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?

Enga	ngement Scope						
1	Understanding Technology Landscape	2	Competitive Intelligence – Identification of Activities	3	Identification of Potential Partners for Client	4 Key Finding and Conclusions	
techi ESS Wha	at are the existing and emerging nologies &solutions for HEMS and? It are the patent filing trend and year ear growth across various countries?	con diffe lder carr	at are the various research and immercial activities carried out by erent potential partners? Intification of partnership activities ried out by players in HEMS and S ecosystem.	va ge po pa ex	election of companies on the basis of crious parameters such as engraphical presence, product partfolio, number of patents, artnership status, and industry experience of the companies	What are the initiatives (such as partnership, research activities, e taken by various player in the HE and ESS space? Who all are the key players suital the partnership with the clients?	MŚ

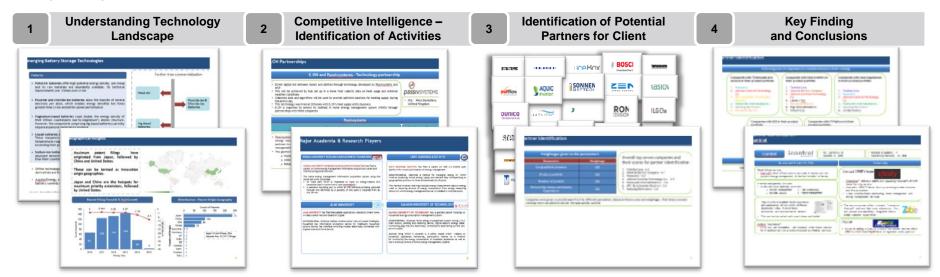
Research Methodology

- 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

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

Sample Analysis



Thank you

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