

EnerNOC, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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Abstracts

EnerNOC, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between EnerNOC, Inc. and its competitors. This provides our Clients with a clear understanding of EnerNOC, Inc. position in the [Commercial Services and Supplies](#) Industry.

The report contains detailed information about EnerNOC, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for EnerNOC, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The EnerNOC, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-

term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes EnerNOC, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of EnerNOC, Inc. business.

About EnerNOC, Inc.

EnerNOC, Inc. provides clean and intelligent energy solutions, which include demand response services, energy efficiency, or monitoring-based commissioning, services, energy procurement services, and emissions tracking and trading support services. The company's customers are commercial, institutional and industrial end-users of energy, as well as electric power grid operators and utilities.

The company, as of December 31, 2009, managed approximately 3,550 megawatts, or MW, of demand response capacity across an end-use customer base of approximately 2,800 accounts and 6,500 customer sites throughout multiple electric power grids.

Clean and Intelligent Energy Solutions

Demand Response Solutions

The company offers three demand response solutions to serve the grid operators and utilities: reliability-based demand response, price-based demand response, and short-term reserve resources referred to in the electric power industry as ancillary services.

Reliability-Based Demand Response: When the company receives a signal from a grid

operator or utility customer, a dispatch signal, its software applications automatically notifies its end-use customers that a demand reduction is needed and initiate processes that reduce electrical consumption by its commercial, institutional and industrial customers in the targeted area. It is called upon to perform by grid operators and utilities during periods of high demand or supply shortfalls. The company provides reliability-based demand response solutions to ISO New England, Inc., PJM Interconnection, the New York Independent System Operator, San Diego Gas and Electric Company, Southern California Edison Company, Electric Reliability Council of Texas, and Pacific Gas and Electric Company.

Price-Based Demand Response: The company's price-based demand response solutions enable commercial, institutional and industrial customers to monitor and respond to wholesale electricity market price signals. It registers a strike price with respect to each customer using this solution. The company participates in price response programs in the Mid-Atlantic and New England.

Ancillary Services: Demand response is utilized for short-term reserve requirements, referred to in the electric power industry as ancillary services, including operating reserves. This solution is called upon by grid operators and utilities during short-term contingency events such as the loss of a transmission line or large power plant. Through its technology, end-use customers are able to provide near instantaneous response for these short-term system events, and often do so with negligible impact on their business operations. Grid operators and utilities rely on a reserve pool of these quick-start resources to step in and provide short-term support as needed during these contingency events.

Energy Management Solutions

The company offers various technology-enabled energy management solutions to its commercial, institutional and industrial customers: monitoring-based commissioning and energy procurement services.

Monitoring-Based Commissioning: The company's MBCx solution is a technology-based energy analytics service designed to help optimize the way buildings operate, measure the impact of key energy and environmental decisions, and improve the comfort of occupants. Its PowerTrak application integrates data from disparate energy management systems with utility metering to gather data on a customer's overall energy usage.

Energy Procurement Services: The company offers to its end-use commercial, institutional and industrial customers various services related to procuring commodity supply contracts from electricity suppliers. It uses its market knowledge and industry relationships, along with actual customer electricity usage data that it tracks and manages through PowerTrak.

Emissions Tracking and Trading Support Services: Emissions tracking and trading support services include a software-based accounting system for commercial, institutional and industrial customers to monitor, mitigate, and monetize their greenhouse gas emissions in response to existing and pending greenhouse gas reporting requirements.

In May 2010, EnerNOC, Inc. announced that it would expand its DemandSMART network of commercial, institutional, and industrial customers in Northern California by 30 megawatts (MW).

Markets

The company offers its solutions in the United States, including New England, New York, the Mid-Atlantic, Texas, Florida, California and Ontario, Canada.

Customers

End-Use Customers: As of December 31, 2009, the company managed approximately 3,550 MW of technology-enabled demand response capacity from 2,800 commercial, institutional and industrial customers in demand response network across approximately 6,500 customer sites. Its customers include AT&T, Level 3 Communications, General Electric, Adobe Systems, University of San Diego, The California State University, Southern Connecticut State University, Western Connecticut State University, New Haven Public Schools, Albertsons, Raley's, Pathmark, Stop & Shop, Shop Rite, Beacon Properties, Morguard Investments Limited, Washington Realty Investment Trust, Westcor, State of Vermont, State of Connecticut, City of Boston, State of Rhode Island, and City of New Haven, Partners Healthcare, Stamford Hospital, Greenwich Hospital, Hartford Hospital, UMass Memorial Health Care, O&G Industries, Pfizer, Verso Paper, and Cascades.

Grid Operator and Utility Customers: As of December 31, 2009, the company's grid operator and utility customer base included ISO-NE, Idaho Power Company, New York ISO, PJM, Pacific Gas and Electric Company, Southern California Edison Company,

SDG&E, Public Service Company of Colorado, Public Service Company of New Mexico, Salt River Project, Tampa Electric Company, ERCOT, Ontario Power Authority and Tennessee Valley Authority.

History

EnerNOC, Inc. was founded in 2001. It was formerly known as EnerNOC, LLC and changed its name to EnerNOC, Inc. in 2003.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.
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ANALYSIS FEATURES

SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

Porter Five Forces Analysis

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

VRIO Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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