E Source adds predictive data science expertise through acquisition of TROVE

By Sannie Sieper
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Key takeaways

- E Source now offers predictive data science services for utilities' toughest customer- and asset-centric challenges.
- With this acquisition, E Source is positioned as the premier provider of best-practice research, predictive data science, 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 TROVE Predictive Data Science LLC.

TROVE provides predictive data science solutions for the utility industry, delivering data-driven artificial intelligence (AI) solutions for utilities' customer- and infrastructure-related challenges.

As an innovative data science company, 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 TROVE will allow us to apply sophisticated predictive analytics and our data science services to our best-practice utility research and consulting practices," says E Source CEO Wayne Greenberg. "TROVE has had incredible success using advanced AI software to deliver big wins quickly for some of the largest utilities in the US. The opportunities are nearly endless for collaboration, and we couldn't be more excited to bring the TROVE team into E Source."

This acquisition is a transformational moment for E Source as a data science company, representing continued efforts to create a broad portfolio of customer-first and technology-driven solutions to help utilities effectively manage the customer and infrastructure sides of their business reliably, efficiently,

safely, and sustainably.

“The customers and markets that our organizations serve demonstrate a growing need for data science services,” says Ted Schultz, CEO of TROVE. “With the combination of our talented teams, data, and expertise, we’re uniquely positioned to meet these and future needs. It’s an exciting time for all of us.”

In June 2019, E Source was acquired by private equity firm Align Capital Partners. In February 2020, E Source announced the acquisition of smart meter and smart city advisory firm UtiliWorks Consulting. Both companies will be united under the E Source brand in the months ahead.

About E Source

E Source is the leading solver of problems facing electric, gas, and water utilities and municipalities. We provide predictive analytics, market research, benchmarking data, and consulting services to more than 300 utilities, municipalities, and their partners. Our guidance helps customers make predictive data-driven decisions to strengthen their customer relationships, plan for tomorrow’s infrastructure needs, and further their environmental sustainability goals while becoming more innovative and responsive in the rapidly evolving market.

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