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6 smart grid startups to watch in 2013

May 15, 2013

By [Malena Amusa](#)

For utilities, there are more smart grid startups to partner up with than ever before. But competition is fierce, and many smart grid startups face limited market shares despite putting out quality products.

Cutting through the fray are the smart grid startups every utility should know about. Not only are these up-and-coming companies making headlines and cash, they are delivering unprecedented energy efficiency, data management, security and storage products to the smart grid.

Here's what you need to know:

[AUTOGRID](#)

Autogrid analyzes smart grid data from smart meters, building management systems, voltage regulators, thermostats and other equipment to help utilities implement automated controls. With Autogrid, "utilities can get around 30% more out of their existing resources," [CEO Amit Narayan told Time Magazine](#). The Bay Area startup has raised \$9 million since its launch in 2011 and clients include the City of Palo Alto Utilities and Sacramento Municipal Utility District.

**AutoGrid**

@AutoGridSystems

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Pres. Obama discusses ways to restore power. What about using [#grid](#) intelligence to avoid outages instead? bit.ly/11u57N4 [#smartgrid](#)

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President, electric industry plan ways to restore power

(CNN) -- Continuing a relationship first established in the run-up to Superstorm Sandy, President Barack Obama sat down with representatives from the electric utility industry on Wednesday to discuss...



CNN @CNN

[CYLANCE](#)

Founded by former Global McAfee CTO Stuart McClure, Cylance helps utilities recover after cyberattacks and prevent future incidents. [Cylance raised \\$15 million](#) in February and has been named one of 11 smart grid innovations by Greentech Media. Cylance specializes in system-wide "Presponse" security that detects system breaches and their likely path of attack.

**Cylance, Inc.**

@cylanceinc

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"There has been a dramatic uptick against SCADA systems" - [@XSSniper](#) ubm.io/15wkupG via [@DarkReading](#)

12:35 PM - 10 May 2013

2 RETWEETS

[AMBRI](#)

Ambri is advancing a liquid-metal battery unlike any battery currently on the market. Chemistry professor

Donald Sadoway concocted the idea of the liquid-metal battery, which can cheaply store and deliver solar and/or wind power for hours. By linking a bundle of these large cells, [Ambri plans to build](#) a mega-battery the size of a 40-foot shipping container. "Conventional rechargeable batteries have solid electrodes that degrade with use, but a battery with only liquid parts could last for years without losing much of its energy storage capacity. The molten materials can also operate at much higher current densities than solids, and for longer periods of time," the MIT Technology Review reports.



Michael Nardi
@iPublicPolicy

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"Todays lithium batteries fail badly, far too costly. Can't have billion dollar manufacturing plants." Dr. Sadoway [@Ambri_Inc](#) [@mit](#) [#Vergecon](#)

9:32 AM - 13 May 2013

1 RETWEET

[IUS TECHNOLOGIES](#)

Based out of Alpharetta, Ga., IUS Technologies is a U.S. subsidiary of South Korean SCADA and grid control giant Vitzro Gropu. Its line of "Born Smart" devices optimize the grid by reducing energy use, curbing emissions and outages, and increasing grid capacity. American Electric Power is testing its VS series sensors that monitor and reduce voltage levels across the grid, increase capacity, and helps utilities sell excess power to other electricity companies, IUS reports.



IUS Technologies
@IUSTech

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[ENLIGHTED](#)

Founded by CEO Tushar Dave and his team in 2009, Enlighted raised \$20 million last quarter and \$35.4 million to date. Based in Sunnyvale, California, Enlighted combines cutting-edge sensor technology, big data analytics

and advanced controls to accurately monitor and control a building's lighting levels and use. Building managers can place a special Enlighted sensor to light fixtures to measure temperature, occupancy and power use across 100 square feet of floor space. More than 55 Fortune 1000 companies have cut their lighting costs by 50% to 75% with Enlighted's products.

**Enlighted**
@enlightedinc Follow


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bit.ly/YmtHLk

12:55 PM - 19 Mar 2013

2 RETWEETS

WEGOWISE

If you haven't heard of WegoWise, the startup collects and assesses energy consumption data for building managers. Since launching in 2010, Wigowise has raised \$4.9M in investor funding. In December, they bought Melon Power, which makes energy efficiency apps while in May the Boston-based company partnered with the White House's Green Button initiative to create universal access to utility data and drive residential and commercial energy efficiency.

**WegoWise**
@WegoWise Follow

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hub.am/15FH8Mt "I don't think people truly understand what just happened." [@Arch2030](#)

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