

Summary

Robert Shively recently rejoined ScottMadden where he spent seven years from 1994 to 2001, four of those years as a partner. While at ScottMadden, Rob specialized in strategy development, process improvement and the management model, product innovation, and mergers & acquisitions in the utility sector. In 2001, Rob left the firm to join a client implementing a strategic plan developed with ScottMadden's assistance. At The Laclede Group, he searched for and acquired an industry-leading utility service provider and served as president of such until the sale of that business unit. The Laclede Group tripled its investment while seeing significant gains in its market capitalization. Rob also served as president and CEO of a private equity-backed company, growing again through acquisition. After exiting that business, Rob returned to ScottMadden. He has a B.A. in quantitative economics from Furman University and an M.B.A. from the Fuqua School of Business at Duke University with a concentration in finance. Aside from ScottMadden, Rob serves on the board of directors of Area Wide Protective, a utility services provider, and he formerly served as chair of the National Utility Locating Contractors Association.

Areas of Specialization

- Demand response
- Distribution and smart grid
- Natural gas
- Nuclear
- Smart grid and microgrid
- Solar

Recent Articles and Speeches

- "The Power of Prototyping for Product Innovation." Equifax International Product Innovation Conference. April 2014
- "Metering Smart Grids." Caribbean Metering Conference. February 2012
- "Are Your Assets Protected?" Autovation Conference and Exposition. October 2012

Recent Assignments

- Implemented the management model at SM&P Utility Resources, which served as the exclusive provider to ComEd for underground locating services
- Implemented the management model at Metadigm Services, a utility services provider
- Implemented the management model in the retail "big box" service sector
- Implemented the management model in the commercial plumbing sector
- Developed the first Southern Generation Playbook, the beginnings of today's playbook management model
- Assessed strategy, process, infrastructure, and organization of a utility wholesale marketing and trading function and made recommendations for improvement
- Created a business plan for a U.S. nuclear plant operator to build an international business