



GridStrong

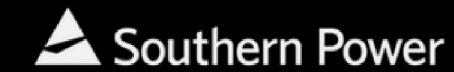
**AI-NATIVE SERVICES
FOR THE BULK POWER SYSTEM**

2026



TRUSTED BY THE LEADERS IN ENERGY

ASSET OWNERS AND SYSTEM OPERATORS ACROSS NORTH AMERICA



ENTERPRISE AI TRANSFORMATION

FOR THE NEW BULK POWER SYSTEM

The new bulk power system is dominated by power electronics. It acts three orders of magnitude faster than a conventional grid. It demands new operational, IT, planning, and regulatory paradigms. The consultant-spreadsheet model that built the old grid simply breaks here. The market is crying out for GridStrong.

Compliance, studies, and interconnection on **one platform**.

COMPLIANCE WORKFLOWS NERC, ERCOT, and ISO/RTO programs covered out of the box.

POWER SYSTEMS STUDIES Modeling, validation, ride-through, protection coordination.

INTERCONNECTION Queue management, study coordination, GO and GOP handoffs.

EVENT ANALYSIS PMU, SER, and DFR ingestion, automated event identification and reporting.



THE MARKET WE'RE ATTACKING

THE NEW BULK POWER SYSTEM DEMANDS ENTERPRISE TRANSFORMATION

A **multi-billion-dollar consulting market** still delivered by humans on spreadsheets, in a grid those humans were not trained for.

The grid changed

Power electronics now dominate. The grid acts orders of magnitude faster than the one built around synchronous machines.

The toolchain didn't

FERC Order 901, NERC's IBR registration expansion, and 50+ new standards demand precision the old workflows cannot deliver.

The workforce is leaving

The senior engineers who built compliance the manual way are retiring. Junior engineers won't replace them at the same headcount.

One company is meeting the moment

GridStrong is the only AI-native services firm building infrastructure for the new bulk power system from first principles.

YESTERDAY'S GRID

Synchronous machines dominate generation
Seconds-scale electromechanical physics
Centralized dispatch, predictable response
Compliance fits in spreadsheets

TODAY'S GRID

→ Power electronics dominate generation
→ Microsecond-scale inverter dynamics
→ Distributed resources, complex interactions
→ Compliance breaks the spreadsheet model

The new normal. Whoever builds the operating system for the new bulk power system owns the category, the data moat, and the next decade of compliance spend.



THE AI-NATIVE SERVICES THESIS

DRAMATICALLY BETTER OUTCOMES. COMPOUNDING MOAT. SOFTWARE ECONOMICS.

TRADITIONAL CONSULTING

LINEAR GROWTH

Revenue and headcount scale together. Margin caps at ~1.5x labor. Every new contract requires a new hire, every new hire needs 6 to 12 months to become productive, and the math never improves.

FRAGILE KNOWLEDGE

Domain expertise lives in people. When the senior engineer leaves, the workflow leaves with them. Every turnover event is a re-learning event for the customer.

SAME ANSWER, WITH LUCK

Manual delivery means rework, transcription error, and outcomes that depend on which consultant got assigned to your file. The work is hand-built; the quality is a coin flip.

GRIDSTRONG AI-NATIVE SERVICES

DRAMATICALLY BETTER OUTCOMES

More comprehensive. More precise. More reliable. More repeatable. An order of magnitude faster than the manual alternative.

COMPOUNDING MOAT

The most comprehensive dataset for a grid dominated by power electronics: OEM equipment data, grid code requirements, modeling packages, plant settings, configurations. All highly proprietary, all dispersed today across actors with no incentive to share. We are the only company centralizing it.

SOFTWARE ECONOMICS

5x+ margin at the same price customers already pay. Automation replaces headcount; one engineer plus software does the work of seven.



MIRAGE PMF → REAL PMF

CROSSING THE CHASM NOW

Each service line moves from human-led delivery (mirage PMF) to fully automated platform delivery (real PMF). Two crossings done. Two in flight.

MQT STUDIES

FULLY AUTOMATED

Server to server. Zero humans in the loop. Two months collapsed to twenty-four hours.

FORWARD DEPLOYED OPERATIONS

FULLY AUTOMATED

Software-led migration. Six legacy systems consolidated into one platform in 90 days at Engie. Embedded staff for ops continuity; the heavy lift is the software.

PRC-029

VALIDATING

30+ auto-populated fields in production. Industry backlog being cleared at scale.

DOE AI4IX

VALIDATING

Quantifying automation across three additional ISOs under DOE-funded validation.

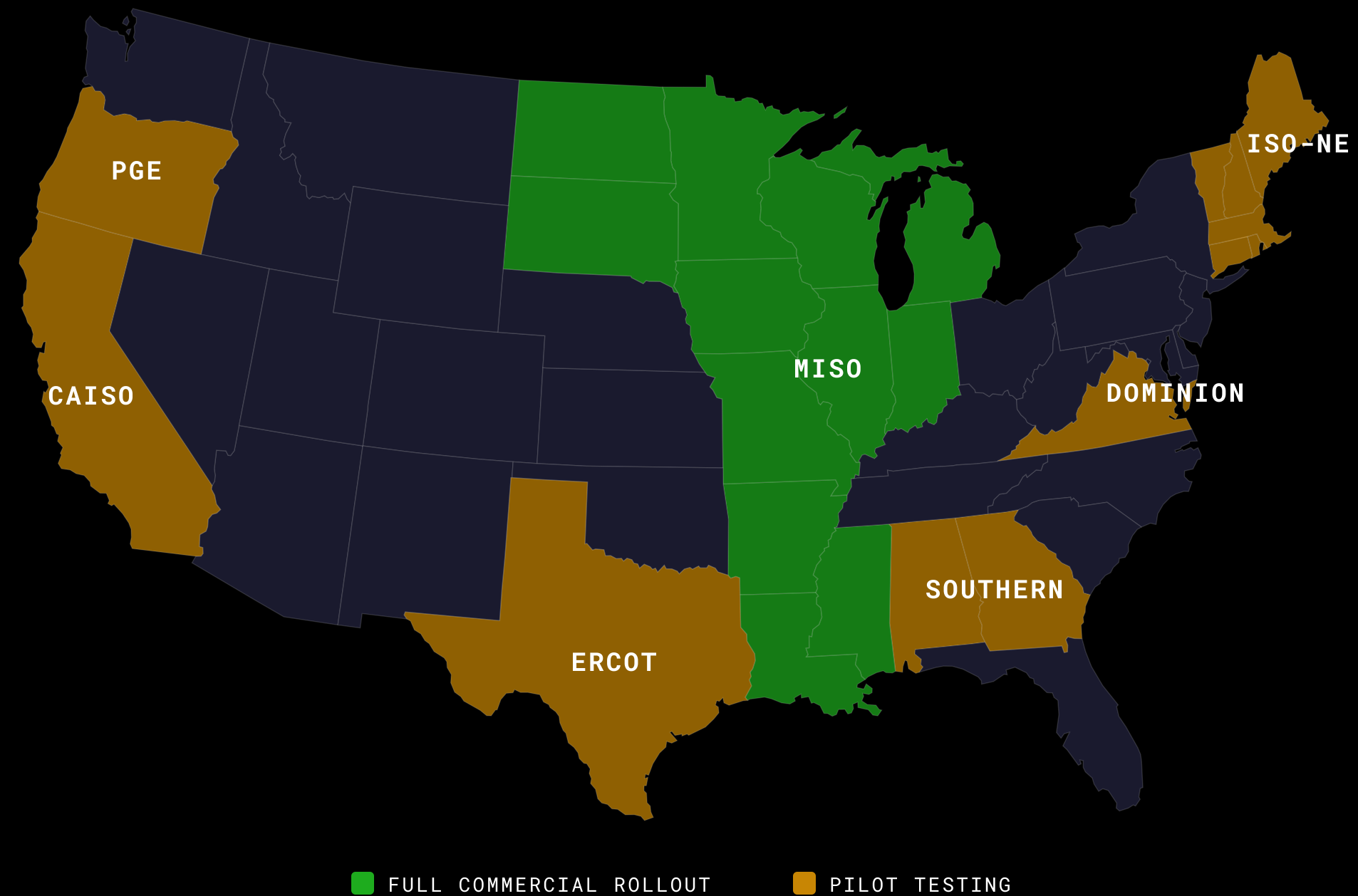


4 OF 7. AND COUNTING.

THE FLYWHEEL IS GEOGRAPHIC. ISO CONTRACTS PULL ASSET OWNERS; ASSET OWNERS PULL MORE ISOS.

"What you all have built is truly amazing."

DOMINION ENERGY, MARCH 2026



BY THE NUMBERS

YEAR ONE PERFORMANCE

\$4M+

Annualized recurring revenue

\$8M+

Lifetime bookings

8 / 10

Largest NA renewable asset owners

4 / 7

North American grid operators

80 GW

Operational fleet under management

15

States where every new plant flows through us

10X+

ARR expansion from initial contracts

100%

Renewal rate



LAND AND EXPAND

ALL SEVEN OF OUR INITIAL CUSTOMERS HAVE EXPANDED



MEDIAN 10X EXPANSION. 100% RENEWAL.

Every customer from our first contracts has expanded. Anonymized for confidentiality.



PROOF: ONE PLAYBOOK, REPRODUCIBLE

FORWARD DEPLOYED OPERATIONS, PRODUCTIZED AT ENGIE

Embedded GridStrong staff inside the customer's compliance and operations teams, building on the GridStrong platform from day one. The playbook compounds with every deployment.

FORWARD DEPLOYED OPERATIONS

CASE STUDY



ENGIE
NORTH AMERICA

6 SYSTEMS. 90 DAYS.

SHAREPOINT
DOCUMENT MANAGEMENT

ARCHER (RSA)
GRC PLATFORM

INTERNAL SPREADSHEETS
COMPLIANCE TRACKING

EMAIL THREADS
RFI RESPONSE TRACKING

TICKETING SYSTEM
TASK MANAGEMENT

POINT COMPLIANCE TOOLS
RADIANGEN AND SIMILAR


GridStrong
ONE PLATFORM
90-DAY MIGRATION

"Before GridStrong, compliance was reactive. Now we have visibility across the whole fleet."

ENGIE NORTH AMERICA



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THREE DATA MOATS

PROPRIETARY DATASETS NO ONE ELSE HAS, ALL COMPOUNDING

MOAT 01

OEM MASTER DATA

WE KNOW HOW EVERY PIECE OF EQUIPMENT BEHAVES BETTER THAN OUR CUSTOMER.

Every OEM, every model, every setting. Locked across vendors today; we are the only company centralizing it.

MOAT 02

TRANSMISSION NETWORK

WE KNOW HOW EVERY SUBSTATION OPERATES BETTER THAN THE OPERATOR.

Every line, every bus, every interconnection. Mapped and machine-readable. The grid as it actually runs today.

MOAT 03

GRID CODE REQUIREMENTS

91,000+ REGULATORY REQUIREMENTS INDEXED. MOST COMPETITORS HAVE HUNDREDS.

The most comprehensive regulatory dataset in North America. Growing daily as new standards land.

HOW EVERY PROJECT MAKES THE MOATS STRONGER

STEP 01

CUSTOMER PROJECT

Real data, real models, real engagement

STEP 02

DOMAIN DATA CAPTURED

OEM specs, plant configs, grid-code interpretations

STEP 03

AI ENCODES

Workflows automate, knowledge is captured

STEP 04

SYSTEM OF RECORD

All three moats deepen together

STEP 05

NEXT PROJECT COMPOUNDS

Faster delivery, higher margin, better outcomes



AND THE CYCLE REPEATS



ECONOMICS

SAME OUTPUT, ONE-FIFTH THE TEAM

SAME OUTPUT. 5X MARGIN.

We are taking PRC-029 share from the largest grid compliance firms with one-fifth their team.

TRADITIONAL CONSULTING

- Linear scaling

Most common competitor: ~45 engineers per PRC-029 program

- Manual delivery

MQT: 2-month engagement per study

- Thin margin

~1.5x labor cost

- Knowledge in heads

Domain expertise does not compound

GRIDSTRONG AI-NATIVE

- Automation, not headcount

GridStrong: ~10 engineers, same PRC-029 volume

- Server-to-server

MQT: 24-hour automated delivery

- 5x+ margin at same price

PRC-029: 80% automated, \$20-30K per plant

- Domain expertise encoded

91,000+ requirements indexed and growing

01

MIRAGE PMF

Watch consultants do it manually. Learn the workflow. Embed with customers.

02

THE CROSSING

Encode domain expertise into automation. The existential step most companies never make.

03

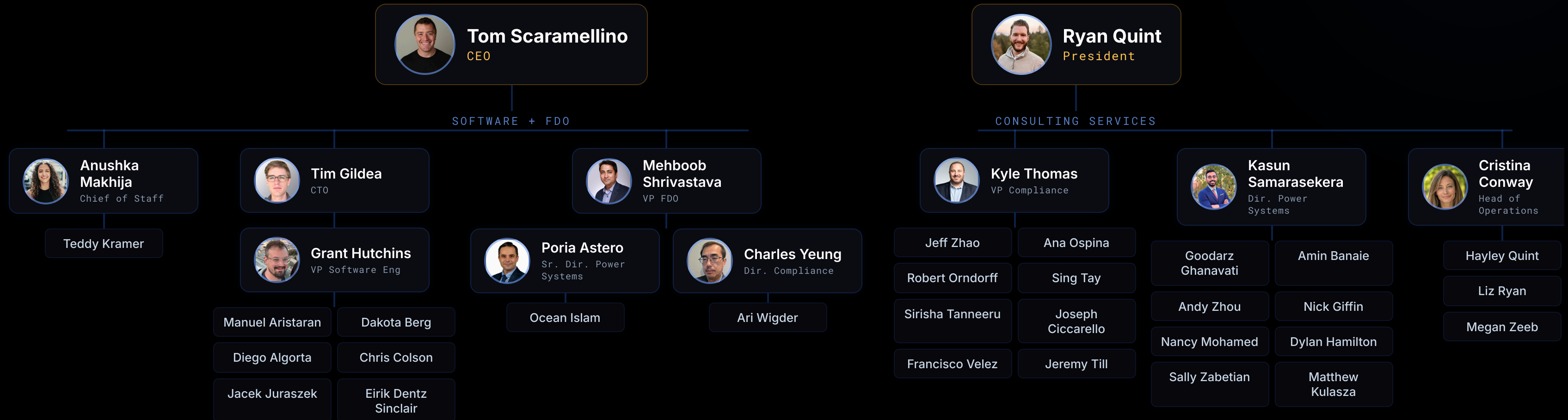
REAL PMF

Fully automated. Server-to-server. Exponential unit economics. We are here.



ORGANIZATION

GRIDSTRONG + ELEVATE ENERGY



WHAT WE'LL PROVE NEXT

TWELVE TO EIGHTEEN MONTHS. WATCH US.

O1

Scale PRC-029 Automation

Clear the PRC-029 backlog exponentially. Customer onboarding meetings already scheduled across the portfolio.

O2

Onboard into April Release

Deploy file management, workflow automation, model read/write, and fleet-level operations to every active customer.

O3

Deliver DOE Milestones

M3 (\$400K) upcoming. M6 (\$750K) and M9 (\$600K) scheduled. Stay ahead of the milestone schedule.

O4

Expand FDO

Apply the ninety-day playbook to the next asset owner. Every deployment compounds the playbook.

O5

Commercial ISO Expansion

Convert ISO relationships (MISO + DOE cohort) into additional commercial MQT-style contracts. Each ISO that institutionalizes us pulls asset owners with it.

O6

Event Data Ingestion

Stand up the ingestion pipeline for PMU / SCADA / event data from customer fleets. The data moat behind every downstream workflow.

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