Powering CleanChoice Energy's Next Phase of Growth

How CleanChoice Partnered With ESG to Strengthen Its Billing and EDI Infrastructure and Build the Foundation for Its Next Phase of Growth.

Client Success Story

The Challenge — Scaling for What's Next

Over the last decade, CleanChoice Energy has become the first U.S. company to bring 'farm-to-table' clean energy to customers: both owning solar farms and providing only 100% clean energy to hundreds of thousands of customers across the Northeast, Mid-Atlantic, and Midwestern U.S. Recent expansion into Rhode Island, New Hampshire, and Maine has extended that reach further — and with each new market comes new utility environments, each with its own EDI, billing, and operational requirements. Scaling responsibly means building infrastructure that can keep pace.

That growth created an opportunity to reassess the billing and EDI foundation underneath the business and identify the right partner for the road ahead.

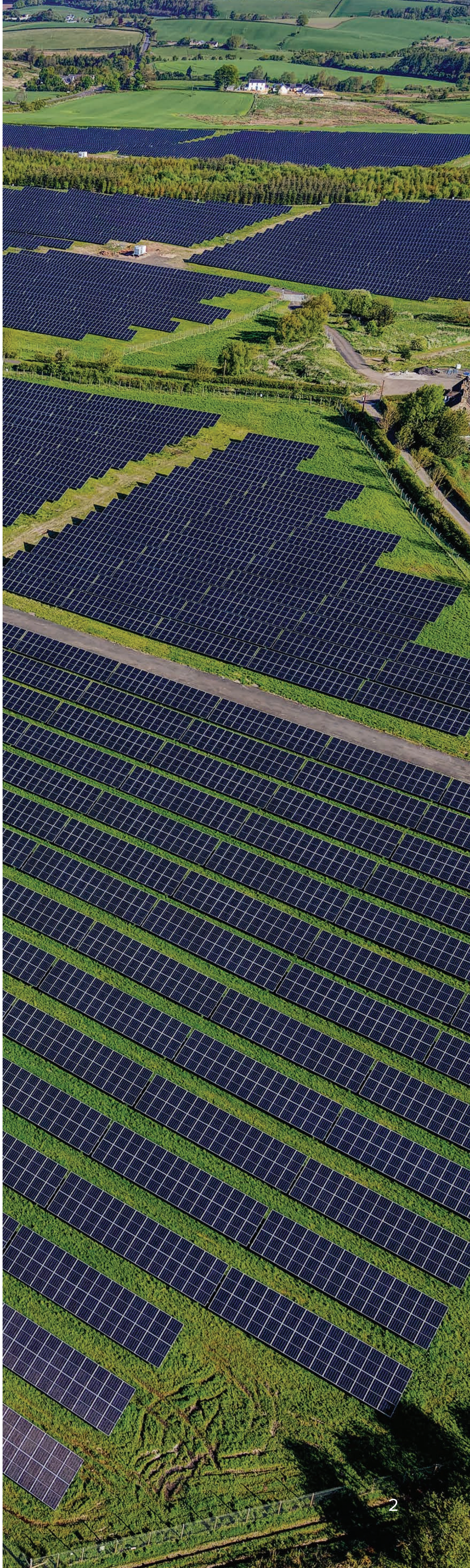
Why ESG

CleanChoice's evaluation process was deliberate. Before evaluating vendors, the team aligned internally on what success would look like. The right partner needed to deliver on four core priorities:

1. Accessible, trustworthy data
2. A single source of truth for billing and financial information
3. Strong integration capabilities
4. A flexible foundation for ongoing product and operational changes

Two things about ESG's Titanium platform stood out. The first was technical fit. Titanium's robust API infrastructure, DBR access, and data refresh cadence matched the sophistication of CleanChoice's environment. The second was the depth of ESG's team and product portfolio.

> *"Every conversation reinforced that ESG had been here before. The capabilities we were envisioning were already built into their platform — often with multiple variations to choose from. That depth gave us real confidence in the partnership."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*



CleanChoice was also looking for a partner with a long view. ESG's product roadmap made that investment clear.

> *"What stood out on the roadmap was how clearly ESG is investing in the platform's future. Between the platform, the team, and the direction of the product, it was clear this would be a long-term partnership."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

Internally, the rationale was simple: ESG offered a platform CleanChoice could grow with, and a foundation to build the next phase of strategy on.

The Migration — Built to Hit the Ground Running

The migration was the next step — and for any operations leader, the most consequential one. With operations spanning diverse utility environments, CleanChoice approached the migration with a clear set of priorities.

> *"Going into the migration, I had a clear-eyed view of the risks. A project of this scale has a lot of moving parts, and a strong partnership is what holds it all together."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

CleanChoice and ESG worked together through a structured process designed to set the platform up for day-to-day operations from the start. The teams worked together to make sure the platform was configured and aligned with CleanChoice's workflows by go-live.

> *"The migration was smooth, and a lot of that came down to disciplined execution on both sides. ESG's project management team brought the rigor, the playbook, and the expert guidance; our team brought the operational focus to execute against it — and we came out of it with a stronger operational foundation than when we started."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

The Impact

Titanium's impact was felt quickly across CleanChoice. Replacing manual spreadsheet-based exception tracking gave the team back meaningful capacity — time now redirected toward higher-value strategic work.

With a new foundation in place, CleanChoice launched into three new states — Rhode Island, New Hampshire, and Maine — onboarding seven utilities alongside the migration of its existing book. The expansion was a meaningful milestone for CleanChoice, with ESG helping establish the billing and EDI setup needed to support operations in each new market.

> *"Even with prior experience in new market entries, ESG's pace on the EDI and billing side genuinely surpassed our expectations. They brought a level of operational capacity that meaningfully shortened our timeline on the new state launches."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

Titanium also gave CleanChoice a foundation of accessible, reconcilable data — usable from the start for the teams already working closely with it. That foundation positions CleanChoice to expand reporting and analytics use cases over time as the business builds on it.

> *"Titanium has given us a strong, reconcilable data foundation. The platform's reporting works well on its own, and access to the underlying data structure gives us room to do meaningful analysis beyond what the platform delivers natively."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

That foundation is shaping how CleanChoice operates today — and how the business is positioned for what comes next.

> *"The foundation is in place, and the next phase of growth is ours to build on."*
>
> *— Jess Cromeek, Vice President, Operations, CleanChoice Energy*

Built for the Next Phase of Growth

CleanChoice expanded into three new states — Rhode Island, New Hampshire, and Maine.

Seven utilities onboarded alongside migration of the existing customer book.

A stronger billing and EDI foundation is now in place to support future growth.

Improved access to more reliable, reconcilable data.

For more information and to request a demo, visit

esgglobal.com

About ESG

Energy companies rely upon ESG solutions to grow revenue, increase efficiency, and facilitate business innovation. ESG provides the broadest energy sector market and meter data management to deliver an energy transition platform that optimizes the customer-to-cash process for retail energy providers, utilities, and pipeline and storage companies. The company provides a full suite of financial, land, and field solutions that enable oil and gas producers, pipelines, renewables, and utilities companies to efficiently track and manage their business operations with less staff. Across sectors, ESG automates complex, time-consuming processes with an integrated suite of tools to reduce the cost to serve and increase efficiency through data and insights to get results that matter. ESG is SOC 2 certified in North America and ISO9001/27001 in the United Kingdom. We put the power of data in your hands. Visit esgglobal.com to learn more.