



Partner Identification of HEMS Solution Provider

Client	A major power utility in Europe with a varied power generation mix of renewable energy and conventional sources
Industry	Power & utilities
Products	Home energy management systems (HEMS)

Background

- The context of this study was to explore new technology trends in the space of Home Energy Management System (HEMS) and Energy Storage Solution (ESS) and suggest potential partner in the same space to the client.

Key Business Questions

- What are the existing and emerging technologies and solutions for HEMS and ESS?
- Who all are the major players providing various HEMS and ESS solution in different region?
- What are the key patent filing trends and year on year growth across various geographies?

Engagement Scope

1	Understanding Technology Landscape	2	Competitive Intelligence – Identification of Activities	3	Identification of Potential Partners for Client	4	Key Finding and Conclusions
▪	What are the existing and emerging technologies & solutions for HEMS and ESS?	▪	What are the various research and commercial activities carried out by different potential partners?	▪	Selection of companies on the basis of various parameters such as geographical presence, product portfolio, number of patents, partnership status, and industry experience	▪	What are the initiatives (such as partnership, research activities, etc.) taken by various player in the HEMS and ESS space?
▪	What are the patent filing trend and year on year growth across various countries?	▪	Identification of partnership activities carried out by players in HEMS and ESS ecosystem.	▪	Profiling of the companies	▪	Who all are the key players suitable for the partnership with the clients?

Research Methodology

- A combination of secondary research and primary research was conducted including patent research to identify the key patents filed by some of the major companies
- A total of 80 companies were initially identified based on the client requirements and categorized based on the product portfolio.
- The companies were further shortlisted to 30 based on a weighted score index and presented to the client

Sample Analysis

1 Understanding Technology Landscape

2 Competitive Intelligence – Identification of Activities

3 Identification of Potential Partners for Client

4 Key Finding and Conclusions

Benefits to Client

- A total of 8 companies were finally selected as potential partners by the client based on the product portfolio, geographical presence, existing partnership status and also their patent activity

Thank you

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