



## **GridPoint's Channel Partner Program Grows with the Addition of EnergyUnited**

*EnergyUnited to resell GridPoint energy management solution to customer base*

**Arlington, VA —EMBARGO —** [GridPoint](#), an innovator in comprehensive, data-driven [energy management systems](#) (EMS), today announced that [EnergyUnited](#), a North Carolina-based utility and dynamic energy services company, has become a partner in GridPoint's Channel Partner Program. EnergyUnited will resell GridPoint Energy Management solutions to its customers, starting with large industrial facilities. In partnering with GridPoint, EnergyUnited intends to help its customers better understand energy cost drivers, identify opportunities for efficiencies, and build sustainable businesses.

GridPoint is an innovator in comprehensive, data-driven energy management solutions (EMS) that leverage the power of real-time data collection, big data analytics and cloud computing to maximize energy savings, operational efficiency, capital utilization and sustainability benefits. GridPoint's integrated energy management portfolio of [asset-level submetering and monitoring](#), [intelligent control](#), [energy management software](#) and [professional services](#) can generate energy savings up to 30% and an 18-36 month payback.

"As a utility, EnergyUnited is acutely aware of how energy consumption affects facilities of any size. We want to help our customers manage their sites better with an energy management system that could provide insight into usage and deliver measurable savings," said Tim Holder, VP of Sales and Economic Development at EnergyUnited. "When we surveyed the EMS landscape, GridPoint's experience with such a wide variety of customer types and comprehensive solution stood out clearly from others in the space."

"EnergyUnited is a strong addition to GridPoint's expanding Channel Partner Program," said Mark Danzenbaker, Senior Vice President of Sales, Marketing and Product Management at GridPoint. "We are excited to expand our market reach as a preferred EMS partner and enable more businesses to take control of energy consumption and achieve energy and operational savings goals."

### **About EnergyUnited**

EnergyUnited, an innovative and dynamic energy services company, serves more than 120,000 electricity members in 19 North Carolina counties, stretching from Virginia to northern Mecklenburg County and encompassing the fast-growing I-40, I-77, and I-85 corridors. Its service territory includes suburbs surrounding three of North Carolina's largest cities – Charlotte, Winston-Salem and Greensboro. EnergyUnited makes customer satisfaction its highest priority, and its electric customers enjoy one of the highest reliability ratings in the industry.

EnergyUnited also provides propane to more than 25,000 customers in 74 North and South Carolina counties and offers other specialized residential and commercial products and services. Visit EnergyUnited online at [www.energyunited.com](http://www.energyunited.com)

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GridPoint solutions are deployed at over 10,000 sites with over 100 billion customer data points collected to date, and 75 million added daily. Customers include 5 of the top 10 [retailers](#) by total sales, 3 of the top 10 casual dining restaurants, 5 of the top 20 quick serve [restaurants](#), leading [commercial and industrial enterprises](#) and major [government](#) and educational institutions. To learn more, visit [GridPoint.com](#), and keep up with the latest GridPoint news via LinkedIn [linkedin.com/company/gridpoint](#) and Twitter [@gridpoint](#).

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