Sealed, Tim continued to foster innovation and strengthened the company's leadership in residential rebate programs. He introduced new data-driven services and forged partnerships to support measured savings programs under the IRA's Home Energy Rebate initiatives. Before launching InfiSense, Tim's tenures at EnergySavvy and Navigant (now Guidehouse) established his role as a practitioner and thought leader in the utility demand-side management (DSM) and evaluation, measurement, and verification (EM&V) spaces.

As Director of Utility Programs, Tim will provide strategic leadership, oversee program implementation, and drive execution as Edo expands its utility programs portfolio.

"We're making big moves in the utility sector, and with Tim on board, we're poised for significant growth," said Hendrik Van Hemert, Managing Director of Edo. "His wealth of knowledge and proven track record will be instrumental as we expand and enhance our portfolio of utility programs."

Tim Guiterman expressed his enthusiasm for joining Edo, stating, "I am thrilled to join Edo and grow our demand flexibility solutions. Edo's innovative approach and dedication to transforming buildings into grid-interactive efficient buildings and their aggregation into virtual power plants is transformative. I am eager to drive significant impacts in the utility sector."

Dee Martir Appointed as Director of Utility Sales

Edo also welcomes Dee Martir as Director of Utility Sales, reinforcing its dedication to expanding its presence and impact in the utility market. Dee's extensive experience spanning over 15 years in the utility industry and her diverse and multifaceted professional background position her as a critical asset in driving Edo's sales efforts and forging strategic partnerships.

Dee's journey is marked by a seamless blend of experiences spanning sales, software development, market research, entrepreneurship, and academia. Before joining Edo, Dee charted a dynamic career across a spectrum of energy industry startups and multinational corporations, such as UtilityAPI, ONZO, Calico Energy, Generac Power Systems, Procter & Gamble, and Pfizer. Her tenure at these institutions deepened her understanding of the utility landscape and equipped her with invaluable experiences that continue to inform her strategic sales and partnership approach at Edo.

"With Dee joining our team, we're doubling down on our commitment to growth and innovation in the utility industry," said Emilie Bolduc, Chief Commercial Officer at Edo. "Edo is strategically positioning itself for significant advancement of commercial building virtual power plants, and the addition of Tim Guiterman and Dee Martir to our team reinforces our trajectory toward substantial growth."

"Joining Edo represents an exciting opportunity to drive innovation and contribute to the industry's remarkable growth trajectory. I am thrilled to be part of a team revolutionizing the utility sector and shaping the future of energy management and demand flexibility," said Dee Martir.

Edo is at the forefront of transforming facilities into grid-interactive buildings and aggregating them into virtual power plant solutions. Focusing on advancing building and grid decarbonization and efficiency initiatives, Edo partners with utility clients to develop and implement innovative demand flexibility programs. Edo empowers facilities to optimize energy usage and contribute to a sustainable future through its cutting-edge software technology and expertise.

Also, Please include:

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