

2022

IEI Technology Partner Roundtable

Membership Brochure



The Edison Foundation

INSTITUTE for
ELECTRIC INNOVATION

ABOUT THE TECHNOLOGY PARTNER ROUNDTABLE

The IEI Technology Partner Roundtable fosters strategic partnerships between technology companies and electric companies and is a unique platform to exchange information and ideas, build coalitions, and share results from innovative projects.

Roundtable members are a select group of technology companies committed to working with electric companies to develop and deploy the next generation of customer solutions.

The Roundtable is a forum

- for in-person senior executive closed-door dialogues,
- to publish thought-leadership on emerging trends and key issues, and
- to publicly demonstrate industry leadership at IEI events.

IEI has an unrivaled position within the industry and unmatched relationships with electric utility executives focused on the value of technology—electric company collaborations in building a resilient, carbon-free, affordable, and customer-centric energy future.

"IEI has a long track record facilitating influential dialogues between electric and technology company executives that result in new partnerships. IEI helps us lead the way with data-driven decision making, helping to accelerate adoption of practical, innovative solutions that deliver measurable value for the industry and meet evolving customer demand for personalized energy services."

—TED SCHULTZ
CEO
E Source

COMPETITIVE EDGE

The IEI Technology Partner Roundtable is an unparalleled platform for getting your company's message to decision makers. IEI offers Roundtable members opportunities to engage with leading electric company executives. As part of the Edison Electric Institute, whose members represent 70 percent of the U.S. electric power sector, IEI provides Roundtable members with substantive opportunities to reach top industry executives. The relationships facilitated and enhanced by the Roundtable will help establish your company as a leader.

"Customers today expect far more from their electric company than ever before! The dialogues with technology companies that IEI designs and facilitates consistently influence Puget Sound Energy's internal strategy as we seek to deliver an enhanced customer experience, new energy management programs, and affordable, carbon-free energy to customers."

—MARY KIPP
President and CEO
Puget Sound Energy

"Technology change continues to accelerate, while customer expectations evolve, requiring regulatory and business models to evolve as well. This will mean more service options for customers and more partnership opportunities for electric companies. IEI is helping us, and the industry, identify the most effective partnerships that will enable the best possible energy future for our customers."

—BOB ROWE
CEO
NorthWestern Energy

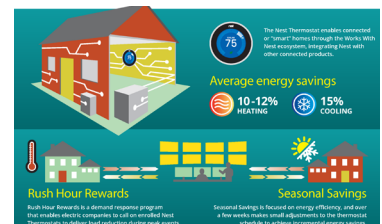
2022 MEMBERSHIP BENEFITS

EXECUTIVE DIALOGUES AND MEETINGS

- **Thought Leaders Speak Out Dialogue–Virtual Series:** Invitation-only fireside chat between an electric company and a technology company with 20-25 senior electric company executive participants. The 2022 Thought Leaders Speak Out Dialogues will focus on the partnerships and programs that are successfully engaging customers with technology.
- **Executive Dialogue–June 20-22, Orlando, FL:** Invitation to participate in private dialogue with Management Committee members at EEI's Annual Convention in June in Orlando. The 2022 Executive Dialogue will focus on emerging solutions for demand flexibility.
- **Powering the People–Fall 2022, Virtual:** Invitation to participate in IEI's celebration of innovation and change in the power sector.

CORE MEMBER BENEFITS

- Invitation to participate in IEI's Executive Dialogue at the 2022 EEI Annual Convention with IEI's Management Committee of electric company CEOs and Senior Executives.
- Speaking opportunities at IEI and EEI meetings and events such as Powering the People.
- Joint thought leadership and case study publication opportunities.
- Exclusive sponsorship and branding opportunities for 2022 IEI events including the Executive Dialogue at EEI's Annual Convention.
- Invitations to contribute to IEI and EEI publications such as EEI's award-winning Electric Perspectives Magazine.
- Dual-membership opportunities with EEI Power membership and associate programs.
- Discounted registration to EEI Annual Convention—the electric power industry's most prestigious gathering; and possible placement of senior executive on program agenda.
- Technology Partner Snapshot infographic developed exclusively for Technology Partner Roundtable members to be featured on IEI homepage. Company logo and link also included on IEI website.



TECHNOLOGY PARTNER ROUNDTABLE MEMBERSHIP CRITERIA

Each member company of the Technology Partner Roundtable must be partnering with electric companies to deploy or develop unique, innovative, and cost-effective energy solutions for customers or for the distribution grid. IEI looks forward to identifying and offering our Technology Partners additional opportunities throughout the year.

EVENTS & OPPORTUNITIES

Thought Leaders Speak Out Dialogues 2022

Engaging Customers with Technology

March-December

Virtual

These fireside chats between electric company and technology company executives focus on key breakthroughs related to technology-enabled customer engagement. Approximately 25 electric company executives participate in the fireside chat.

Check out last year's dialogues: bit.ly/3nr4262

- Scaling customer enrollment in demand-side management programs.
- Utilizing the full potential of smart meters.
- Engaging customers digitally during the COVID pandemic.



IEI Executive Dialogue at EEI 2022 Annual Convention

June 20-22, 2022

JW Marriott Grande Lakes

Orlando, FL

EEI2022

The EEI 2022 Annual Convention is the electric power industry's premier gathering of senior electric company executives. IEI will convene a private, by-invitation meeting between IEI's Management Committee of electric company CEOs and Technology Partner Roundtable executives. This closed-door discussion offers unparalleled access, helps foster relationships, and establishes your company as a thought leader.

Powering the People 2022

Fall 2022 (Date TBD)

Virtual

This by-invitation event brings together a select group of electric companies, technology companies, environmental organizations, policymakers, regulators, and other thought leaders for an afternoon of dialogue and discussion.

Key takeaways from Powering the People 2021 Achieving a Carbon-Free Energy Future: bit.ly/34xvbh9, bit.ly/3eZtv1Z



2022 TECHNOLOGY PARTNER ROUNDTABLE MEMBERSHIP DUES



SMALL COMPANY

(Less than \$10M in annual revenue)

Membership: \$8,500



LARGE COMPANY

(\$10M or greater in annual revenue)

Membership: \$17,500

2022 TECHNOLOGY PARTNER ROUNDTABLE PACKAGES

IEI & TECHNOLOGY PARTNER ROUNDTABLE EVENTS	AVAILABLE SPONSORSHIP LEVELS	
Executive Dialogue at EEI Convention 2022 Summer 2022 Orlando, FL	Megawatt Sponsor \$10k	Kilowatt Sponsor \$5K

Additional sponsorship and branding opportunities are available for select IEI events and select EEI events. For more information, contact Nanako Hisamichi at nhisamichi@edisonfoundation.net or 202.508.5017.

CURRENT MEMBERS OF THE TECHNOLOGY PARTNER ROUNDTABLE

Anterix

bidgely

Source

Google

IBM

ORACLE[®]
UTILITIES

powerley

RECURVE

SENSUS
a xylem brand

uplight™

MEMBERS OF THE INSTITUTE FOR ELECTRIC INNOVATION MANAGEMENT COMMITTEE

Executive Director – Lisa Wood

Co-Chair – Mary Kipp, President and CEO, Puget Sound Energy

Co-Chair – Robert Rowe, CEO, NorthWestern Energy

Nicholas Akins

Chairman, President, and CEO
American Electric Power

Warner Baxter

Executive Chairman
Ameren Corporation

Robert Blue

Chairman, President and CEO
Dominion Energy

Kelcey Brown

President and CEO
MidAmerican Energy

Calvin Butler

Senior Executive Vice President
and Chief Operating Officer
Exelon Corporation

Doug Cannon

President and CEO
NV Energy

Brett Carter

Executive Vice President and Chief
Customer and Innovation Officer
Xcel Energy

Tim Cawley

President and CEO
Consolidated Edison

Christopher Crane

President and CEO
Exelon Corporation

Chris Cummiskey

Executive Vice President,
Chief Commercial and
Customer Solutions Officer
Southern Company

Ron Darnell

Senior Vice President, Public Policy
PNM Resources

Thomas Fanning

Chairman, President, and CEO
Southern Company

Bob Frenzel

Chairman, President, and CEO
Xcel Energy

Andrés Gluski

President and CEO
AES Corporation

Lynn Good

Chairman, President, and CEO
Duke Energy Corporation

Lisa Grow

President and CEO
Idaho Power Co.

Jeff Guldner

Chairman, President, and CEO
Pinnacle West Capital Corporation

David Hutchens

President and CEO
Fortis, Inc.

Shelee Kimura

President and CEO
Hawaiian Electric Company

Kenny Mercado

Executive Vice President,
Electric Utility
CenterPoint Energy

Jerry Norcia

President and CEO
DTE Energy Company

Steve Powell

President and CEO
Southern California Edison

Scott Seu

President and CEO
Hawaiian Electric Industries

Eric Silagy

President and CEO
Florida Power & Light Company

Sean Trauschke

Chairman, President, and CEO
OGE Energy Corporation

David Velazquez

Executive Vice President,
Utility Operations
Exelon Corporation

Dennis Vermillion

President and CEO
Avista Corporation

MEMBERS OF THE INSTITUTE FOR ELECTRIC INNOVATION AND THE EDISON FOUNDATION

IEI's members are the investor-owned electric companies that represent about 70 percent of the U.S. electric power industry. Membership is open to all electric utilities, including investor-owned utilities, public power utilities, electric cooperatives, and international utilities. The Institute for Electric Innovation is a program of the Edison Foundation.

- AES Corporation
- Alliant Energy
- Ameren Corporation
- American Electric Power
- AVANGRID
- Avista Corporation
- Berkshire Hathaway Energy
- Black Hills Corporation
- CenterPoint Energy
- Central Hudson Gas & Electric Corp.
- Cleco Corporate Holdings
- CMS Energy Corporation
- Consolidated Edison
- Dominion Energy
- DTE Energy Company
- Duke Energy
- Duquesne Light Company
- Edison International
- El Paso Electric
- Entergy Corporation
- Evergy
- Exelon Corporation
- Florida Public Utilities
- Green Mountain Power Corporation
- Hawaiian Electric Industries
- IDACORP
- Liberty Utilities
- MDU Resources Group
- National Grid
- NextEra Energy
- NiSource
- NorthWestern Energy
- OGE Energy Corporation
- Ohio Valley Electric Corporation
- Oncor
- Otter Tail Corporation
- PG&E Corporation
- Pinnacle West Capital Corporation
- PNM Resources
- Puget Sound Energy
- San Diego Gas & Electric Company
- Sharyland Utilities
- Southern Company
- Tampa Electric an Emera Company
- UGI Corporation
- Unitil Corporation
- UNS Energy Corporation
- Upper Peninsula Power Company
- Versant Power
- WEC Energy Group
- Xcel Energy

ABOUT THE INSTITUTE FOR ELECTRIC INNOVATION

The Institute for Electric Innovation focuses on advancing the adoption and application of new technologies that will strengthen and transform the energy grid. IEI's members are the investor-owned electric companies that represent about 70 percent of the U.S. electric power industry. The membership is committed to an affordable, reliable, secure, and clean energy future.

IEI promotes the sharing of information, ideas, and experiences among regulators, policy makers, technology companies, thought leaders, and the electric power industry. IEI also identifies policies that support the business case for the adoption of cost-effective technologies.

IEI is governed by a Management Committee of electric industry Chief Executive Officers. In addition, IEI has a Strategy Committee made up of senior electric industry executives and a select group of technology companies on its Technology Partner Roundtable.

ABOUT THE EDISON FOUNDATION

The Edison Foundation is a 501(c)(3) charitable organization dedicated to bringing the benefits of electricity to families, businesses, and industries worldwide. Furthering Thomas Alva Edison's spirit of invention, the Foundation works to encourage a greater understanding of the production, delivery, and use of electric power to foster economic progress; to ensure a safe and clean environment; and to improve the quality of life for all people. The Edison Foundation provides knowledge, insight, and leadership to achieve its goals through research, conferences, grants, and other outreach activities.



The Edison Foundation

**INSTITUTE for
ELECTRIC INNOVATION**

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