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**For Immediate Release**

## **Skipping Stone to Lead Connectivity Week Smart Grid Funding Panel**

**Santa Clara, CA – May 17, 2011** – Skipping Stone announced today that Peter Weigand, Chairman and CEO, will lead an exceptional panel of colleagues for the Connectivity Week 2011 “From Angel Investors to 800lb Gorillas.” The session slated for Wednesday May 25<sup>th</sup> will track the enterprise funding path from the perspectives of the angel investor, venture capitalist and strategic buyer. The panel will share investment criteria at each stage of participation, as well as success criteria as a company progresses through maturity phases from early stage to exit.

“The current smart grid deal making environment is very hot right now. For companies exploring from funding rounds to possible exit strategies, this is a great opportunity for CEOs to engage a seasoned panel that is deeply involved in the very deals we all read about every day,” stated Mr. Weigand.

The diverse backgrounds of the panelists span the full range of company life cycles from start-up to mature organizations. Panelists include Peter Weigand, CEO Skipping Stone, who during his 30 year career in the deregulated energy markets has been CEO of four companies, acquired twelve, sold five and has taken one public; Tom Crews, Managing Partner, Stratford Partners, who has over 25 years of experience with angel financing and managing venture capital and private equity-backed companies; Mike Hammons, Partner Sail Ventures, who has over 20 years of venture capital experience building operational value for portfolio companies and has diverse domestic and international experience; and Dr. Jayant Kumar, Director Alstom, who has been involved in several strategic acquisitions in his 20 years in the energy and utility industry.

### **About Skipping Stone**

Skipping Stone is an energy consulting firm providing market assessment, strategy development, strategy implementation, talent management and managed services. We help clients navigate market changes, capitalize on opportunities and manage business risks. Our focus is on the natural gas, power, renewable energy, energy technology, energy management and demand response market sectors. Established in 1996, Skipping Stone’s method of deploying only energy industry veterans has delivered measurable bottom-line results for over 230 clients.

Skipping Stone serves clients globally through offices in Atlanta, Boston, Los Angeles and Houston.

For more information, visit [www.skippingstone.com](http://www.skippingstone.com).

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