Nikhil Balakumar

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EDUCATION

Bachelors of Science, Management & Entrepreneurship May 2014
Robert H. Smith School of Business, University of Maryland, College Park, MD

PROFESSIONAL EXPERIENCE

Eclipse Energy Partners Los Angeles, CA
Founder & CEO **February 2024-Present**

- Lead consulting firm providing technical consulting services to address grid modernization issues for State agencies, Consumer Advocates and Non-governmental Organizations
- Leverage subject matter expertise to provide technical services on several grid modernization issues including distribution system planning, grid operations, interconnection, data access and grid architectures to support DER integration and electrification
- Technical services include providing expert witness testimony and comments in regulatory proceedings as well developing strategies and studies regarding various grid modernization issues
- Currently providing technical consulting services in Illinois, New York, California, Massachusetts and Maine

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Strategen Washington, DC
Manager, Grid Modernization **May 2022-February 2024**

- Led grid modernization regulatory practice providing technical consulting services to State agencies, Consumer Advocates and Non-governmental Organizations
- Leveraged subject matter expertise to provide technical expertise on several grid modernization issues including distribution system planning, interconnection, data access, utility technologies, distributed energy resources, electrification and performance incentive mechanisms
- Reviewed and developed litigation positions regarding distribution utilities grid modernization proposals in several states including Massachusetts, Illinois, Maryland, New Jersey, Maine, South Carolina, North Carolina and the District of Columbia
- Provided expert witness testimony or supported the drafting of testimony to support litigated positions

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Rohe Homes Washington, DC
Senior Advisor **May 2020-Present**

- Serve on advisory board to CEO to help guide strategic direction of Rohe Homes with the goal of building smart, sustainable and resilient communities
- Work with leadership team to develop quarterly and annual goals for market development, platform and manufacturing capabilities
- Work with fundraising team to close seed round by end of Q1

Utilidata Inc. Washington, DC
Head of Market Development, East **August 2020-August 2021**

- Led regulatory affairs and market development efforts for the East Coast including New York, Connecticut, and New Jersey to advocate for future proof grid architecture to support grid modernization, clean energy and resiliency goals
- Worked to build diverse coalitions including industry and advocacy organizations in each State to support regulatory efforts
- Engaged utilities including National Grid, Avangrid and Eversource on leveraging AMI as a core technology and platform to achieve their grid modernization objectives
- Engaged with the clean energy industry to understand their planning and operational needs to inform Utilidata's regulatory and product efforts
- Worked with the Utilidata product team to develop grid operations platform roadmap based on insights from utilities, regulators, and the clean energy industry

Greentel Group Washington, DC

Principal **October 2016-July 2020**

- Led independent firm that provides custom solutions for each jurisdiction to accelerate grid modernization by transforming the grid into a 'platform' to enable clean energy solutions
- Developed holistic framework covering policy, business model and technical solutions to implement the 'platform' with a focus on data access
- Advised policymakers, regulators and utilities on solutions in DC, NY and NH as described below.

Incentive Technology Group (ITG) Washington, DC

June 2014-April 2018

Federal IT Services: Management Consultant **May 2016-April 2018**

- Managed ITG's 2nd largest account for Universal Service Administration Co. (USAC) as part of 5-member leadership team
- Grew USAC account from $8 million/year to $13 million/year between 2016-2018
- Led the modernization of USAC's largest application E-rate which hosts over 300+ users including delivery, management and system architecture
- Member of ITG's 'Tiger Team' with the responsibility of standing up program infrastructure for newly awarded contracts across customer accounts

R&D Group: Product Manager **June 2014-May 2016**

- Design product architecture and developed requirements for a residential energy management platform
- Managed eight-member team and $1.2 million budget for product delivery of the Minimum Viable Product (MVP)
- Developed proposal detailing the product go-to-market strategy
- Built extensive network in the smart home and utility sectors to facilitate potential partnerships and acquire key assets including DTE Energy, Nest, Lowes etc.

Operation CHAMPS Bethesda, MD

Founder & Chief Financial Officer **June 2012-April 2015**

- Led non-profit organization focused on providing educational, respite and childcare services to military families
- Provided emergency childcare services for military families in the District of Columbia, Maryland and Virginia regions
- Hosted educational events for children of military families in 13 states and 4 countries including Germany, Japan and Korea
- Drove non-profit revenue to $100k+ within two years with a YoY growth of 20.7x Year 1 and 6.6x Year 2
- Built donor infrastructure supported by 10+ corporate partners & 15+ non-profit partners