# **Redaptive: Organizational Profile and Leadership Analysis**

**1. Executive Summary**

Redaptive operates as a prominent Energy-as-a-Service (EaaS) provider, distinguished by its comprehensive approach to funding and installing energy-saving and energy-generating equipment for a diverse clientele spanning commercial and industrial sectors. The company leverages a sophisticated data-driven methodology, underpinned by its proprietary technology, to deliver solutions aimed at enhancing energy efficiency and sustainability. This analysis delves into Redaptive's organizational framework, historical progression, business operations, financial standing, corporate affiliations, ownership structure, and the profiles of its key leaders. The findings reveal a company characterized by strategic evolution, significant investment backing, and a leadership team poised to capitalize on the expanding market for decarbonization and energy optimization services. While initial assumptions regarding a potential link to Exxon are not substantiated by the available information, the evidence indicates a robust and independently driven entity with a clear focus on enabling its clients to achieve substantial energy and sustainability objectives.

**2. Organizational Identity and Structure**

* **2.1 Full Legal Name and Corporate Structure**  
  The primary legal name under which the organization operates is **REDAPTIVE SUSTAINABILITY SERVICES, LLC** 1. This designation is registered with the Legal Entity Identifier (LEI) as 254900MX9V7XZHP0VY19, indicating its active status and global recognition as a legal entity 1. Further examination reveals the existence of other associated legal entities, including **REDAPTIVE SERVICES LLC**, which was incorporated on December 29, 2015 3. Additionally, the name **REDAPTIVE, INC.** appears in the company's privacy policy and is also identified as a legal entity 3. Expanding its global presence, **Redaptive Sustainability Services UK Limited** was incorporated in the United Kingdom on July 10, 2023 5.  
  The relationship between these entities suggests a structured organizational framework. Notably, records from Rhode Island indicate that Redaptive Inc. functions as a Manager of Redaptive Sustainability Services, LLC 2. This managerial role implies a hierarchical structure where Redaptive Inc. likely exercises significant control and oversight over the operations and strategic direction of Redaptive Sustainability Services, LLC. The presence of multiple legal entities, each potentially serving specific operational or regional purposes, points to a deliberate and possibly complex corporate architecture designed to support the company's multifaceted business activities and expanding geographic reach. The establishment of a UK-based entity underscores Redaptive's commitment to international expansion and catering to the European market's growing demand for sustainability services. The evolution of the company's name, as observed in the change from "Redaptive Services, LLC" to "Redaptive Sustainability Services, LLC" on October 6, 2021 2, likely reflects a strategic emphasis on sustainability, aligning its branding more closely with its core business focus and the increasing global importance of environmental considerations. Understanding this intricate legal structure is fundamental for evaluating the company's operational dynamics, potential liabilities, and overall strategic posture within the energy and sustainability landscape.
* **2.2 Founding Year, Headquarters Location, and Operational Locations**  
  The consensus among the majority of available sources indicates that Redaptive was **founded in 2015** 3. While some sources mention 2014 as the founding year 17, the preponderance of evidence supports the 2015 date. The company's corporate headquarters is situated in **Denver, Colorado** 6. This location became the primary hub after the company relocated from San Francisco in 2019, officially establishing Denver as its corporate headquarters in 2023 9.  
  Beyond its headquarters, Redaptive maintains operational presences in several key locations. **San Francisco, California**, while no longer the headquarters, remains an important operational site 3. Other operational locations include **Sacramento, California** 30 and **Pune, India** 21. The establishment of an office in Pune signifies the company's global outreach and likely supports its technology development and operational functions. Furthermore, Redaptive serves clients across the **United States, Canada, and Europe** 9, and has experience in projects spanning over 20 countries 42. This extensive geographic reach underscores the global demand for its Energy-as-a-Service offerings. The strategic decision to relocate the headquarters to Denver likely reflects the city's growing prominence as a center for sustainability and technological innovation, potentially offering access to a skilled workforce and a supportive business ecosystem. The shift in headquarters also places Redaptive closer to a significant portion of its customer base.

**3. Historical Evolution and Milestones**

* **3.1 Organizational History**  
  Redaptive embarked on its journey in 2015 with a clear mission: to transform how commercial and industrial enterprises approach energy efficiency initiatives to achieve their sustainability objectives 13. The company initially focused on delivering Efficiency-as-a-Service solutions tailored for commercial and industrial clients 21. At the core of its operations is a technology-enabled platform designed to identify, validate, and implement energy efficiency and sustainability-focused initiatives across a customer's entire real estate portfolio 13. Redaptive's offerings encompass the turnkey deployment of energy efficiency and sustainability systems, coupled with ongoing monitoring, maintenance, and comprehensive energy analytics 13. Over time, the company has broadened its scope, providing data-driven energy generation and efficiency programs that include a wide array of upgrades such as HVAC systems, LED lighting, solar energy installations, electric vehicle charging infrastructure, and other utility enhancements 8. This evolution reflects a strategic response to the growing needs of its clients and the expanding opportunities within the energy efficiency sector.  
  Initially, Redaptive's primary focus was on Lighting-as-a-Service, scaling LED lighting upgrades across distributed real estate portfolios 31. However, recognizing the broader sustainability goals of its clients, the company strategically expanded its offerings to become a full-fledged Energy-as-a-Service provider 31. A significant event in Redaptive's organizational history was the relocation of its corporate headquarters from San Francisco to Denver. This move occurred in stages, culminating in Denver being fully established as the corporate center by 2023 9. This relocation signifies a pivotal shift in the company's operational base, potentially influenced by factors such as Denver's burgeoning economy, strong sustainability mindset, and access to a robust pool of technological and environmental talent 9. The company's consistent emphasis on leveraging its proprietary technology platform underscores its commitment to innovation and data-driven solutions as key differentiators in the market.
* **3.2 Key Milestones and Significant Events**  
  Redaptive has achieved several key milestones that highlight its growth and strategic development. In **April 2018**, the company secured a $20 million investment round, with CBRE, a leading commercial real estate services firm, as the lead investor 37. This investment likely fueled the company's early expansion and market penetration efforts. **October 2020** marked another significant funding event, with Redaptive closing a $156.5 million funding round led by CarVal Investors 21. This substantial capital infusion enabled Redaptive to further expand its energy efficiency offerings and meet the increasing demand from both existing and new customers.  
  The year **2021** saw changes in the company's governance structure, with the appointment of three new members to the Board of Directors in **March**, including Chris Hsu as the new Chair 39. These additions brought diverse expertise in technology, energy, and finance to the board, supporting Redaptive's strategic direction. **December 2022** was a pivotal month for the company. Redaptive received an approximately $200 million investment from the Canada Pension Plan Investment Board (CPP Investments) 8, which valued the company at $1 billion 3. Notably, Redaptive also withdrew its plans for an initial public offering (IPO) during this time 46, suggesting a strategic decision to remain private amidst market conditions.  
  Strategic partnerships and further funding characterized **2023**. In **March**, Honeywell made a strategic investment in Redaptive 14, fostering a collaboration to bring Energy-as-a-Service capabilities to a wider range of commercial and industrial buildings. **May** saw the closure of the next phase of Redaptive's Series E funding round, with an additional investment from long-term investor Linse Capital, bringing the total for this round to approximately $250 million 43. This further bolstered Redaptive's ability to support its growing customer base. In **August**, the company secured $125 million in financing from Deutsche Bank 3, aimed at accelerating the deployment of its energy efficiency and sustainability solutions.  
  The momentum continued into **2024**. In **April**, Redaptive secured $225 million in warehouse financing from ATLAS SP Partners, enabling the launch of a new equipment financing solution 3. Additionally, the company expanded its warehouse facility with contributions totaling $250 million from Deutsche Bank, Rabobank, and Mitsubishi HC Capital America 3. **August** marked the relocation of Redaptive's headquarters to a larger office space in Denver, accommodating the company's significant growth 7. Strategic additions were made to the leadership team in **September**, with the hiring of Monish Sharma as Chief Technology Officer (CTO) 7 and the appointment of Craig George as Managing Director for the Indirect Partnerships Team 24. **October** saw a further $100 million equity investment from CPP Investments 3, increasing their stake. During this period, Ophir Rahmani was promoted to Chief Operations Officer (COO) 23, and Manesh Shah was hired as the new General Counsel 62. Valuation figures from this time include a post-money valuation of $772.1 million (Series F-1) and $1.1 billion (Series E) 3.  
  These milestones collectively illustrate a company experiencing rapid growth, securing substantial financial backing, and strategically strengthening its leadership and operational capabilities to meet the increasing demand for its energy efficiency and sustainability solutions.

**4. Business Operations and Industry Positioning**

* **4.1 Industry Classification and NAICS/SIC Codes**  
  Redaptive's primary industry classification is broadly defined as "Other Energy Services" 29. This categorization, while general, reflects the diverse nature of the company's offerings within the energy sector. Additionally, Redaptive is classified under "Industrial Services" 33, highlighting its role in providing specialized services to industrial clients. The company operates at the intersection of several technology sectors, including Energy Tech, Energy Efficiency Tech, Environment Tech, and Sustainability Tech 3, underscoring the technology-driven nature of its solutions aimed at enhancing energy efficiency and promoting sustainability.  
  One source identifies Redaptive's NAICS code as **33441 - Semiconductor and Other Electronic Component Manufacturing** 50. This classification appears inconsistent with the company's core business activities, which revolve around providing Energy-as-a-Service and implementing energy efficiency upgrades. It is possible this code relates to a specific aspect of Redaptive's technology, such as the smart meters it utilizes, but it does not accurately represent the entirety of its operations. In contrast, SEC filings mention the SIC code as **7359 - Equipment rental & leasing, nec** 68. This code could be relevant to the financing component of Redaptive's EaaS model, where the company owns the energy-saving equipment during the contract period. Another SEC filing lists the Primary Standard Industrial Classification Code Number as **4931** 13, which corresponds to Electric and Other Services Combined, a classification more closely aligned with energy management and related services.  
  The stated purpose of Redaptive Sustainability Services, LLC is "ENERGY EFFICIENCY SERVICES" 2, which directly reflects the company's primary business focus. Further exploration of NAICS codes reveals that energy efficiency inspection services fall under **541350** 70, and Other Electric Power Generation is classified as **221118** 72. The broader Utilities sector is represented by NAICS code **22** 75, with Electric Power Generation, Transmission and Distribution falling under **2211** 73. These latter NAICS codes are more consistent with the energy-related services provided by Redaptive. The discrepancy in the initially reported NAICS code suggests the complexity of classifying a company with diverse activities or a potential error in the source information. Determining the most accurate classification would require a more in-depth analysis of Redaptive's revenue streams and primary activities as defined by relevant industry classification standards.
* **4.2 Primary Business Activities and Offerings**  
  Redaptive's core business revolves around providing fully-funded, end-to-end energy and data solutions aimed at installing energy-saving and renewable upgrades for its clients 81. The company operates primarily through an **Energy-as-a-Service (EaaS)** model, which allows organizations to implement significant energy efficiency and sustainability upgrades without the traditional financial and logistical burdens 81. This model involves Redaptive funding and installing a wide range of energy-saving and energy-generating equipment 3, ultimately helping these organizations to reduce energy waste, achieve cost savings, lower their carbon emissions, and meet their overarching sustainability goals 3.  
  A key component of Redaptive's offering is its proprietary **Data-as-a-Service metering platform** 6. This platform provides real-time data and analytics, enabling customers to monitor their energy consumption, verify savings, and gain valuable insights into their building performance. Redaptive offers turnkey sustainability upgrades, managing the entire process from conducting energy consumption audits to designing and installing smart meters and various efficiency and sustainability upgrades, including LED lighting, HVAC systems, solar panels, and geothermal solutions 82. The company also provides ongoing monitoring and maintenance of the installed equipment 82.  
  In addition to its core EaaS offering, Redaptive provides **Capital Solutions**, which include various financing options tailored to the specific needs of its clients. These solutions encompass traditional leases and loans for both new and used equipment, as well as innovative pay-for-performance models 81. Redaptive also facilitates Power Purchase Agreements (PPAs) for alternative power generation projects, allowing customers to lock in long-term energy pricing 83. Furthermore, the company has a dedicated **remarketing division** that offers customized, turnkey disposition solutions for industrial manufacturing customers, helping them optimize cash flow from inefficient or surplus equipment 42. Recognizing the increasing importance of data management and environmental reporting, Redaptive developed the **Redaptive ONE platform**, which simplifies building energy management and streamlines ESG reporting processes 3. The company strategically partners with major corporations to support their ambitious net-zero emissions goals by providing fully-funded, end-to-end energy-saving and renewable upgrades 7.

**5. Financial Performance and Key Metrics**

* **5.1 Annual Revenue and 3-Year Trends (if available)**  
  Information regarding Redaptive's annual revenue presents some inconsistencies across different sources. As of July 2024, one source indicates an annual revenue of $35 million 50. However, another source provides an estimated annual revenue of $98.1 million 44. Additionally, a broader range of $10 million to $50 million is mentioned by another source 50. The discrepancy in these figures could stem from varying reporting periods, estimation methodologies employed by different data providers, or the specific revenue streams included in each report. The company generates revenue through multi-year energy performance contracts with its customers, where it sells a measured quantity of energy savings over a contractual term 31. Redaptive also generates revenue through subscription fees for its Redaptive ONE platform, which provides access to energy usage data and management software 31. While the available snippets suggest a potential growth trajectory, particularly when comparing the lower end of the revenue range to the more recent estimates, a clear 3-year revenue trend cannot be definitively established based solely on this information. Access to more consistent and official financial reporting would be necessary to accurately assess Redaptive's revenue performance and its trends over time.
* **5.2 Employee Count**  
  The number of employees at Redaptive appears to be in a growth phase, with recent figures indicating a workforce in the mid-hundreds. As of 2024, one source reported a total of 361 employees 29, while another indicated approximately 345 employees as of July 2024 86. A slightly higher figure of 368 employees was also reported, with a notable 20% growth in employee count over the preceding year 44. In Denver, Colorado, where the company's headquarters is located, there are 350 total employees, with 100 based locally 11. The company's expansion in Denver has been significant; after relocating from San Francisco, Redaptive established its corporate headquarters in Denver in 2023 with just 17 employees, a number that has since grown more than fivefold in a little over a year 9. This rapid increase in the Denver-based workforce underscores the strategic importance of this location and the company's overall expansion efforts. The consistent employee count figures around the mid-300s, coupled with the reported 20% growth rate and the substantial increase in the Denver workforce, suggest a company that is actively scaling its operations to meet market demand.
* **5.3 Market Capitalization (if applicable)**  
  Redaptive operates as a **private company** and is not listed on any public stock exchanges 12. Consequently, it does not have a publicly traded market capitalization. However, the company's valuation can be estimated based on its various funding rounds. As of December 20, 2022, Redaptive's valuation reached $1 billion 3. More recent figures indicate a post-money valuation of $772.1 million following a Series F-1 funding round in October 2024, while the Series E funding round was associated with a valuation of $1.1 billion 17. These valuations, while not representing a publicly traded market capitalization, provide insight into the company's estimated worth based on private investment activities. The slight decrease in the Series F-1 valuation compared to the earlier Series E valuation could be attributed to various factors, including prevailing market conditions or the specific terms of the later investment round. Nevertheless, the consistent valuation in the high hundreds of millions to over a billion dollars signifies a substantial and highly regarded entity within the private energy efficiency and sustainability market.

**6. Corporate Ecosystem**

* **6.1 Parent Company and Subsidiary Companies**  
  Contrary to the user's query indicating Redaptive as a subsidiary of Exxon, the provided research material does not support this assertion. Instead, the evidence consistently portrays Redaptive as a private company that has successfully secured significant funding from a range of investors 6. One source explicitly states that no parent company data is available 1. However, corporate records from Rhode Island indicate that Redaptive Inc. holds a managerial role over Redaptive Sustainability Services, LLC 2, suggesting a hierarchical relationship where Redaptive Inc. likely has significant oversight.  
  The research material does identify **International Electron, LLC** as a confirmed subsidiary of Redaptive, with its own website, [www.electronbi.com](https://www.google.com/search?q=https://www.electronbi.com) 4. This subsidiary likely focuses on the data and analytics aspects of Redaptive's business, given the reference to its metering platform ElectronBI. Other legal entities associated with Redaptive include REDAPTIVE SERVICES LLC, Redaptive Sustainability Services, LLC, and REDAPTIVE, INC3.. Additionally, the existence of Redaptive Capital is noted 3, which likely manages the company's financing solutions. The registration of Redaptive Sustainability Services UK Limited 5 indicates the company's establishment of a legal and operational presence in the United Kingdom. The absence of any mention of Exxon as a parent company across the provided sources strongly suggests that Redaptive operates independently, backed by private equity and venture capital. The formation of subsidiaries and associated legal entities is a common business strategy for managing different aspects of operations, addressing regional requirements, or structuring financial activities.
* **6.2 Business Units and Divisions**  
  Redaptive's operational structure is organized around three primary solution areas: **Energy Solutions, Data Solutions, and Capital Solutions** 6. This tripartite structure reflects the company's integrated approach to providing comprehensive energy efficiency and sustainability services.  
  The **Data Solutions** unit is a critical component of Redaptive's offerings, encompassing its proprietary Data-as-a-Service metering platform and the advanced Redaptive ONE platform 6. International Electron, LLC, identified as a subsidiary, is closely associated with this unit 4, likely playing a key role in the development and maintenance of Redaptive's data infrastructure and analytics capabilities.  
  The **Capital Solutions** unit addresses the financial aspects of energy efficiency upgrades, offering a range of financing options to overcome capital barriers for clients. This unit also includes Redaptive's remarketing business, which provides solutions for the disposition of inefficient industrial equipment 42.  
  The **Energy Solutions** unit focuses on the core activity of implementing energy efficiency and renewable upgrades for commercial and industrial clients. This involves the assessment, design, and installation of various technologies aimed at reducing energy consumption and promoting sustainability 6. This structured approach into distinct solution areas enables Redaptive to provide specialized expertise and tailored services across the spectrum of energy management and sustainability.
* **6.3 Recent Restructuring Initiatives**  
  Redaptive has undertaken several significant restructuring initiatives in recent times to position itself for future growth and enhance its service offerings. The most prominent of these is the **relocation of the corporate headquarters from San Francisco to Denver**, a process that was completed by 2023 9. This move signifies a strategic shift in the company's operational focus and likely aims to leverage the business environment and talent pool available in the Denver area.  
  Another key area of restructuring involves the **expansion of Redaptive's financing capabilities**. The company has established new warehouse financing facilities with ATLAS SP Partners, Deutsche Bank, Rabobank, and Mitsubishi HC Capital America 15. These initiatives provide Redaptive with increased capital to fund its Energy-as-a-Service projects and offer more flexible financial solutions to its customers. This expansion is further underscored by the **launch of a new Equipment Financing solution** 22, enabling Redaptive to cater to a broader range of customer needs related to equipment upgrades and financing.  
  Redaptive has also focused on strengthening its leadership team to support its growth trajectory. This includes the strategic **hiring of Monish Sharma as the new Chief Technology Officer (CTO)** and **Manesh Shah as the Chief Legal Officer**, as well as the **promotion of Ophir Rahmani to Chief Operations Officer (COO)** 7. These changes in the executive team are likely aimed at bringing in specialized expertise and leadership to drive innovation, operational efficiency, and manage the legal aspects of the company's expanding business.
* **6.4 Merger and Acquisition History**  
  Based on the provided research material, there is no explicit information indicating that Redaptive has been involved in any recent mergers or acquisitions, either as the acquiring or the acquired entity. While the snippets do mention some of Redaptive's top competitors, such as PowerSecure, Service Logic, and Current by GE, noting that these companies have been acquired 3, this information serves to provide context to the competitive landscape in which Redaptive operates. The absence of any direct mention of Redaptive's involvement in M&A activities suggests that the company's growth strategy has primarily focused on organic expansion and strategic partnerships. It is possible that any merger or acquisition activities involving Redaptive have not been publicly disclosed in the sources reviewed. However, based on the available data, Redaptive's recent history appears to be characterized by internal growth, strategic funding rounds, and strengthening its core business operations rather than through mergers or acquisitions.

**7. Ownership and Governance**

* **7.1 Ownership Structure (Public/Private, Major Shareholders)**  
  Redaptive operates as a **private company** 12, and its ownership is primarily held by a diverse group of private equity and venture capital firms, as well as strategic investors. The **Canada Pension Plan Investment Board (CPP Investments)** stands out as a major shareholder, having participated in multiple significant investment rounds 3. Other notable major investors include **Linse Capital** 8, **CBRE** 3, and **Honeywell Ventures/Honeywell** 3. These strategic investors, including a leading real estate services firm and a global technology conglomerate, highlight the broad appeal and potential synergies associated with Redaptive's business model.  
  Further investments have been made by **ATLAS SP Partners** 29, **Rabobank** 10, **Deutsche Bank** 3, **Mitsubishi HC Capital America** 10, **CarVal Investors** 21, **Engie New Ventures** 21, **Evergy Ventures** 21, **KI Capital** 29, **Kleiner Perkins** 17, and **Prologis Ventures** 65, among potentially other investors 8. The total funding raised by Redaptive is reported to be $733 million across 9 rounds by one source 3, while another mentions $608 million 29. A total of $1.15 billion raised to date is also cited 17. This significant financial backing from a diverse range of investors underscores the strong market confidence in Redaptive's business model and growth prospects. Although Redaptive withdrew its plans for an IPO in November 2022, the company has indicated that it still aims to go public in the future, depending on market conditions 46.
* **7.2 Recent Ownership Changes**  
  Recent ownership changes at Redaptive are primarily reflected through significant funding rounds. The most recent notable change is the additional $100 million equity investment secured from CPP Investments, announced on October 22, 2024 3. This investment further increased CPP Investments' stake in the company 7, demonstrating their continued confidence in Redaptive's trajectory. In March 2023, Honeywell made a strategic investment in Redaptive 14, marking a significant addition to the company's investor base and signaling a closer collaboration between the two entities. While not a direct equity ownership change, the $225 million in warehouse financing provided by ATLAS SP Partners in April 2024 3 represents a significant infusion of capital that could potentially influence future ownership structures. Similarly, the expansion of financing with Deutsche Bank, Rabobank, and Mitsubishi HC Capital America in May 2024 3 provides further financial backing for Redaptive's operations and growth initiatives. These recent financial activities indicate a company that continues to attract substantial investment, reflecting positive market sentiment and supporting its ongoing expansion.

**8. Leadership Profiles**

* **8.1 Executive Leadership Team**  
  Redaptive's executive leadership team is composed of experienced professionals guiding the company's strategic direction and operations. **Arvin Vohra** serves as the Chief Executive Officer (CEO) and also holds a position on the Board of Directors 3. He co-founded Redaptive in 2014 31 and brings prior experience as Vice President of Project Finance at Enlighted and five years at Barclays Capital 31. **John Rhow** is the Founder, President, and Executive Chairman 3, having co-founded the company in either 2014 or 2015 17. His background includes experience at Goldman Sachs 92.  
  The financial operations are overseen by **Matt Gembrin**, the Chief Financial Officer (CFO) 3, who previously worked as a credit analyst at Wells Fargo Securities 95. Leading the technology initiatives is **Monish Sharma**, who joined as Chief Technology Officer (CTO) in September 2024 3. Sharma brings over 20 years of experience in data, AI/ML, and B2B SaaS solutions, with prior roles as VP of Technology & Data at Publicis Groupe and CTO for Emerald 18. The role of Chief Operations Officer (COO) is held by **Ophir Rahmani**, who was promoted in August/September 2024 3. Rahmani previously served as SVP of Operations at Redaptive and has over 20 years of experience at Lumen Technologies (Century Link and Level 3 Communications) 23. The legal affairs are managed by **Manesh Shah**, the Chief Legal Officer, who joined in May 2024 3. Shah has nearly 20 years of legal experience, including in-house counsel roles at Safran S.A. and CBRE, Inc62.. **Rob Hornish** serves as the Chief Sales Officer (CSO) 3, and **Steve Farber** is the Chief Development Officer 3, with a background including roles at Kingfish Group and Barclays Capital 66. The Chief Marketing Officer role is held by an individual whose name is partially obscured in the snippets as **M. A.** 3. Previous marketing leadership includes Barbara Leavitt as Head of Marketing and Jim Benson as VP of Marketing 105.  
  This executive team brings a wealth of experience from diverse sectors, positioning Redaptive to effectively pursue its growth objectives and capitalize on the expanding market for energy efficiency and sustainability solutions.
* **8.2 Board of Directors**  
  Redaptive's Board of Directors provides strategic guidance and oversight to the company. **Chris Hsu** serves as the Board Chair, having joined in March 2021 39. Hsu brings 30 years of strategic business leadership experience and previously held roles as COO of Hewlett Packard Enterprise and CEO of HPE Software-Micro Focus 39. **Audrey Lee** joined the board in March 2021 as a Director 39. Lee is a clean energy executive with nearly two decades of experience and currently serves as Sr. Director of Energy Strategy at Microsoft, with prior experience as VP of Energy Services at Sunrun 39. **Paul Rainey** also joined as a Board Member in March 2021 39. Rainey has held financial leadership roles at General Electric Company for 15 years, including as CFO of GE Lighting Professional Solutions, and is currently EVP of Operations and Finance at Penske Media Corporation 39. **Michael Linse** is a Board Member 39 and the Founder and Managing Director of Linse Capital, a significant investor in Redaptive 45. His background includes experience at Kleiner Perkins Caufield & Byers and Goldman Sachs 111. **Sheeraz Haji** is another Board Member 39, serving as the Managing Partner of Zipdragon Ventures and a senior advisor for ENGIE, with previous experience as CEO of Cleantech Group 92. Both **Arvin Vohra** and **John Rhow** also serve on the Board in their capacities as CEO and President, respectively 39. **Edwina Kelly**, Managing Director and Head of Sustainable Energies, U.S. at CPP Investments, represents another major investor on the Board 7. Additionally, **Paul Rainey** holds the position of Audit Committee Chairman 86.  
  The composition of the Board reflects a blend of industry expertise, financial acumen, and strategic leadership, crucial for guiding Redaptive's growth and governance.
* **8.3 Key Technology Leadership (CIO, CISO, CTO)**  
  Redaptive's technology leadership includes a recently appointed **Chief Technology Officer (CTO), Monish Sharma** 3, whose profile is detailed in the Executive Leadership Team section. While the snippets do not explicitly name a Chief Information Officer (CIO), **Neil Morris** is mentioned as the head of technology 113, suggesting he likely oversees the company's information technology strategy and infrastructure. Similarly, a Chief Information Security Officer (CISO) is not explicitly identified in the provided material. However, a job posting for a Cybersecurity Analyst in India refers to a **Cybersecurity Lead** 114, indicating that the company has a dedicated function for managing its cybersecurity posture, even if the top leadership title is not specified in these sources. The recent appointment of a CTO with a strong background in data and SaaS aligns with Redaptive's focus on leveraging technology to deliver its energy efficiency solutions. The presence of a head of technology and a cybersecurity lead further underscores the company's commitment to building and maintaining a robust and secure technological infrastructure.

**Conclusion**

Redaptive stands as a significant player in the Energy-as-a-Service market, demonstrating a strong commitment to enabling commercial and industrial clients to achieve their energy efficiency and sustainability goals. The company's organizational profile reveals a structured entity with multiple legal arms, supporting its operations across the United States, Canada, and Europe. Founded in 2015, Redaptive has experienced substantial growth, marked by consistent funding rounds from prominent investors and strategic expansions in its service offerings, including the launch of capital solutions and a dedicated data platform. The relocation of its headquarters to Denver underscores a strategic move towards a burgeoning hub for sustainability and technology. While the initial premise of Exxon's ownership is not supported by the evidence, Redaptive's robust financial backing and strategic partnerships highlight its independent strength within the market. The leadership team, comprised of seasoned professionals with diverse expertise, and a well-structured Board of Directors provide a strong foundation for future growth and innovation. As the demand for decarbonization and energy optimization continues to rise, Redaptive appears well-positioned to capitalize on these trends, leveraging its comprehensive EaaS model, data-driven approach, and strong corporate ecosystem.

**Table 1: Redaptive Key Milestones**

| **Date** | **Event Description** | **Financial Details** |
| --- | --- | --- |
| April 2018 | Secured $20 million investment round led by CBRE | $20 million |
| October 2020 | Secured $156.5 million in funding led by CarVal Investors | $156.5 million |
| December 2022 | Received approximately $200 million investment from CPP Investments; Valuation reached $1 billion; Withdrew IPO plans | ~$200 million investment; $1 billion valuation |
| March 2023 | Honeywell made a strategic investment | Not specified |
| May 2023 | Closed Series E funding round with approximately $250 million total investment | ~$250 million total for Series E |
| August 2023 | Secured $125 million in financing from Deutsche Bank | $125 million financing |
| April 2024 | Secured $225 million in warehouse financing from ATLAS SP Partners; Launched Equipment Financing solution | $225 million financing |
| May 2024 | Expanded warehouse facility with $250 million from Deutsche Bank, Rabobank, and Mitsubishi HC Capital America | $250 million financing |
| August 2024 | Moved headquarters to a larger office in Denver | N/A |
| September 2024 | Hired Monish Sharma as Chief Technology Officer (CTO) | N/A |
| October 2024 | Secured an additional $100 million equity investment from CPP Investments; Appointed Craig George as Managing Director; Promoted Ophir Rahmani to COO; Hired Manesh Shah as CLO | $100 million equity investment; Post-money valuation of $772.1 million (Series F-1) and $1.1 billion (Series E) mentioned in different sources |

**Table 2: Redaptive Major Investors**

| **Investor** | **Type of Investment** | **Approximate Amount Invested (if available)** |
| --- | --- | --- |
| Canada Pension Plan Investment Board (CPP Investments) | Private Equity | ~$300 million+ |
| Linse Capital | Growth Equity | Significant investments across multiple rounds |
| CBRE | Strategic Investment, Venture Capital | Significant investments across multiple rounds |
| Honeywell Ventures/Honeywell | Strategic Investment, Venture Capital | Significant investment in March 2023 |
| ATLAS SP Partners | Warehouse Financing | $225 million |
| Rabobank | Warehouse Financing | $250 million (part of a consortium) |
| Deutsche Bank | Warehouse Financing | $375 million+ across multiple facilities |
| Mitsubishi HC Capital America | Warehouse Financing | $250 million (part of a consortium) |
| CarVal Investors | Private Equity | $156.5 million |
| Engie New Ventures | Venture Capital | Part of funding rounds |
| Evergy Ventures | Venture Capital | Part of funding rounds |
| KI Capital | Venture Capital | Part of funding rounds |
| Kleiner Perkins | Venture Capital | N/A |
| Prologis Ventures | Venture Capital | N/A |

**Table 3: Redaptive Executive Leadership Team**

| **Name** | **Title** | **Relevant Experience and Previous Roles** |
| --- | --- | --- |
| Arvin Vohra | Chief Executive Officer (CEO) | Co-founder; Previously VP of Project Finance at Enlighted, Barclays Capital |
| John Rhow | Founder, President, Executive Chairman | Co-founder; Previously at Goldman Sachs |
| Matt Gembrin | Chief Financial Officer (CFO) | Previously credit analyst at Wells Fargo Securities |
| Monish Sharma | Chief Technology Officer (CTO) | Over 20 years in data, AI/ML, B2B SaaS; Previously VP of Technology & Data at Publicis Groupe, CTO for Emerald |
| Ophir Rahmani | Chief Operations Officer (COO) | Previously SVP of Operations at Redaptive; Over 20 years at Lumen Technologies (Century Link and Level 3 Communications) |
| Manesh Shah | Chief Legal Officer | Nearly 20 years of legal experience; Previously in-house counsel at Safran S.A. and CBRE, Inc. |
| Rob Hornish | Chief Sales Officer (CSO) |  |
| Steve Farber | Chief Development Officer | Previously Principal at Kingfish Group, Barclays Capital |
| M. A. | Chief Marketing Officer | Previous marketing leadership includes Barbara Leavitt (Head of Marketing) and Jim Benson (VP of Marketing); Current CMO's full name not specified in snippets. |

#### Works cited

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