

Summary

Chris Sturgill joined ScottMadden in 2015 after eight years with IBM in server hardware design. Since joining the firm, his work has focused on facilitating the clean energy transition through grid modernization, integration of distributed energy resources, electric vehicles, and regulatory reform. Chris has delivered projects to develop investment road maps, business cases, and regulatory filings for modernization investments. He has also conducted business and strategic planning and assessed organizations to identify efficiencies. Chris earned a B.S. in engineering sciences and mechanics, with a minor in mathematics, from Virginia Tech and an M.B.A. from the University of North Carolina Kenan-Flagler Business School.

Areas of Specialization

- Grid Edge
- Grid Modernization
- Transmission and Distribution
- Electric Vehicles
- Distributed Generation
- Regulatory Policy

Recent Assignments

- Drafted the regulatory exhibits for a large northeastern utility's efforts to implement and update a geographic information system as a key foundational system in its grid modernization portfolio
- Developed and applied a framework for a large technology company to identify suitable public power and cooperative utilities for data center siting
- Prepared an expansive (nearly \$1 billion) grid modernization program for executive, board, and regulatory approval by developing scoping documents, cost-benefit analysis, and implementation plans
- Developed a whitepaper that describes, and where possible quantifies, the value of the electric cooperative business model for use by cooperative trade associations for training and member outreach
- Developed the organizational, technology, and process requirements for a building electrification center of excellence for a large northeastern IOU
- Prepared a financial and resource capability model and board-facing material to address questions the executive leadership team of a large northeastern utility received as to whether it had sufficient labor to execute the expanded portfolio of capital investment
- Developed the people, process, and technology requirements for two new functions in a new control center facility—a diagnostic and drone center and a renewable operations control room
- Assessed the organizational requirements of a rapidly growing startup transmission company and implemented recommendations for future personnel, organizational alignment, and roles and responsibilities
- Developed a comprehensive distribution plan filing for a large northeastern utility, defining plans to incorporate distributed energy resources in utility planning, operations, and system administration
- Assessed the new business process for vehicle and building electrification customers of a large northeastern utility and developed a road map of technology, process, staffing, and customer engagement recommendations to save time and improve the customer experience
- Developed a long-term decarbonization strategy, consisting of a resource plan, operational and financial impacts, enabling technologies and policies, and guideposts, for a southeastern vertically integrated utility
- Assessed the staffing model and training practices of the transmission and distribution control rooms of a utility that was implementing grid modernization technologies and developed recommendations that addressed current challenges
- Performed due diligence analysis for a private equity firm interested in acquiring a multistate transmission company, identifying regulatory and market trends, benchmarking against peer utilities, and developing growth scenarios to support financial modeling
- Developed electromobility business models for a heavy-duty vehicle OEM to share with their dealer network, characterizing the operational and financial impacts of converting heavy-duty trucks from diesel to electric
- Assessed the engineering organizations at a large northeastern utility and made recommendations for efficiency, reorganization, and outsourcing
- Developed the deal structure, implementation plan, decision factors, and regulatory messaging for a large northeastern electric utility that was considering leveraging its AMI network to provide smart city services
- Developed a grid modernization road map, including the necessary supporting business cases, testimony, and exhibits for the rate case process, for a large northeastern electric utility