
Consultant strategy, innovation, transformation
Specialised in energy transitions and digitisation
Former C-Level executive

Eric MOREL

Mach&Team

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PROFESSIONAL EXPERIENCE

Consultant strategy, marketing, innovation, transformation, M&A

Since 2009 *Mach&Team* – Founder & CEO (www.machnteam.com/welcome.html)

Creation of *Mach&Team*.

- Positioning:
 - I provide my customers with a **global** approach of energy systems, their operation and their evolution.
 - I focus my activity on **energy transitions and digitisation** to offer to my clients a perfect understanding and knowledge of their environment and business.
 - As a former operational executive, I remain concerned with “achievements” and “feasibility”.
- Main activities:
 - Consulting services to boards of directors, executives and management teams for strategic planning and innovative projects management.
 - Advisory board member
 - Ambassador of investment funds and selected start-ups
 - Private speaker and teacher
 - Author of the blog “The energy revolution” (www.smartcitiesbymachnteam.com/en/)
- Main customers: utilities, energy service providers, products, software and services vendors, cities and investors.
- Main countries: Switzerland, Germany, Scandinavia, Netherlands, UK, France

2009-2015 **Grenoble Graduate School of Business – Participating teacher**

- Design and teaching of Energy Management, Leadership, Entrepreneurship and Innovation Management courses to MSc and MBA students in triple accredited business schools (AACSB, EQUIS and AMBA)

Strategy and Innovation Senior Executive
Deep investigation of innovation strategy and management
Expertise development in Smart Grids and Energy Efficiency

2002-2004 **Co-founder and member of the Board at Gridwise Alliance (USA)**
(www.gridwise.org)

- In 2000 and 2001, **co-management** with IBM, Energyworks and Alstom of a consortium that supplied innovative Smart Grids solutions, first stage before the Gridwise Alliance
- **Co-creation** of the Gridwise Alliance, the **most powerful association** for Smart Grids, with IBM, Battelle, Alstom, SAIC, Rockport Capital, PJM, Sempra Energy Solutions
- Agreement of American authorities for my appointment as a Board member
- Personal contributions focused on drafting the **strategic orientations** of the Alliance

2004-2009 **SCHNEIDER ELECTRIC POWERLINE COMMUNICATIONS AB (SEPC)**
Founder & CEO - Sweden

- **Creation and general management of the company**, a global supplier of BPL networks based solutions that addressed 3 main markets: **Smart Grids** applications for utilities, last mile networks extension for Telcos and LAN networks for residential market.
- **Chairmanship of various standardization initiatives** (IEEE, ETSI, Cenelec, CISPR)
- Deployment of innovative Smart Grids and Telecom projects (Groupe e – Switzerland, Epresa – Spain, EEM – Portugal, Reliance – India)

2003-2004 **SCHNEIDER ELECTRIC – Vice-President Energy Efficiency (Innovative Business Unit)**

- **Creation of the Energy Efficiency Business Unit at Schneider Electric** focused on Smart Grids and Energy Efficiency applications and services. Management and development of various activities for metering and prepayment, network monitoring and control devices, telecom networks, energy quality management, energy services for industry and buildings.

- **Management and development of innovative and fast-growing companies** (<1500p – growth >15%/year)
- **Cross-cultural management.** Teams located in the USA, South Africa, Argentina, Australia, India, Sweden.
- Development and implementation of **strategic plans.**
- Leader of several **acquisitions** (Power Measurement, Abacus, Ilevo...)
- Lobbying and high level promotion activity: US Senators and Representatives, French Minister of Industry, Brazilian Minister of Energy, European Commissioner of Energy

2000-2003 SCHNEIDER ELECTRIC – Vice-President Business Innovation

- Definition and deployment, for the Schneider Electric group, of the Business Innovation Strategy. Schneider Electric positioned as a pionnier in Energy Efficiency and Smart Grids
- **Expertise** in Smart Grids and Energy Efficiency acquired through numerous projects and pilots launched, assessed and supervised.
- Management of innovative R&D initiatives in the Smart Grids and Energy Efficiency domains and management of a start-ups' network

2004-2008 Co-founder and Chairman at l'Universal Powerline Association

- Co-founder and first chairman of the UPA, one of the 3 leading associations together with CEPCA and Homeplug dedicated to the standardization of BPL technologies.
- Chairmanship of the main standardization initiatives (IEEE 1901 and CISPR)
- Numerous conferences and consulting services to investors

2001-2004 Member of the Scientific Steering Committee at IDEA

- IDEA is a consortium between Schneider Electric, EDF and the Polytechnic Institute of Grenoble, aiming at inventing the future of electrical grids. My contribution was: orientation, assessment and supervision of R&D projects.

R&D center executive director
Investigation of innovation tools and methods

1998-2000 SCHNEIDER ELECTRIC – Managing director of a R&D center

- Creation and management of the R&D center of the « electrical installation systems » department. Direct management of Marketing, R&D, Industrialization, Quality and Project Management Office. About 350 people on different sites.

1996-1998 SCHNEIDER ELECTRIC – Program director

- Management of a major R&D program at Schneider Electric to renew all products, software and services ranges of the switchboards and busbars division (30000 planification lines – total budget: 150M€)
- Implementation of innovation and management tools and methods for complex projects

Industrial manager
Investigation of change management

1991-1996 SCHNEIDER ELECTRIC – Director of operations

- Management of a main factory (300+ people – Revenue 120M€) and of 30 workshops for local adaptation (15 located outside of Europe) – Department of LV high current devices (Air Circuit breakers and High Current Moulded Case Breakers)
- Complete reorganisation of the industrial process and layout.

1990-1991 MERLIN GERIN – Production manager

- Management of a workshop and its support services (Industrial process and planification) – 200 people

1987-1990 MERLIN GERIN ALPES – Logistic manager

1986-1987 MERLIN GERIN ALPES – Industrial project manager

Professional start

1984-1986 MINISTRY OF TRANSPORT – WORLD BANK - Economic adviser (Congo)

1982-1983 BOUYGUES – Management of a experimental yard

1981-1982 BOUYGUES (Building construction) – Sales engineer (internship) – 12 months

EDUCATION AND DEGREES

- 2007 Certificate of Coaching and Team Building (Coach and Team) – Transformance (Paris)
- 2000 Schneider Institute of Management: Profession Manager 2 (Leadership and management)
- 1991 Schneider Institute of Management: Profession Manager (General management: 8 weeks)
- 1990 Training center Merlin Gerin : Training for plant managers (8 weeks incl.3 in Japan)
- 1983 Civil engineer degree of « Ecole Nationale des Ponts et Chaussées »**
- 1982-1984 Post Graduate complementary course of Political Economics (Paris VI University)

LANGUAGES

- English daily practice in professional environment
- German basic understanding in daily life situations
- Spanish basic understanding, very good reading

PUBLICATIONS

- 2011 « **Mieux diriger, cela s'apprend** », Editions Maxima Laurent du Mesnil, book about Leadership.
- 2014-2018 Creation of the **SmartCitiesbyMach&Team** blog exclusively dedicated to Smart Grids, Energy Efficiency and Renewable Energies, mainly in urban contexts (More than 200 posts, 14000 subscribers)