

NYSERDA Innovation R&D Partner Connect

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NYSERDA
New York State Energy Research
and Development Authority

INNOVATION R&D PARTNER CONNECT

CORE THEORY: THE ULTIMATE OBJECTIVE OF ANY INNOVATION PROGRAM IS COMMERCIAL DEMOS

Problem Statement: *Emerging companies often lack connections to commercial partners such as host sites and technical contractors.*

Concept: *Maintain public lists of commercial partners that innovators can connect with and consider when preparing a proposal to NYSERDA*

WHAT MAKES IT A REAL “COMMERCIAL DEMONSTRATION?”

- **A PERMANENT INSTALLATION—OFTEN A “CAPITAL PROJECT”**
- **THERE IS A PAYING CUSTOMER—(POSSIBLY SUBSIDIZED)**
- **SERVES AS A “FIRST OF A KIND” MODEL FOR FUTURE DEPLOYMENTS**

Even for a fully mature company, this requires a lot of **specialty functions**: licensed installers, system integrators, commissioning, M&V, warranty and service... plus **3rd party partners** to provide capital project financing, insurance, permits... all key elements of late-stage Adoption Readiness Level (ARL) Risk Factors

Resource Maturity	Capital Flow Availability of capital	Project Development Capability to replicate success	Infrastructure Scale of required/ associated infrastructure	Supply Chain Reliability of whole value chain manufacturing	Materials Sourcing Material availability	Workforce Human capital capability
	Regulatory Standards for deployment at scale	Policy Policy supporting or hindering deployment	Permitting Ease of site identification and approval	Enviro. & Safety Likelihood of hazardous events	Community Perception Risk perception of the technology	

R&D PARTNER CONNECT

TWO WEBSITES FOR PARTNERS TO CONNECT PRE-PROPOSAL:

- Site Hosts for Demo Partners
- EPC, M&V, other subcontractors

RESPONSE SO FAR:

- 5 public and private Site Hosts including SUNY, NYCEDC, major hospital network.
- 20+ Demo sites available.
- 14 Subcontractor Partners
- Many requests for partner connections in PON6162 (Advanced Buildings)
- \$0 Program Dollars Spent

HOW IT WORKS—SOME IMPORTANT POINTS

- We **market** the opportunity to property owners and contractor companies associated with NYSERDA market deployment programs—accessing more potential partners with experience in full commercialization
- Site Hosts and Project Partners **return a form** with contact information, areas of interest, and experience

NYSERDA does not qualify, or assess suitability of the sites and companies!

- NYSERDA **solicitations link to the tables of partners**. We encourage proposers to use the tables to consider partners—completely optional, and no advantage/disadvantage in scoring if they get partners elsewhere.
- **Proposers form teams** (on their own) and **submit to NYSERDA**

We anticipate stronger, more complete teams will apply to PONs
- **Awards selected** according to proposal criteria

HOW IT LOOKS ON THE WEB

Current Opportunities

Explore some of the solicitations currently available related to our Research and Development programs:

- **PON 3982:** [On-the-Job Training for Energy Efficiency and Clean Technology](#) 
- **PON 6149:** [Grid Enhancing Technologies \(GETs\)](#) 
- **PON 6161:** [Large-Scale Non-Drop-In Alternative Fuel-Based Resources and Infrastructure](#) 
- **RFI 6169:** [Advanced Fuels Request for Information on Alternative Fuel Production in NYS](#) 

Please note: This page is updated periodically. For the latest information, explore all current NYSERDA funding opportunities below.

[All NYSERDA Funding Opportunities](#)

R&D Partner Connect

Partner up on innovation projects or demo sites:

Complete the form to have your site listed in the Innovation Project Partners table.

[Join the Project Partners List](#)

Enter your information to be included in the Innovation Demonstration Site Hosts table.

[Join the Demonstration Site Hosts Network](#)

Innovation Site Hosts

Search Company:

Show rows per page of **16** result(s)

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Organization Name 	Site Location 	Interest Areas 	Organization Type 
Trust for Governors Island Contact Organization	10 South Street, Slip 7 New York, NY 10004	INV Power Generation and Storage, INV Carbon Capture, INV Grid Modernization, INV End Use Innovation, INV Clean Transportation	Other
Brooklyn Navy Yard Development Corporation Contact Organization	141 Flushing Ave. Suite 801 Brooklyn, New York 11205	INV Power Generation and Storage, INV Carbon Capture, INV End Use Innovation, INV Alternative Fuels, INV Clean Transportation	Industrial
LACI at BATWorks (Brooklyn Army Terminal) Contact Organization	102 58th St Brooklyn, NY 11220	INV Power Generation and Storage, INV Carbon Capture, INV Grid Modernization, INV End Use Innovation, INV Clean Transportation	Industrial
Northwell Health - Greenwich Village (516) 313-5614 Contact Organization	30 7th Ave New York, NY 10011	INV Grid Modernization, INV End Use Innovation, INV Clean Transportation	Healthcare
Northwell Health - LIJ Forest Hills (516) 492-6174 Contact Organization	102-01 66th Rd Queens, NY 11375	INV Power Generation and Storage, INV Carbon Capture, INV Grid Modernization, INV End Use Innovation, INV Alternative Fuels, INV Clean Transportation	Healthcare

Innovation Project Partners

Search Company:

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Organization Name ↑↓	Interest Areas ↑↓	Organization Specialties ↑↓
Anza NextGen, Inc  (844) 230-0001 Contact Organization	INV Power Generation and Storage, INV Alternative Fuels, INV Clean Transportation	Engineering, procurement, and construction (EPC), Commissioning
CALSTART, INC. (626) 744-5600 Contact Organization	INV Grid Modernization, INV End Use Innovation, INV Alternative Fuels, INV Clean Transportation	Engineering, procurement, and construction (EPC), Commissioning, Validation, Certification and Testing
CMC Energy Services (267) 872-7278 Contact Organization	INV End Use Innovation	Engineering, procurement, and construction (EPC)
Combined Energies LLC (518) 817-8028 Contact Organization	INV Power Generation and Storage	Original equipment manufacturer (OEM)
Cycle Retrotech (646) 308-1603 Contact Organization	INV Power Generation and Storage, INV End Use Innovation	Engineering, procurement, and construction (EPC)

SOME INITIAL LEARNINGS

- Very useful to work through one or more “connector” organizations for site hosts.
- Engagement with “non-Innovation” NYSERDA programs key for outreach. We are essentially connecting newer companies to the existing network that established companies use.
- Email marketing very effective for R&D partner / contractors.
- However—many who responded are innovator companies or university researchers rather than the “legacy” contractors we were targeting.
- Having to make some tough calls on contractors being eligible or not eligible for the list. Partially addressed by adding more context to the listings. As this grows, may need to consider additional processes to qualify/disqualify.
- **Based on strong response, high potential to apply a model like this for sites and partners beyond NYS**