

ENERGY MANAGEMENT SYSTEM LANDSCAPING TO IDENTIFY POTENTIAL ACQUISITION TARGETS



A Multinational Solar Energy Company

The Client engaged PreScouter in this Research Support Service Project to explore acquiring or partnering with an energy management system (EMS) solution that would fit their needs.



CHALLENGE

PreScouter's objectives in this engagement were to:

- Map major stakeholders in the EMS field and analyze their capabilities and potential value.
- Identify opportunities for acquisition or partnerships as well as competitors for the Client in the EMS market.
- Formulate a strategy for how the Client team should proceed and acquire or partner with an EMS stakeholder.



APPROACH

PreScouter formulated strategies for partnerships and acquisitions by integrating primary and secondary research and conducting interviews with Subject Matter Experts (SMEs).

PreScouter mapped 58 EMS stakeholders in total and interviewed 8 SMEs representing stakeholders from the residential commercial scale to the industrial and utility scale. Additionally, the team profiled the 16 major competitors of the Client in this space and analyzed their offerings.



OUTCOME

PreScouter provided the Client with strategies and case studies offering guidance on how to move forward with their acquisition strategy.



IMPACT OF PRESCOUTER'S WORK: The Client used the insights provided by PreScouter to inform their further strategic steps.