# **GRidSight: Organization Profile and Leadership Analysis**

**Executive Summary:**

GRidSight is an innovative technology company focused on revolutionizing the energy sector through its AI-powered cloud analytics platform. Founded in 2020, the company's core mission is to maximize the capacity of global electricity networks for renewable energy integration, ensuring a safer and more rapid transition to sustainable energy sources 1. GRidSight's platform empowers electrical utilities to evolve from traditional infrastructure operators to distributed system operators by providing advanced capabilities in understanding and optimizing grid capacity, enhancing network reliability, and facilitating the seamless integration of distributed energy resources (DERs) such as solar, batteries, and electric vehicles 1. The foundation of GRidSight lies in cutting-edge research, stemming from the PhD work of its CEO, Brendan Banfield, at the University of Wollongong 4. This academic grounding, combined with strategic leadership and a forward-thinking approach, positions GRidSight as a key enabler in the ongoing energy transition. Recent achievements, notably a significant partnership with Endeavour Energy in Australia, underscore the practical value and growing market traction of GRidSight's solutions 7.

**1. Company Overview:**

GRidSight operates at the intersection of technology and the energy sector, providing critical solutions for the modernization of electricity grids. The company's central mission is to unlock the full potential of global electricity networks for renewable energy, facilitating their integration both safely and efficiently 1. At the heart of GRidSight's offering is a sophisticated cloud analytics platform specifically designed to assist electrical utilities in their transformation from conventional "poles and wires" businesses to agile distributed system operators 1. This platform provides utilities with the tools needed to gain deep insights into their network data, enabling them to understand and maximize their existing hosting capacity while also creating flexible capacity for future needs 2. Ultimately, GRidSight's technology enhances the overall safety and reliability of the electricity network in an era of increasing complexity and distributed generation 2. The platform leverages the power of AI-powered load flow models, enabling simple yet powerful network management, particularly crucial in the context of managing decentralized grids with diverse energy sources 3. This strategic positioning as a facilitator of the energy transition aligns with the global imperative for sustainable solutions and resonates with the increasing investor interest in environmentally conscious technologies. Furthermore, the concept of transitioning from "poles and wires" to "distributed system operations" reflects a deep understanding of the evolving energy landscape, characterized by a significant rise in distributed generation from sources like residential solar panels and battery storage systems 1. GRidSight's platform directly addresses the challenges and opportunities presented by this shift.

**2. Company Foundation and History:**

GRidSight was established in 2020 with a clear vision for the future of energy networks 1. The company's origin is deeply rooted in the academic research of its Chief Executive Officer, Brendan Banfield, whose PhD work focused on accelerating the integration of renewable energy sources into electricity grids 4. The initial and ongoing mission of GRidSight is to maximize the capacity of global electricity networks, enabling them to host renewable energy as safely and as rapidly as possible 1. This foundational goal reflects a commitment to addressing one of the most pressing challenges in the energy sector today. GRidSight is currently a resident at iAccelerate, a program at the University of Wollongong, further highlighting its connection to academic innovation and the research community 1. It is important to note that there exists an experimental interactive web tool for dynamically visualizing grid-related data, also named "GridSight," which was developed by the National Renewable Energy Laboratory (NREL) 9. This open-source software is cautioned to be experimental and subject to change, indicating that it is a separate entity from the commercial cloud analytics platform offered by GRidSight Pty Ltd. The connection between GRidSight and the University of Wollongong, through both the iAccelerate program and Brendan Banfield's doctoral research, signifies a strong foundation built upon academic rigor and cutting-edge innovation. This link suggests that GRidSight's technological solutions are likely underpinned by robust research and a deep understanding of the complexities within the energy distribution sector.

**3. Products and Services:**

GRidSight's core offering is a comprehensive cloud analytics platform designed to address the evolving needs of electrical utilities 2. The platform boasts a range of key features aimed at enhancing grid management and facilitating the integration of renewable energy. One crucial aspect is **High Impedance Management**, which provides automated fault detection, leading to improved customer safety and more streamlined operational processes. **Capacity Management** is another vital feature, enabling utilities to identify network constraints and optimize capacity building strategies based on real-world grid data. The platform also offers **Power Quality Management**, proactively resolving voltage constraints to minimize field operations, reduce customer complaints, and prevent asset damage. **DER Compliance Management** is essential in today's energy landscape, allowing utilities to detect compliance issues and maximize the integration of Distributed Energy Resources without compromising the reliability of the grid. A particularly innovative feature is **AI Dynamic Operating Envelopes**, which utilize artificial intelligence to create a grid-responsive dynamic flexibility architecture. This allows for the scaling of flexible imports and exports programs, a critical capability for managing intermittent renewable energy sources 4. The emphasis on these AI-driven dynamic operating envelopes suggests a significant area of technological advancement and a key differentiator for GRidSight in the market. Furthermore, the platform provides **Connections Management**, helping to reduce interconnection backlogs and increase network utilization by simulating connection load profiles against actual network capacity. To ensure accuracy and effectiveness, GRidSight offers **Data-driven network data enrichment**, enhancing the quality of network data that underpins DER hosting capacity modeling. The platform also provides **Data-driven grid edge visibility**, allowing utilities to understand network constraints, calculate hosting capacity, and make informed operational improvements. Finally, GRidSight's **AI-powered dynamic hosting capacity** feature accurately calculates hosting capacity using machine learning algorithms, eliminating the traditional reliance on GIS or impedance models. Beyond these specific features, GRidSight's platform is designed to generate actionable, AI-powered network insights that empower utilities to make data-driven decisions 1. This enables utilities to quickly and safely support a greater influx of residential solar, batteries, and electric vehicles onto the grid 4. The platform also plays a crucial role in identifying potential safety hazards within the network, such as neutral degradation and changes in open points 3. These comprehensive solutions address the core challenges faced by utilities in managing the increasing penetration of DERs, including maintaining grid stability, overcoming capacity limitations, and ensuring the safety and reliability of the electricity supply.

**4. Legal and Operational Structure:**

The formal legal name of the organization is GRIDSIGHT PTY LTD 13. Its corporate structure is classified as an Australian Private Company 13. The company operates under the Australian Business Number (ABN) 48 645 316 089, which has been active since October 25, 2020 13. GRIDSIGHT is also registered for Goods & Services Tax (GST) from November 2, 2020 13. For regulatory purposes, GRIDSIGHT's primary industry is classified as Business/Productivity Software 7. However, it also operates in other related industries, including Other Energy Services, and within specific technology verticals such as CloudTech & DevOps, LOHAS & Wellness, Climate Tech, and Artificial Intelligence & Machine Learning 7. GRIDSIGHT is registered with the Australian Securities and Investments Commission (ASIC) under the Australian Company Number (ACN) 645 316 089 13. The classification of GRidSight as a Business/Productivity Software company underscores the nature of its core offering as a software platform tailored for the utility sector, rather than a direct provider of energy. The additional industry classifications highlight the broad applicability and impact of its technology across various domains. Furthermore, being an Australian Private Company signifies a specific legal and regulatory framework that governs its operations, which is relevant for stakeholders considering engagement with the organization.

**5. Geographic Presence:**

GRidSight's corporate headquarters are located in North Wollongong, New South Wales, Australia 3. The specific address of the corporate office is Building 239, Innovation Campus, Squires Way, North Wollongong, New South Wales 2500, Australia 7. While the headquarters are in Wollongong, job postings and information regarding work arrangements suggest a potential presence or at least a remote-friendly work policy encompassing other locations within Australia, including Sydney, Brisbane, Melbourne, and Canberra 14. This indicates a flexible approach to talent acquisition and potentially a distributed team structure within the country. Despite its Australian base, GRidSight has demonstrated engagement with international markets. The company participated in DISTRIBUTECH, a leading transmission and distribution event held annually in the United States 10. This suggests an active interest in or existing involvement within the North American energy market. Additionally, GRidSight was present at Enlit Europe, a significant event for the energy sector in Europe 16. This participation points towards a broader global ambition and a proactive strategy for market expansion beyond Australia. GRidSight's engagement in these major international industry events, despite its primary location in Australia, indicates a strategic focus on reaching a global customer base and staying at the forefront of industry trends and opportunities worldwide.

**6. Leadership Team Profiles:**

GRidSight's leadership team comprises individuals with significant expertise in technology, energy, and business strategy.

* **Brendan Banfield, Co-Founder & CEO:** Dr. Brendan Banfield holds a Doctor of Philosophy (PhD) degree in Electrical Engineering from the University of Wollongong, earned between 2017 and 2021 17. His academic background is complemented by a Bachelor of Electrical Engineering, which he completed as a Dean's Scholar at the same institution in 2016 11. Dr. Banfield's professional journey includes a strong focus on research and innovation related to the integration of renewable energy technologies into distribution networks, leveraging the power of data 11. During his time at the University of Wollongong, he led a team of students in designing and building the Desert Rose House, an innovative, net-positive energy, dementia-friendly home that secured 2nd place overall at the Solar Decathlon Middle East 2018 in Dubai 11. Prior to co-founding GRidSight in June 2020, Dr. Banfield gained practical experience as a Software Developer at the Sustainable Buildings Research Centre (SBRC) from August 2019 to May 2020 17. He also served as the Building Services Manager and Electrical Engineering Lead for the Team UOW Australia | Desert Rose project, where he oversaw the design, installation, and testing of various energy systems, including solar PV and HVAC, and developed a custom building control and energy management system 17. Earlier in his career, Dr. Banfield worked as an Undergraduate Electrical Engineer at ActewAGL (now Evoenergy), focusing on GIS software replacement and distribution management system implementation 11. Currently, he holds the position of Visiting Research Fellow at the University of Wollongong, starting in September 2022 17. His PhD research specifically addressed the optimal control of distributed energy resources (DER) in both buildings and distribution networks 11. Dr. Banfield has also co-authored articles highlighting GRidSight's insights into the energy sector 4. His expertise and vision are frequently sought after, as evidenced by his quotes in media releases discussing GRidSight's AI-powered system's ability to significantly increase solar exports and ultimately reduce electricity costs for consumers 8.
* **Hugh Chan, Co-Founder & Head of Product and Technology:** Hugh Chan brings a diverse technical and entrepreneurial background to GRidSight. He holds a Bachelor of Engineering (BE) degree in Electrical and Electronics Engineering, as well as a Bachelor of Science (BS) degree in Computer Science, both from UNSW (The University of New South Wales) 19. His professional journey includes a variety of roles across different industries. In 2016, he worked as a Tutor at CodeCreate, where he developed course content and delivered lessons to students, demonstrating his ability to communicate technical concepts effectively 19. In 2017, Mr. Chan held an Engineering Trainee position at Cingulan Space, gaining early exposure to the engineering field 19. His entrepreneurial spirit led him to co-found Snack in 2018, an EdTech company focused on creating and sharing digital whiteboard content online, showcasing his ability to identify market needs and develop innovative solutions 19. He also worked as a Software Engineer at pearler., contributing to the development of customer onboarding flows using React, highlighting his software development skills 19. Further broadening his experience, Mr. Chan completed a Summer Engineering Intern role at Cochlear, a leading medical device company 19. In 2019 and 2020, he maintained his connection with academia by working as an Academic Tutor and Laboratory Demonstrator at UNSW, teaching courses in Object-Oriented Design and Programming and Software Engineering Fundamentals, further solidifying his technical understanding and communication abilities 19. During this period, he also worked as a Graduate Engineer at Cochlear, contributing to projects in Systems Engineering and Market Insights, demonstrating his ability to apply engineering principles in a corporate setting 19. In June 2020, Mr. Chan co-founded GRidSight, assuming the crucial role of Head of Product and Technology, where he leads the development and execution of the company's technological vision 19. He has also co-authored a case study detailing WEL Networks' successful validation of GRidSight's platform, highlighting his deep understanding of the product and its applications in the energy sector 6.
* **Kurt Walkom, Head of Strategy:** Kurt Walkom brings a unique blend of strategic, financial, and entrepreneurial experience to GRidSight. Prior to his current role as Head of Strategy, he held the position of Strategy Lead at the company 20. Mr. Walkom is also a co-founder of Pearler, an online sharemarket investment platform designed for long-term investors, demonstrating his entrepreneurial drive and understanding of the fintech space 21. Before venturing into the startup world, he gained professional experience as an Investment Analyst, providing him with a strong foundation in financial markets and strategic analysis 21. Mr. Walkom holds a Bachelor of Mechanical Engineering (Hons) and a Bachelor of Commerce with majors in Finance and Management from UNSW, indicating a solid academic grounding in both technical and business disciplines 25. During his university years, he participated in a student exchange program at the University of Colorado, Boulder, broadening his perspectives and experiences 25. He has also been involved with the UNSW Founders Program, further highlighting his commitment to innovation and entrepreneurship 22. Mr. Walkom has even offered university advice to students from rural areas, showcasing his commitment to mentorship and education 25. His strategic insights have been recognized, as evidenced by his mention as the Strategy Lead at Gridsight in a testimonial for gemaker, a marketing and PR agency 20.

**Table 1: GRidSight Leadership Team**

| **Name** | **Title** | **Key Experience/Expertise** |
| --- | --- | --- |
| Brendan Banfield | Co-Founder & CEO | PhD in Electrical Engineering, Renewable Energy Integration, Smart Grid Technologies, Entrepreneurship |
| Hugh Chan | Co-Founder & Head of Product and Technology | Electrical & Electronics Engineering, Computer Science, Software Development, EdTech, Product Management |
| Kurt Walkom | Head of Strategy | Investment Analysis, Financial Markets, Entrepreneurship, Fintech, Business Strategy |

The composition of the leadership team at GRidSight reveals a strong combination of technical depth and strategic business acumen. Dr. Banfield's extensive research background in the specific area of DER integration provides significant credibility and a deep understanding of the technological challenges and opportunities GRidSight aims to address. Mr. Chan's diverse experience in software development and technology leadership complements this technical foundation, ensuring the effective development and delivery of GRidSight's platform. Mr. Walkom's background in finance and his experience as a co-founder of another startup bring valuable strategic and business development perspectives to the team, rounding out the leadership's capabilities.

**7. Organization and Culture:**

GRidSight currently employs a total of 29 individuals 7. While other sources provide slightly different figures, such as a range of 1-50 or 11-50 employees 5, the count of 29 from Pitchbook is likely the most up-to-date and accurate representation of the company's size. The variation in reported employee numbers across different platforms could indicate that GRidSight is in a phase of growth, or simply that data providers have varying update cycles. Based on the listed job titles in various sources, a potential departmental structure within GRidSight can be inferred 14. These roles suggest the presence of teams focused on leadership (Co-Founder & CEO, Head of Strategy), operations (Head of Strategy & Operations, Operations Manager), product and technology (Head of Product and Technology, Senior Machine Learning Engineer, Lead Data Engineer, Senior Data Engineer, Data Engineer), customer success (Data and Customer Success Engineer, Customer Success & Data Engineer, Enterprise Customer Success Manager), and design (Product Designer). The corporate culture at GRidSight appears to be that of a rapidly growing GridTech startup with a strong sense of purpose, focused on accelerating the global transition to electrification and decarbonization 15. Job postings highlight a mission-driven environment where employees contribute to revolutionizing the way utilities enable the decentralization and decarbonization of the grid 14. The company embraces a modern, flexible work policy, described as remote-first and office-optional, with a physical presence in several Australian cities including Sydney, Wollongong, Canberra, Brisbane, and Melbourne 14. This approach allows for flexibility in working hours and emphasizes asynchronous communication, fostering a culture of transparency within the team 14. While remote work is encouraged, GRidSight also values in-person interaction, with occasional team working weeks held quarterly and an annual company retreat 14. The environment is described as collaborative, with a strong focus on innovation and a desire to redefine industry standards in the B2B SaaS space for utilities 14. This emphasis on purpose, flexibility, and innovation suggests that GRidSight aims to attract and retain talent by offering a dynamic and engaging work environment.

**8. Funding and Investment:**

GRidSight operates as a private company and has successfully secured backing through venture capital investments 7. The company's funding history includes participation in Early Stage VC and Accelerator/Incubator deals 7. Several investors have contributed to GRidSight's growth, including Aera VC, Energy Transition Ventures, Andrea Dusi, Brendan Hill, and Climate Capital 7. According to Tracxn, GRidSight underwent a Seed funding round in 2021, with the investment amount remaining undisclosed. Climate Capital was the sole institutional investor in this round 30. CB Insights reports that GRidSight has raised a total of $570,000 in funding to date 3. More recently, Pitchbook indicates an Early Stage VC deal that occurred on September 1, 2024, and an Accelerator/Incubator deal on March 1, 2021 7. Notably, the stage for both of these funding events is listed as "Generating Revenue," suggesting that GRidSight has progressed beyond the initial startup phase and is actively involved in commercializing its products and services. The successful attraction of venture capital investment signifies a strong level of confidence from the investment community in GRidSight's potential and its approach to the energy sector. The involvement of specific investors like Climate Capital and Energy Transition Ventures aligns strategically with the company's core focus on renewable energy and sustainability, indicating that GRidSight's mission resonates with investors who prioritize environmentally impactful technologies. The fact that GRidSight is in the "Generating Revenue" stage, as reported by Pitchbook, is a significant indicator of its maturity and suggests that the company is actively acquiring customers and establishing a sustainable business model.

**9. Key Milestones and Recent Developments:**

GRidSight has achieved several notable milestones that highlight its progress and impact in the energy technology sector. A significant recent development is the partnership with Endeavour Energy, a major electricity provider in New South Wales, Australia, announced in February 2025 7. This collaboration involves the launch of an AI-driven Flexible Exports service that leverages GRidSight's cutting-edge artificial intelligence technology. The service enables households with solar panels to export nearly double the amount of their excess solar power back to the grid by predicting solar energy flows and dynamically adjusting export limits in real-time 8. This initiative is projected to save participating customers up to $200 per year on their electricity bills and unlock a substantial amount of additional renewable energy capacity for the grid 8. Another key milestone for GRidSight was its pilot program with WEL Networks in New Zealand, which took place in November 2022 6. During this pilot, WEL Networks utilized GRidSight's platform to successfully validate and quantify the benefits of several key low-voltage (LV) analytics applications. This collaboration demonstrated the practical utility of GRidSight's technology in helping electricity distribution businesses rapidly develop, validate, and implement LV analytics solutions to safely support a greater integration of distributed energy resources onto their networks 6. GRidSight also actively shares its insights and expertise through its "Gridsight's Insights" blog series 4. This series covers a range of important topics related to grid management and renewable energy integration, including Dynamic Operating Envelopes, Network Capacity, and GIS Data Enrichment using smart meters 4. Furthermore, GRidSight's participation in prominent industry events such as DISTRIBUTECH and Enlit Europe indicates its ongoing commitment to industry engagement, increasing its visibility and fostering connections within the global energy sector 10. The partnership with Endeavour Energy represents a significant achievement for GRidSight, providing strong real-world validation of its AI-powered technology at a large scale. This collaboration not only highlights the practical value of GRidSight's solutions but also enhances its credibility within the industry. Similarly, the successful pilot with WEL Networks underscores the tangible benefits and utility of GRidSight's platform for electricity distribution businesses, showcasing its ability to deliver measurable improvements in areas such as data management and network safety.

**Conclusion:**

GRidSight stands out as a dynamic and forward-thinking technology company playing a crucial role in the evolution of electricity grids. Its core mission to facilitate the integration of renewable energy through its AI-powered cloud analytics platform is timely and strategically aligned with global sustainability goals. The company's foundation in rigorous academic research, coupled with the diverse expertise of its leadership team, provides a strong base for continued innovation and growth. GRidSight's solutions address critical challenges faced by utilities in managing the increasing complexity of modern energy networks, particularly the integration of distributed energy resources. The recent partnership with Endeavour Energy, a major player in the Australian energy market, marks a significant milestone, demonstrating the practical and scalable impact of GRidSight's technology. This achievement, along with the successful pilot with WEL Networks and ongoing engagement in key industry events, positions GRidSight as a promising and influential player in the GridTech space. As the demand for solutions that enable a seamless transition to a more sustainable energy future continues to grow, GRidSight is well-positioned to capitalize on this trend and make a significant contribution to the modernization of electricity grids worldwide.

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