

# Advanced Energy Works for California

Andrew Terenzio is a product specialist who works in business development for Open Energy Efficiency (OpenEE). Andrew has always been interested in the potential for small businesses with a social focus to emerge and disrupt industries with large incumbents. After earning a degree in Entrepreneurship and Interdisciplinary Global Ecology from Marquette University, he looked for opportunities in energy and environment, gravitating naturally toward California, where progressive policy was jump-starting the state's advanced energy economy.

After working with Envision Solar in San Diego, Andrew was presented with an opportunity to join OpenEE in 2016, a startup that is developing tools and open standards for quantifying meter-based energy savings. OpenEE's platform facilitates pay-for-performance programs and the transformation of efficiency into a time- and location-sensitive grid resource. The company's clients include major utilities and efficiency aggregators across the country.

As a 100 percent remote company, OpenEE has employees all over the U.S. and in Canada, though its current center of gravity is the Bay Area of California. For Andrew, this means he gets the benefits of being in-state and close to company leadership, while still enjoying the San Diego lifestyle.



## ANDREW TERENZIO

**Open Energy Efficiency (OpenEE)**  
Product Specialist, Business Development  
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**"I've always been attracted to strategy from a business standpoint – looking at business models and seeing how they work, the mechanisms and competitive thinking you put in place to expand your foothold as a company."**

**- ANDREW TERENZIO, OPENEE**

## Advanced Energy Works

A movement of advanced energy workers and supporters to make advanced energy grow, create millions of jobs, and strengthen our economy in communities across America.

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