



IDC Energy Insights Evaluates North American Distributed Energy Resource Management Systems

Niche market steadily evolving and growing across regions; consolidation expected over time

FRAMINGHAM, Mass., September 10, 2018 – As distributed energy resources (DER) continue to penetrate regional power markets at a rapid pace, utilities are being forced to look at investments in distributed energy resource management systems (DERMS) to maintain system reliability and meet the growing demands of their electricity customers. To help utilities navigate the evolving vendor landscape, [IDC Energy Insights](#) today announced the availability of a new IDC MarketScape report, *IDC MarketScape: North America Distributed Energy Resource Management Systems 2018 Vendor Assessment* (IDC #US41793416). The new study evaluates the forward-looking strategies and current capabilities of DERMS technology vendors and assesses these vendors relative to one another and to those factors expected to be most conducive to success. Vendors evaluated in this report include: ABB, Enbala, General Electric, Oracle, Schneider Electric, and Siemens.

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The DERMS market is an evolving space and the needs of the power market and utility customer are still being defined. The participants in this IDC MarketScape are ahead of the curve in establishing their capabilities, strategies, and brand as the DERMS offerings available to utilities are still in the early stages of development.

Key findings of this new report include:

- The area of DERMS in the utility industry is steadily evolving with niche capabilities and strategies developing at different paces in regional markets across North America.
- There are very few end-to-end DERMS product offerings by a single vendor as the range of services and capabilities, as well as customer needs, is far reaching.
- As regulations and market rules around DERMS develop and vary from state to state, customers are well advised to engage with a vendor that has a fully dedicated staff focused on the relevant regional regulatory aspects of DERMS.

- Many current DERMS technologies and capabilities can be applied as an extension of an existing advanced distribution management system (ADMS) geared toward behind-the-meter energy resources and utility-scale renewable energy sources.
- There is a large ecosystem of vendors and growing number of niche players in the DERMS market. Over time, consolidation is expected.

According to [John Villali](#), research director, IDC Energy Insights, "The DERMS segment of the utility market is at its early stages but is growing. Participants in this study are at an advantage as they are positioning and establishing themselves in this growing space. As the market matures, these vendors have an opportunity to emerge as leaders."

[IDC MarketScape](#) criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants and end users. Market weightings are based on user interviews, buyer surveys and the input of a review board of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions within the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information and end-user experiences in an effort to provide an accurate and consistent assessment of each vendor's characteristics, behavior, and capability.

For additional information about this report or to arrange a one-on-one briefing with John Villali, please contact Sarah Murray at 781-378-2674 or sarah@attunecomunications.com. Reports are available to qualified members of the media. For information on purchasing reports, contact insights@idc.com ; reporters should email sarah@attunecomunications.com.

About IDC MarketScapes

[IDC MarketScape](#) vendor analysis model is designed to provide an overview of the competitive fitness of IT, telecommunications, or industry-specific suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT, telecommunications, or industry-specific vendors can be meaningfully compared. The framework also provides technology buyers with a transparent foundation to allow companies to independently compare the strengths and weaknesses of current and prospective vendors.

About IDC Energy Insights

IDC Energy Insights assists energy businesses and IT leaders, as well as the suppliers who serve them, in making more effective technology decisions by providing accurate, timely, and insightful fact-based research and consulting services. Staffed by senior analysts with

decades of industry experience, our global research analyzes and advises on business and technology issues facing the utility and oil and gas industries. International Data Corporation ([IDC](#)) is the premier global provider of market intelligence, advisory services, and events for the information technology market. IDC is a subsidiary of [IDG](#), the world's leading technology, media, research, and events company. For more information, please visit www.idc.com/energy, email info@idc-ei.com, or call 508-935-4400. Visit the IDC Energy Insights Community at <http://idc-community.com/energy>.

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