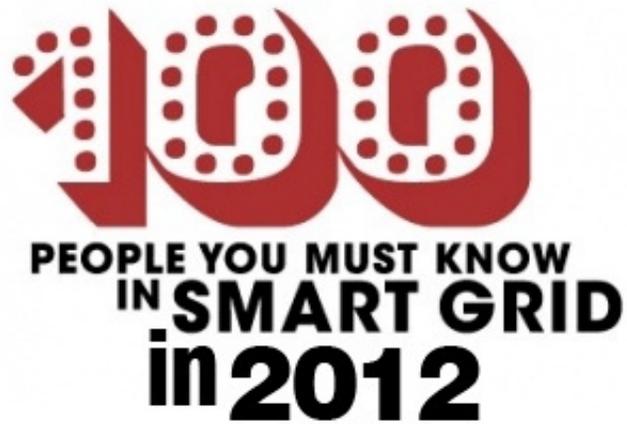


# The



## Networked Grid 100: The Movers and Shakers of the Smart Grid in 2012

Who are the leaders of the smart grid industry? Read this to find out.

JEFF ST. JOHN, DAVID J. LEEDS: MARCH 21, 2012

**Ivo Steklac**, COO, Tendril

Mr. Steklac, a 20+ year industry veteran, is responsible for the day to day operations of Tendril globally, including business development, sales and marketing, product management and development. Most recently Steklac was CEO of Greenbox Technology, a company that provides interactive energy management for the smart home, which was acquired by Silver Spring Networks in late 2009. Previously, he worked as Vice President of Marketing for Energy and Utilities at Schlumberger, and founded Enspira Solutions, a consultancy and systems integration firm. While Ivo started in a rather limited role at Tendril in 2010, it didn't take him long to move into the COO chair.

**Rick Stevens**, VP of asset management, Hydro One

Rick Stevens has been with Hydro One, Ontario, Canada, for 27 years where he currently serves as vice president of asset management. Rick developed the overall business strategy and business case for the deployment of Hydro One's smart meter program and led Hydro One's Smart Meter/Smart Grid initiative which involved the rollout of 1.2 million

meters. He is a past chairman of the Utilimetrics board of directors.

**Dr. J. Kelly Truman**, President & CEO, Deeya Energy

Kelly Truman has been President and CEO of Deeya Energy since 2010, bringing over 25 years of experience in renewable energy, semiconductor manufacturing and thin film technology. Prior to joining Deeya Energy, Kelly was a founding team member and SVP at Solyndra, where he led Marketing, Sales, Business Development, Customer Service, Government Affairs, Intellectual Property and Corporate Communications. He was instrumental in each of Solyndra's major capital raises, including the now infamous \$535M U.S. Department of Energy guaranteed loan. As the cost of solar pv continues to decline, expect the need for the kind of storage products that Deeya offers.

**Adrian Tuck**, CEO, Tendril

Another GTM Research favorite, Mr. Tuck, as CEO of Tendril, leads the company's strategic direction and has worked to build both a solid customer base and set of partnerships and investors for Tendril. Previously, Adrian served as both interim CEO and executive vice president of Ember Corporation. As an early advocate of 'the Internet of Things,' Adrian was instrumental in the development of the ZigBee standard and served as the vice-chair of the ZigBee Alliance for a number of years. Mr. Tuck currently sits on the board of the GridWise Alliance, and also serves as an advisor to the White House on the topic of the smart grid.

**Michael Valocchi**, Partner, Global Energy and Utilities Industry, IBM

Michael is responsible for the development and execution of the industry strategy to delivery consulting services as well as the development and direction of the Industry thought leadership at IBM. Prior to this position, Michael was a Business Strategy Partner with IBM Global Services and held a leadership position with another consulting firm. Michael has 20+ years experience serving energy and utility clients, has proven leadership skills and expertise in financial, strategic, operational and regulatory issues.

**Steve Vassallo**, General Partner, Foundation Capital

As a General Partner at Foundation Capital, Vassallo has been intimately involved in putting capital into many of the best known, young companies in Smart Grid today, including EnerNOC, Silver Spring Networks, eMeter, and Control4, and now Sentient Energy. With a background in the areas of cleantech, consumer, and software and services, don't be surprised to see Mr. Vassallo ahead of the pack as new software and data analytics firms start to emerge in the years 2012 to 2015.

**Bruce Walker**, Partner, Davies Consulting

Mr. Walker is presently a partner in Davies Consulting, a Maryland-based consulting firm that focuses on developing strategies and providing solutions for utilities in emergency management, asset management and grid modernization. He is also the President for SmartSenseCom, a Washington, D.C.-based company providing advanced technology monitoring solutions that facilitate the integration of smarter technology and renewable energy sources. For more than twenty years, Mr. Walker has been an integral part of three investor-owned utilities in the Northeastern United States. In his last utility post, Mr. Walker was the Vice President of Asset Strategy and Policy for National Grid, where he oversaw the development of asset strategies and policies for a \$3 billion, five-year capital investment plan. He serves as a member of the Board of Directors for GridWise Alliance, and serves as the Vice Chairman of its Executive Committee. He is a co-founder of the Global Smart Grid Federation (GSGF), a formal collaboration among seven countries to modernize the world's electric energy system.

**Cheri Warren**, VP, Asset Management, National Grid

Cheri Warren is currently the VP of asset management at National Grid. Her responsibilities include smart grid, transmission and distribution asset ownership, asset information management and reliability strategy. In 2007, Cheri won the IEEE PES Excellence in Distribution Award for her contributions to electric reliability. Cheri's career spans more than 20 years and includes extensive experience in electric reliability assessment, asset management, regulatory standards, key customer management, utility operations, distribution design and audits, transmission, power quality, as well as software product development, implementation and integration.

**Jon Wellinghoff**, Chairman, Federal Energy Regulatory Commission

As chairman of the federal agency that exerts regulatory authority over most of the country's energy industry, Jon Wellinghoff holds a key position in shaping how the smart grid will emerge. Wellinghoff has called demand response the "killer app" of the smart grid, and FERC has backed up that position with rulings that call on the country's grid operators to reward "negawatts" of demand response on an equal footing with generated power, as well as extra rewards for fast-responding grid balancing technologies. FERC is also seeking authority to fast-track interstate transmission projects to carry renewable energy from windswept prairies and sun-drenched deserts to cities that need it.

**Andy White**, Chairman and Chief Executive Officer, Trilliant

Andy took the helm at Trilliant in 2009 after a very long career at GE, which had him moving up the ranks from a GM to Senior Executive to President and CEO of several GE businesses, as well as becoming a GE Corporate Officer in 2002. One of those business lines that he led was CEO of GE Hitachi (<http://www.starnewsonline.com/section/topic50>) Nuclear Energy, and Mr. White is currently Chairman of the World Nuclear Association. While Trilliant has in many respects been overshadowed by Silver Spring Networks, we remain impressed by the company, and wouldn't be surprised if they are one of the next companies to be snapped up in the ongoing smart grid buying spree, with GE or ABB (both investors) as the most likely candidates.

**Steve Widergren**, Principal Engineer, PNNL

Steve Widergren is a principal engineer at Pacific Northwest National Laboratory and Administrator for the GridWise Architecture Council. Prior to joining the Laboratory, he engineered and managed energy management systems products for electric power operations and supported power system computer applications in both supplier and utilities sectors. He has expertise in simulation, control, and system integration and is actively involved in the IEEE Power Engineering Society as well as participating in a broad range of standards efforts.

**Lorie Wigle**, General Manager, Eco-Technology, Intel

Lorie Wigle is the General Manager of Intel's Eco-Technology organization, which encompasses the sustainable design, manufacturing and use of Intel products. Wigle leads the Intel Open Energy Initiative, which is aligning Intel and industry efforts to drive standards-based, open implementation of smart grid and smart building technologies globally. Ms. Wigle has been with Intel for 25 years and is a frequent speaker on topics related to smart grid.

**Robert Wilhite**, Leader of Management and Operations Consulting, KEMA

Mr. Wilhite, a longtime veteran of the utility industry with strategic, operational, and consulting experience, leads DNV KEMA's worldwide management and operations practice. In his prior industry roles, Mr. Wilhite developed expertise in utility operations, including distribution engineering, metering, energy efficiency, marketing, and customer services. He serves on the Board of Directors of the GridWise Alliance, as well as on the Board of Directors of Utilimetrics. Recently, Mr. Wilhite was invited to participate in a private listening and action session on the smart grid, as part of President Obama's Council on Jobs and Competitiveness.

**Tom Willie**, CEO and President, Current

Tom Willie leads Current, the former broadband-over-powerline company that has recast itself as a broad-based smart grid technology provider. Its biggest markets are in Europe, where it is supplying smart metering, communications and sensor technology taken up by Spanish mega-utility Iberdrola for a multi-million smart meter deployment, with smaller projects underway in Portugal and Poland. In the United States, it developed voltage and reactive power management software working for Xcel Energy's SmartGridCity project in Boulder, Colo., but sold that business to S&C Electric Co. last year. It's still supplying underground fault detection and grid monitoring equipment to the U.S. market, starting with a deployment with Pepco in Washington, D.C..

### **Dan Yates, Opower**

Daniel Yates, CEO and Founder, is responsible for the vision, strategy, and leadership of Opower. Prior to founding Opower, Daniel Yates was founder and CEO of Edusoft, the leading educational software company providing assessment platforms to U.S. public school districts, which was sold to publishing company Houghton Mifflin in 2004. In 2009, Daniel Yates was named a "Tech Titan" by *Washingtonian* magazine and he has helped grow Opower into one of the most well-known companies working on the challenge of consumer energy management.

### **Audrey A. Zibelman, Chief Executive Officer, Viridity**

Ms. Zibelman has more than 25 years of utility experience in both the public and private sectors. Prior to joining Viridity, Ms. Zibelman was the Executive Vice President and Chief Operating Officer of PJM Interconnection. While at PJM, Ms. Zibelman oversaw the successful expansion of the PJM system to become the world's largest single control area and wholesale market. During this time, PJM successfully reduced its costs to provide RTO services by more than 40 percent. Ms. Zibelman also successfully oversaw the expansion of PJM's demand response programs. She was an original member of the board of directors of Reliability First Corporation, a not-for-profit company whose goal is to preserve and enhance electric service reliability and security within its territory, and she has also served as a member of the Board of Directors of the GridWise Alliance, serving as membership chair.

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