



Energy Services Group (ESG) Continues Momentum Following a Strong Year of Growth in 2017

NORWELL, Mass. – March 28, 2018 – [ESG](#), the retail energy industry’s leading provider of SaaS solutions for empowering energy choice globally, today announced that the company is on track for another year of major client and revenue growth in 2018. Experiencing tremendous expansion over the past two years, the Company has shown its ability to apply its scale and skills to offer Retail Energy Suppliers, Wholesalers and Utilities the software they need to continue to advance their operational capabilities while reducing customer churn and accelerating new customer acquisition.

The Company highlighted a number of noteworthy advancements contributing to the ongoing success. ESG’s focus has been to enhance its support for Retail Energy Suppliers providing new SaaS capabilities and offering single-source solutions for entry into global markets. “2017 was an investment year for ESG, with three [acquisitions](#) and the launch of several new products including [Data Visualization](#), [uSmart Smart Meter](#), and ESG’s [Sales Management and Pricing](#) solution. Several of our initiatives and investments are coming together and are fueling our strong growth. We are seeing a significant increase in the number of meters we support globally as well as an influx of new logo clients across all of our major markets. Continuing our momentum from year end, ESG remains resolute in our market expansion, product innovation, and customer experience initiatives, with an emphasis on helping Retail Energy Providers achieve consistent growth, success and profitability with their energy consumers,” said Phil Galati, CEO, ESG.

ESG has made several strategic hires in Q1 in North America, the United Kingdom and Japan to keep pace with customer demand. To support business growth, ESG moved into new office space in [Japan](#) in the Otemachi district of Tokyo. In addition, ESG has secured its [first pipeline and storage](#) customer in Canada. This is coming off a year that added over 40 new customers across all of its geographies

In support of its global expansion, ESG participated in the Energy Marketing Conference in Houston earlier this month where the company presented on “Insights into the Global Competitive Energy Market and How to Differentiate and Innovate”. This is a theme that will carry over into the Innovation Hour at the DNV-GL 2018 Energy Executive Forum in May where ESG is a Forum Sponsor.

About ESG:

ESG is the leading global provider of SaaS based software solutions to the retail energy industry and offers a comprehensive suite of products including [transaction management](#) (EDI), [billing and CIS](#), [wholesale energy services](#), and [sales and pricing](#).

ESG's superior technology and experienced operations staff have helped clients achieve consistent growth and profitability. In addition, ESG has launched industry leading solutions in Europe for Smart-meter as well as data visualization and analytics. ESG delivers solutions that ensure rapid market entry, reduce regulatory and operational risks, improve overall business performance, and deliver superior financial results. ESG's 300 plus retail supplier clients support over 15 million residential, commercial and industrial customers in production behind over 250 electric and gas utilities in the US, Canada, Mexico, UK, Australia and Japan. For more information, please visit: <https://www.energyservicesgroup.net>

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