

For Immediate Release

## Utilegent and GSL-Consulting Partner to Drive Digital Utility Transformation, Thought Leadership, and Capabilities at Chinese Utilities

**LOS ANGELES, CALIF., September 29, 2020**—Operations and technology management consulting firm Utilegent announces an alliance to build an energy transition roadmap for Chinese utilities via Utilegent’s Digital Utility Transformation framework with GSL-Consulting, a provider of professional consultation, training, media publishing, and high-end event services for leading Chinese utilities.

“As a trusted advisor to major utilities, Utilegent has been defining what utility digitalization means, assessing where the industry is today, and building a roadmap and cost/benefit estimates for where the industry is going in the future,” said James Lau, GSL-Consulting managing director. “This partnership will provide support to Chinese utilities that are starting to explore innovation in an effort to drive energy transition.”

“The energy transition is seeing a substantial shift in value down into the distribution networks, in particular in the need for new kinds of power and market management systems,” said Neil Belford, Utilegent chief technology officer. “In North America, electric utilities are operating in a rapidly changing environment from expansion of innovative customer options, shifting public policy goals to a broader and more diverse electricity service marketplace.”

The alliance will combine Utilegent’s deep expertise in digital transformation with utilities in North America, Australia and New Zealand with GSL-Consulting’s understanding of the Chinese utility business model. Strategy and solution services will be delivered to meet the business needs of the energy transition including:

- Financial sector investment, green policies, and rapidly falling infrastructure costs, as the energy sector is continuing to decarbonize (today around 30% of energy generated is powered by renewables).
- Electric Vehicles (EVs): The needs of car owners and electricity suppliers will collide with the wholesale adoption of EVs (by 2030 the annual demand from EVs – in the U.S. alone – is estimated to be about 20 TWh).
- Energy is becoming decentralized, with microgrids being a key element of how this is realized (by 2030 around 40% of energy generation capacity will be closer to the point of use).

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- New technology will make energy use more efficient, bringing bills and carbon emissions down. IoT-driven smart home technology can create a home ecosystem, where multiple devices talk to each other for the convenience of consumers. Demand Response will be delivered according to energy prices (by 2023, 2 billion devices will be connected to the internet).
- COVID-19 changes everything. Safety takes on a whole new perspective and digitization combined with automation is key.

“GSL-Consulting’s strong leadership in digital transformation for Chinese utilities combined with Utelligent’s expansive knowledge in supporting small to medium municipalities and large investor-owned utilities (IOUs) will produce positive outcomes,” said Meir Shargal, Utelligent executive vice president, strategy and transformation. “Together we’ll create and define their digital future business model, advancing the utility’s ability to deliver energy safely to millions of their customers.”

### **About Utelligent**

Utelligent is an operations and technology management consulting firm guiding some of the largest utilities in North America and beyond, from strategy through implementation with extensive expertise in the electric, gas, and water industries. A global company headquartered in Los Angeles, CA, go to [utelligent.com](http://utelligent.com) for more information.

### **About GSL-Consulting**

GSL-Consulting, founded in 2002 with a head office in Beijing, is a key strategic information, event development, and advisory service provider to energy and utility metering, meter-to-cash and customer-end technology sectors and an insider in Chinese energy and utility industries, with a focus on the electricity, water, gas, and heat utility fields.

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