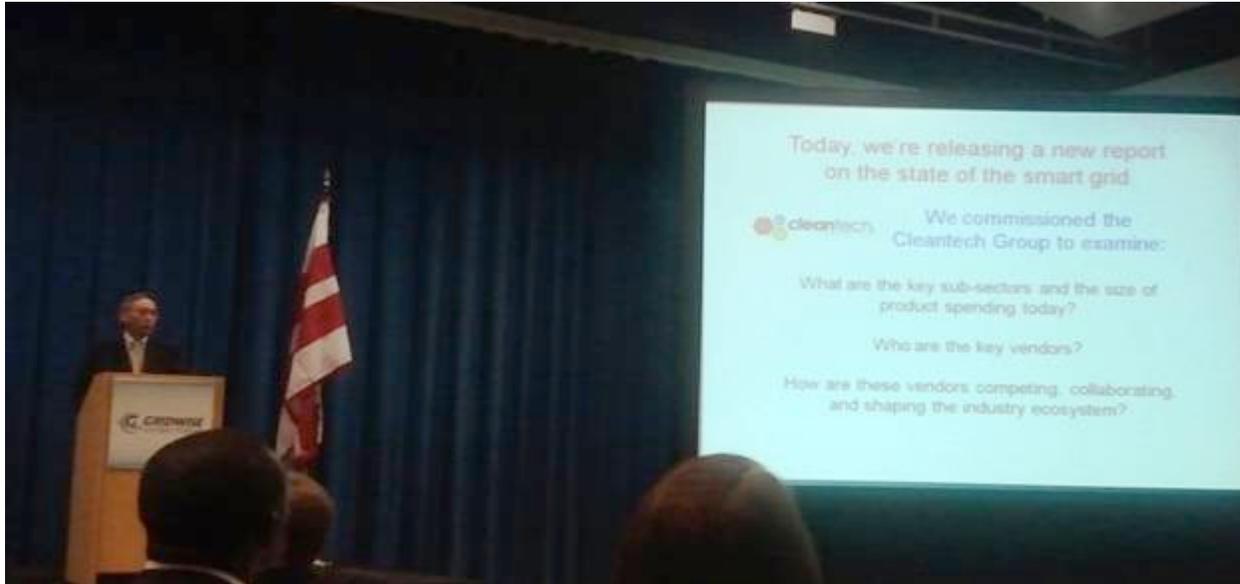


Secretary Chu Unveils Cleantech Group's 2010 U.S. Smart Grid Vendor Ecosystem Report (The Cleantech Group is a SAIL Portfolio Company)

by [Greg Neichin](#), Cleantech Group Blog, September 23, 2010



Working in energy technology one can't possibly ignore the transformative role that the current Administration is having on the promotion of clean technology. We have been lucky to have a window into some of the great work happening at the Department of Energy as the agency commissioned The Cleantech Group to produce a new [Smart Grid research study](#). The report, [announced today](#) at the GridWise Global Forum by Energy Secretary Chu himself, is a comprehensive review of the Smart Grid Vendor Ecosystem.

From the introduction to the report:

The American Recovery and Reinvestment Act (ARRA) Smart Grid investments, and broader package of \$11B for grid-related projects, did not, and will not alone, solve the hurdles that stand in the way of smart grid deployments. However, this significant infusion of capital and – perhaps equally as important – sense of urgency and attention has proven to be an important catalyst in the development of the smart grid ecosystem. There are a myriad of industry associations, standards development organizations, government agencies, and policy think tanks actively providing critical input into the future of the grid, shaping standards via the NIST Smart Grid Interoperability Panel, convening conferences and working groups, and influencing the dynamics of an evolving commercial landscape. It is on this commercial playing field that a long and growing list of equipment companies – from venture-backed startups to global, multi-billion dollar enterprises – will compete. Fundamentally, this report is a study on the state of those companies.

The report features a variety of analysis on the companies that make up an increasingly diverse smart grid landscape. While much is made in the cleantech press about well-financed, Silicon Valley startups, our analysis painted a far broader picture of companies both old and new, large and small, and spread throughout the country. We constructed a unique relationship mapping model of the smart grid space that leveraged data visualization to highlight the hundreds of partnerships and integrations that are

being forged to enable smart grid collaboration. Finally, we accounted for ~\$2.75B in smart grid product spending in 2010 with detailed market share analysis of vendors in the Advanced Metering Infrastructure (AMI), Demand Response, and Distribution Grid Management spaces.

We are incredibly proud of this new piece of research and hope that it will be circulated far and wide around the industry to promote dialogue.

[Download the report here](#) (and register for a Q&A webinar that I will be hosting in a couple of weeks).