

Matt Dinsmore, Practice Lead - Energy and Clean Tech

Matt is a director at Altman Vilandrie & Company and leads the firm's Clean Tech and Smart Grid practice. Matt brings more than 17 years of experience in the electric utilities and telecommunications industries and has extensive experience in strategic and operations planning, new product development, technology evaluations, and customer engagement. He is a frequent speaker on CleanTech and the Smart Grid at industry events, was the primary author on the Smart Grid Consumer Collaborative Excellence in Customer Engagement Report, and served on the Board of Advisors for Xcel Energy's Smart Grid City in Boulder, CO.

Prior to joining AV&Co. Matt was a senior vice president at Current Group, a leading provider of Smart Grid software and hardware solutions. Matt had a variety of executive responsibilities in this role, including product management, marketing, corporate development and strategy.

Prior to Current Group, Matt was vice president and chairman of the U.S. Management Committee for CSMG Adventis, a telecom and media strategy consulting firm. Matt was also a member of Deloitte Consulting's Electric Utility Practice, where he worked with many large domestic and international utilities to develop strategies for the industry restructuring and deregulation of the mid-1990s.

Matt holds an M.B.A. from the University of Chicago Booth School of Business and a B.S.B.A from Washington University in St. Louis.

Shruti Joshi, Principal

Shruti is a principal at Altman Vilandrie & Company. Shruti has extensive industry and consulting experience in telecom, technology, consumer goods and media. Her areas of expertise include business and marketing strategy, digital and offline media optimization, new product development, go-to-market planning, churn management and sales channel strategy.

Prior to joining AV&Co., Shruti held an executive marketing position at Verizon Communications, where she was responsible for driving new acquisition growth for Consumer FiOS and Core network products. In this position she developed product marketing strategies and optimized multimillion dollar digital, awareness and direct response media campaigns. Shruti also has a consulting background in product development, where she helped global brands develop new products. As a result of her years of industry experience, Shruti provides expert advice on how businesses can maximize returns through improved marketing strategy and media management.

Shruti holds an M.B.A. from Columbia Business School and a B.S. in Business from the University of Southern California.