**PRESS PACK :: Smarter Grid Solutions**

**About Smarter Grid Solutions (SGS)**

[Smarter Grid Solutions](https://www.smartergridsolutions.com/) is a Glasgow-based energy software company that works internationally across the UK, USA, Europe, Australia and Asia. Founded in 2008 as a University of Strathclyde spinout, its technology connects renewables and other low carbon technologies to power grids and manages their operation. SGS’ energy expertise, homegrown in the COP26 host city, is supporting the clean energy transition around the world.

In 2021, SGS was acquired by Japanese industrial giant Mitsubishi Electric Corporation, and its subsidiary Mitsubishi Electric Power Products, Inc. (MEPPI), in a move that will expand the reach of SGS’ technology to connect more renewables to electricity networks around the globe.

The company has connected over 400MW of distributed energy resources (DER), such as wind turbines and solar PV, to electricity grids and is already contracted to connect a further 800MW in the coming years. To date, the company has delivered $300 million of cost savings for its grid operating customers worldwide and enabled clean energy developments that have removed nearly 2 million tonnes of carbon dioxide from energy systems to date.

SGS pioneered the grid integration technology, known as DERMS (Distributed Energy Resource Management Systems), and its software is now considered the industry standard for integrating clean energy assets to the energy system. By managing supply and demand on a second-by-second basis, SGS’ tech can balance the grid in a clean energy system that is more dynamic and challenging to operate than its fossil fuel predecessor.

In the UK, SGS works with all six distribution network operators (DNOs), including UK Power Networks, SP Energy Networks and Western Power Distribution. US customers include Con Edison, Tucson Electric Power and AVANGRID. Alongside utilities, SGS works with energy service companies, battery fleet operators, renewables operators, municipal authorities and community enterprises on their net zero carbon goals.

**Areas of expertise**

Smarter Grid Solutions can provide comment on the following topics:

* The ‘smart’ grid - why a smart-tech, flexible grid is essential for clean energy resources and a fully decarbonised grid
* COP26 and energy policy - what the UK, US and global community must do to hit targets
* EV market and infrastructure trends - smart charging to keep the grid stable
* Energy trilemma and grid resilience - keeping the lights on using low carbon energy (e.g. natural disasters, rural and remote areas, energy self-sufficiency)
* Corporate Greening - going 100% green without offset as a large or small business
* New energy business models - e.g. microgrids, virtual power plants, energy as a service
* Cybersecurity – preventing hacking the grid and taking down power supplies
* 4 Ds - decentralization, digitalization, decarbonization, democratization of energy

**Spokesperson**

**Graham Ault, Executive Director and Co-Founder**

Native to Glasgow, Graham has over 25 years’ experience in the energy sector and is highly respected as an expert on the transition to a low carbon energy system.

He co-founded SGS whilst Professor of Power Systems at the University of Strathclyde in Glasgow, and over the last 13 years has been instrumental to its vast international growth, spearheading entry into new markets spanning four continents and managing a growing team across four time zones.

Graham has led many ground-breaking initiatives in smart, clean energy including assignments for UK, US and international utility companies, energy majors, governments, national labs, research agencies, working groups and the investment community.

**Contact**

To receive comment, advice or opinion from Smarter Grid Solutions please contact Hot Tin Roof:

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