

We asked 80 utilities and startups at a recent EPRI & Incubateenergy conference about their top challenges and ingredients for successful startup-utility partnerships.

Here are the results:



In one word, what is your #1 challenge?



UTILITIES

Culture, change, and pace	5
Efficiency & time	5
Affordability & cost	4
Policy & government	4
Climate & environment	3
Alignment	2
Balance	2
Security	2
Delivering value to customers	2
Implementation	2
Disruption	2
Education	2
Integrating renewables & technology	2
Reliability	2

STARTUPS

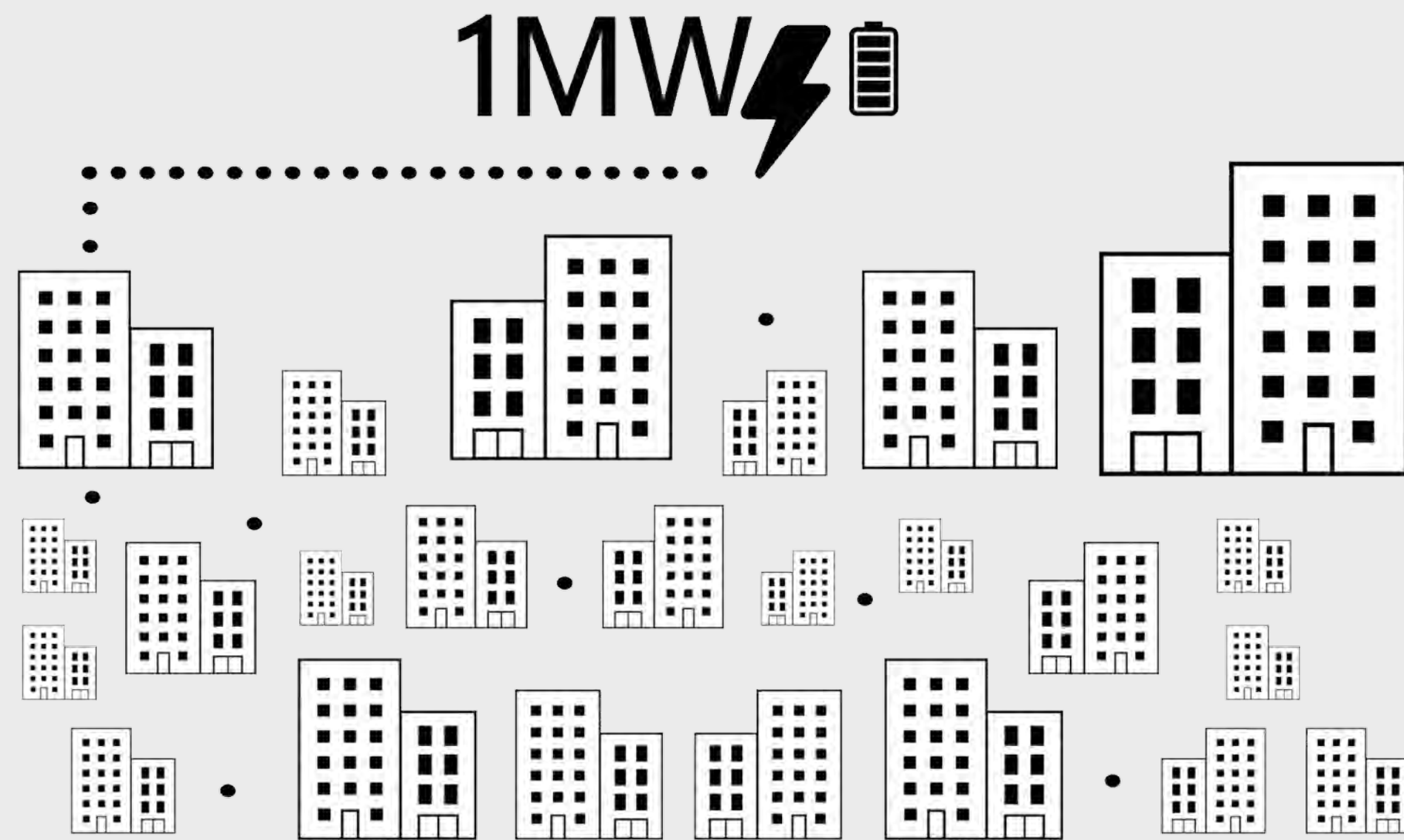
Funding	9
Culture, change, and pace	7
Policy & regulation	5
Efficiency & time	3
Collaboration	3
Alignment	2
Hiring	2
Utilities	2
Organization	2
Revenue	2
Business model	2
Sustainability	2
Flat load growth	2
Leadership	2
Other	4



Which technologies are you most excited about right now?



stem



ENERGY
EXCELERATOR



8%

Other

14%

**CUSTOMER
EXPERIENCE**

32%

**DER /
MANAGEMENT**

24%

STORAGE

3%

TRANSPORTATION

19%

**DATA
MANAGEMENT**

8%

Other

14%

**CUSTOMER
EXPERIENCE**

32%

**DER /
MANAGEMENT**

24%

STORAGE

3%

TRANSPORTATION

19%

**DATA
MANAGEMENT**

Where is innovation
happening?

14%

32%

24%

3%

19%

CUSTOMER EXPERIENCE

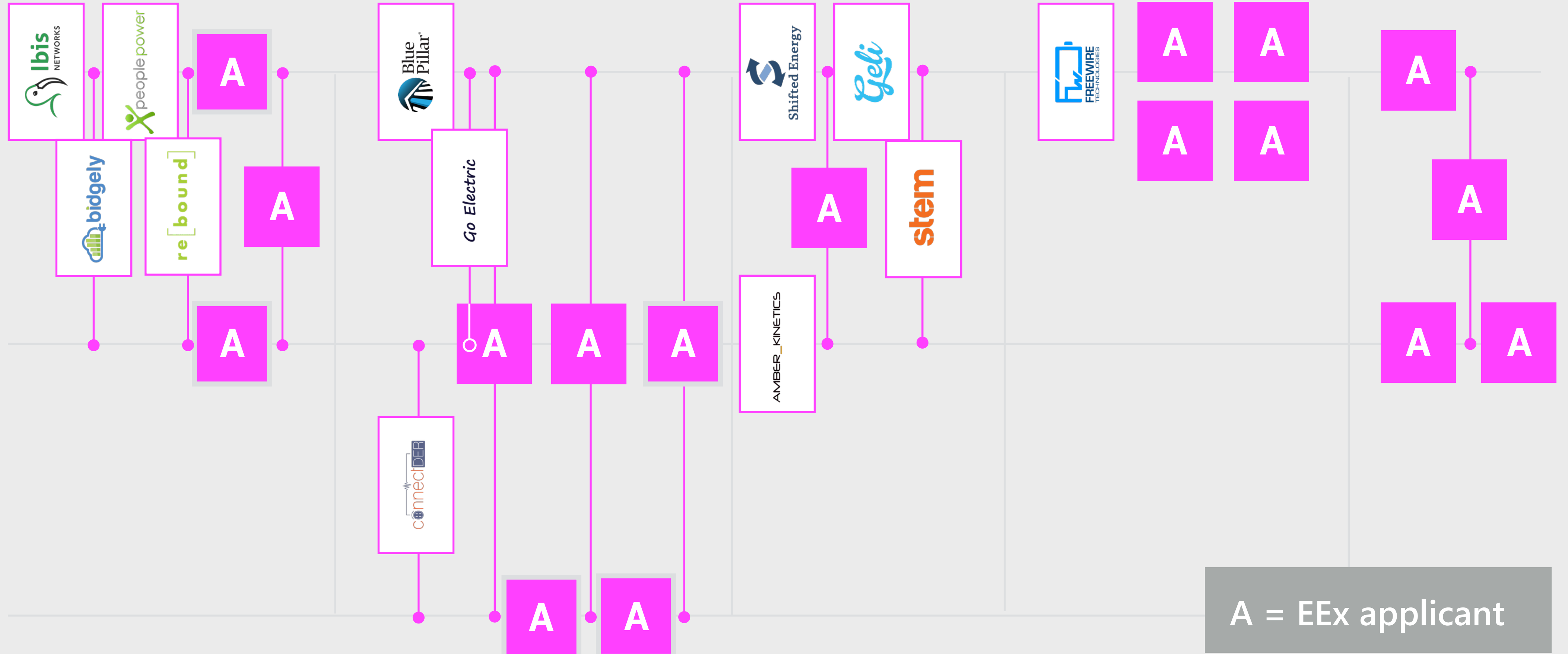
DER / MANAGEMENT

STORAGE

TRANSPORTATION

DATA MANAGEMENT

CUSTOMER



A = EEx applicant

“Cleanup on aisles 1-6!”

Utility executive on how there are many viable technologies at Distributech, but not enough integration between them.

 *Aspen Institute's Energy Innovation Forum*



Rank the 5 ingredients for a successful utility project.

1 = most important

5 = least important

Utilities have seen projects with startups work best when...

1. Utility executive responsible for innovation
2. Cross-cutting utility innovation team
3. Utility operations team engaged in pilot

Startups have seen a utility project work best when...

1. Clear process for collaboration
2. Clear articulation of utility pain points
3. Utility executive involvement

What is the most important characteristic of a startup wanting to work with the utility?



Utilities rank characteristics of startups wanting to work w/utilities

1. Road to a clear business case
2. Partnership with a larger entity for implementation
3. Nimble planning tools

Startups rank characteristics they need in order to work w/utilities

1. Road to a clear business case
2. Tested by other utilities
3. Partnership with a larger entity for implementation

Advice for startups wanting to
work with utilities:

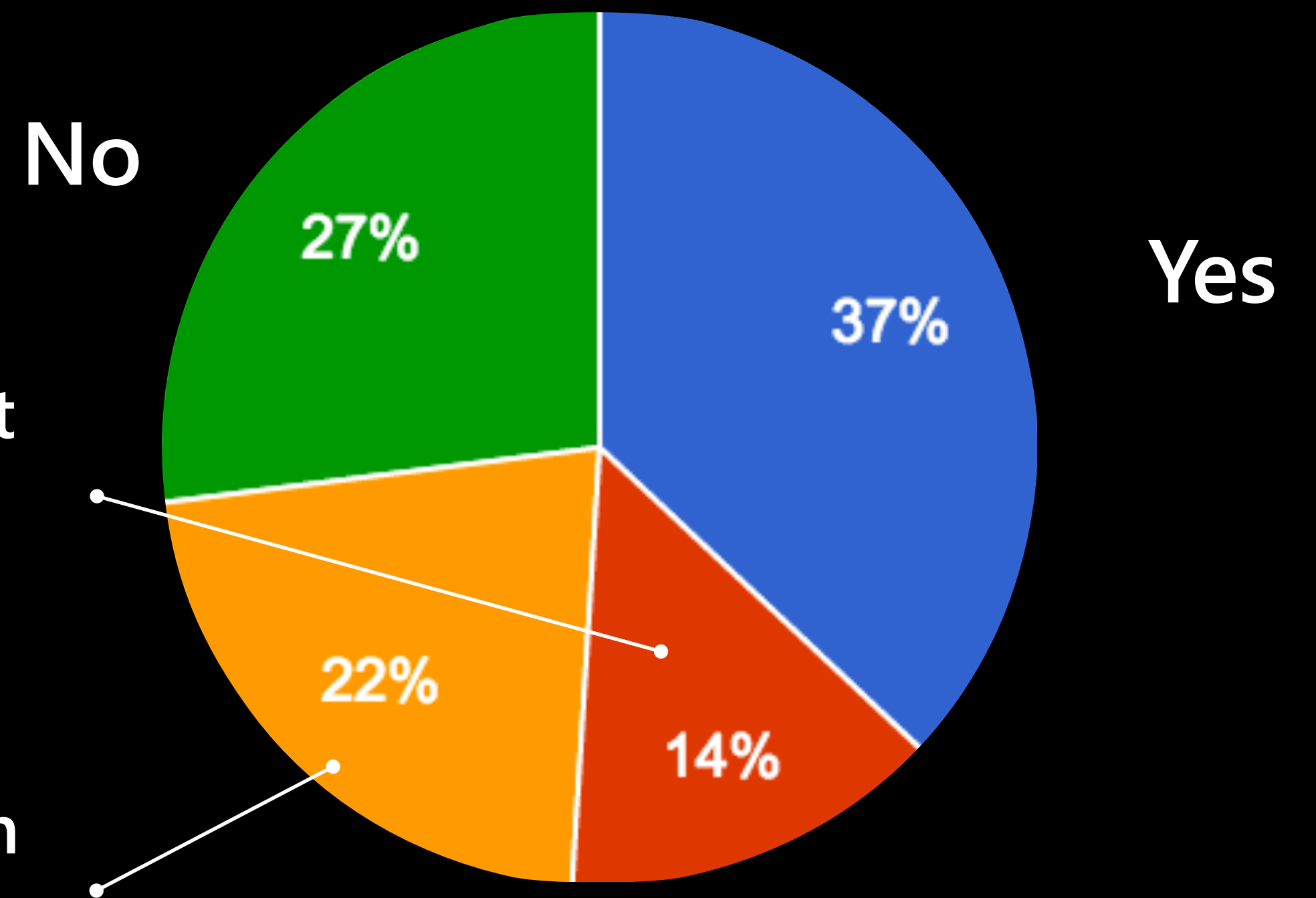
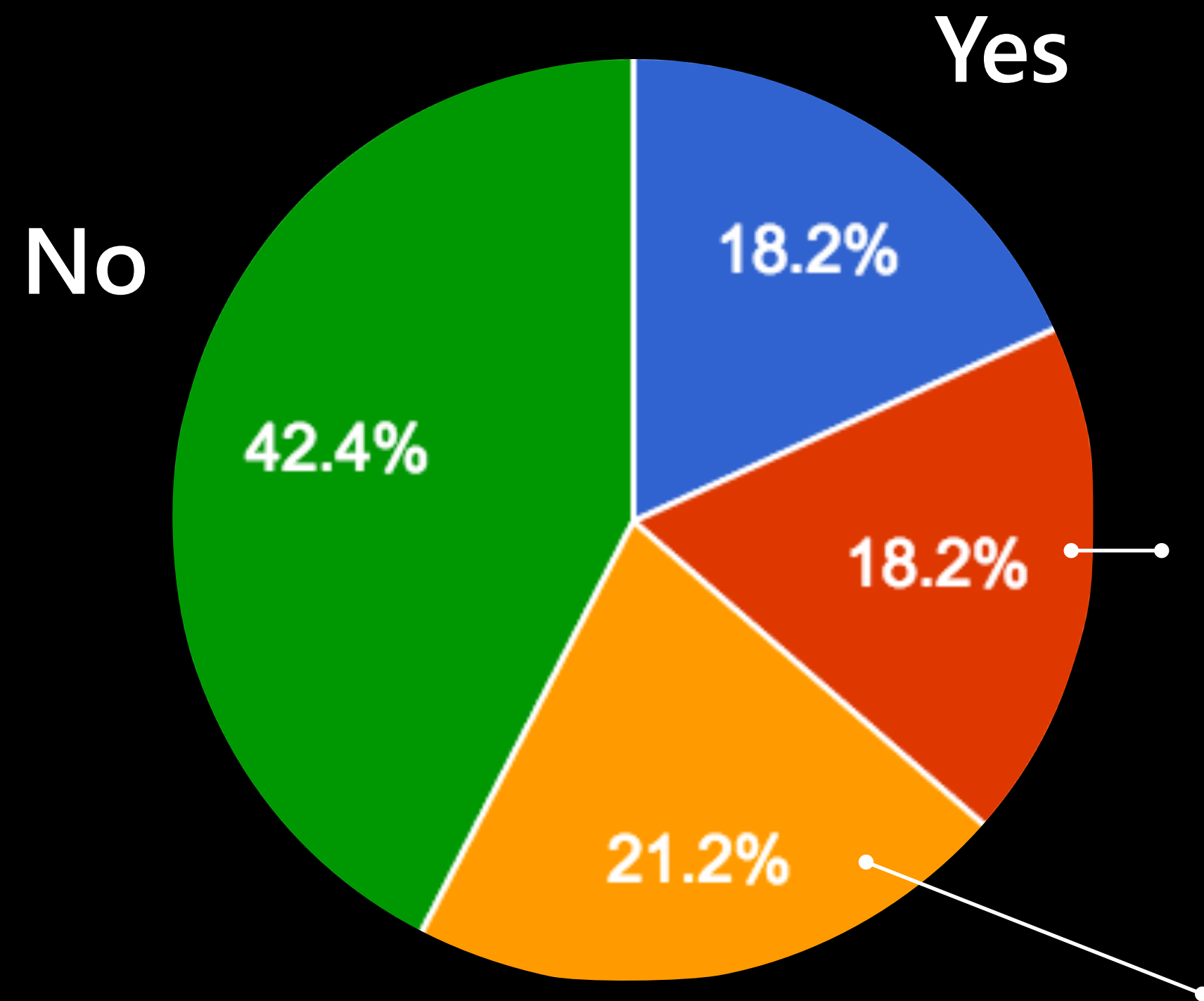


1. Be patient
2. Understand utility drivers
3. Clearly articulate how your solutions creates value for their customers
4. Have a solutions that is real and scalable



Will the U.S. be powered by
100% renewable energy in
the next century?







**ENERGY
EXCELERATOR**

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