E Source announces acquisition of UtiliWorks

By Sannie Sieper
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Key takeaways

- E Source now offers its utility members solution services for technology systems evaluation, design, and implementation through the acquisition of UtiliWorks Consulting.
- With this acquisition, E Source is positioned as the premier provider of research, data, consulting, and technology implementation support for electric, gas, and water utilities.

E Source, the leading provider of customer-focused research, data, and consulting for utilities and their partners, continues to expand its offerings to utilities through the acquisition of UtiliWorks Consulting LLC.

UtiliWorks is a professional services advisory firm that focuses on the water, electric, and gas utility markets. UtiliWorks partners with utilities and municipalities to advance business and technology solutions that strategically enhance operations, specifically in the areas of advanced metering infrastructure (AMI), smart energy, smart water, and smart city initiatives.

E Source delivers energy-related research and advisory services to thousands of utility employees and senior leaders across the US and Canada, arming them with the knowledge, guidance, and best practices they need to adapt to ever-changing business and market conditions.

“Our acquisition of UtiliWorks will allow us to provide an even richer offering in the areas of technology implementation and optimization for utilities and cities,” says E Source CEO Wayne Greenberg. “The company’s strength as a seasoned consultancy with deep, specialized expertise is a highly complementary fit with E Source. We warmly welcome the UtiliWorks team.”

This acquisition combines two leaders in the utility consulting market and will offer significant innovation, expertise, and experience to the customers of both E Source and UtiliWorks. The company will continue to operate under the name UtiliWorks as the technology implementation consulting division of E Source.

“UtiliWorks’ unparalleled expertise is in helping utilities implement the best-fit smart technology for their needs and maximizing the value of that investment. This is a perfect addition to how E Source is

bringing value to their clients," says Dale Pennington, CEO of UtiliWorks. "We're excited to work with a team that clearly aligns with our values and focuses on customer success and operational effectiveness."

About E Source

For over 30 years, E Source has been providing market research, data, and consulting services to more than 300 utilities and their partners. This guidance helps our clients advance their customer energy solutions and enhance their relationships, while becoming more innovative and responsive in the rapidly evolving market.

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