

EnerNex Corporation: The Small Company Perspective

**MOVING FORWARD IN  
THE NEAR TERM**

# Small Company View

- Consulting company business model
  - Based on “high bandwidth”
  - Business areas: electric power systems + new technologies
  - Examples: Wind, Smart Grid, DG
- Engagements require significant “domain expertise” (i.e. power systems) coupled with understanding of new technology or opportunity

# EnerNex Candidate Profile

- Solid analytical foundation attendant with degree level
- Understanding of *non-60 Hz* phenomena is good indicator; experience with transient modeling and analysis
- Ability to acquire new knowledge, learn from company mentors
- Self-motivated, comfortable with new challenges

# Wind Energy Example

- Activities range from transient model development and simulation to production costing simulations for wind integration analysis
- “Volts and Vars” work mostly unexplored territory – no “Westinghouse T&D Book” to reference
- No textbooks for wind integration analysis!
- Approaches must be derived from solid power system engineering foundation

# Human Resource Challenges

- Recruiting
  - Continual effort
  - Opportunity cost
- Developing resources is strategic company objective
- Difficulty attracting sufficient number of candidates that fit our profile
- Limited in ability to contribute financially; must rely on our activities and environment to attract graduates

# Options(?)

- Establish relationships with regional universities
- Internships
- Project collaboration
- Participate in campus activities; offer perspectives from our industry engagements
- Others?