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| **Applicant Identification** | |
| Lead Organization Name (as shown on your income tax return) | Click or tap here to enter text. |
| Lead Organization Business Name, if different than above1 | Click or tap here to enter text. |
| Lead Organization Address (number, street, apt. or suite no., city, state, and ZIP) | Click or tap here to enter text. |
| Lead Contact Name, Title | Click or tap here to enter text. |
| Lead Contact Email | Click or tap here to enter text. |
| Lead Contact Phone | Click or tap here to enter text. |
| Applicant Team (Please indicate each member of the Applicant Team and include a contact name, email & address) | Click or tap here to enter text. |
| **Project Identification** | |
| Project Title | Click or tap here to enter text. |
| Project Location | Click or tap here to enter text. |
| MassCEC Grant Request ($) | Click or tap here to enter text. |
| Applicant Cost Share ($) | Click or tap here to enter text. |
| Total Project Budget ($) | Click or tap here to enter text. |
| Focus Areas – MUST select an eligible Focus Area if the Lead Applicant is a non-MA based company (See Section I of the RFP) | High-performance buildings Clean transportation  Offshore wind Net-zero grid |
| **Application Checklist** | |
| **Application Form**  Project Summary Commercialization Potential Project Benefits Budget  Technology Summary Installation Plan Team  **Attachments**  Attachment A: Authorized Applicant’s Signature and Acceptance Form (found in RFP)  Attachment B: Project Workplan Template  Letter(s) of Commitment from all Applicant Team members (including Demonstration Partners and Project Site)  Public Benefit Project Site verification, if applicable (see Section VIII in RFP) | |

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| 1. **Project Summary** |
| *Provide a brief overview of the proposed demonstration project, including the goal of the project and how it will help the technology advance its Technology and Commercial Readiness Levels.* |
| Click or tap here to enter text. |

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| 1. **Potential of the Proposed Technology** | | |
| *Provide details regarding relevant the technology(ies) to be deployed. Please address all of the following*: | | |
| **Proposed Technology**  *A description of the technology, including its principle of operation, form of the product, and the current state of development.* | Click or tap here to enter text. | |
| **TRL/CRL of the technology**  *(as identified by the NYSERDA TRL/CRL Calculator)* | TRL: Click or tap here to enter text. | CRL: Click or tap here to enter text. |
| ***Notes:*** Click or tap here to enter text. | |
| **Technology Context**  *What is the context for this project/technology? Describe the status quo in the industry, other programs/technologies, etc. that pertain to the project in question, including high-level statistics if available. Identify the specific industry pain point or opportunity the technology seeks to address. Why is this technology solving an important energy-related problem, and in what industry?* | Click or tap here to enter text. | |
| **Innovation & Viability**  *A description of how the technology is both innovative and viable, including:*   * *How/why the technology is better than what currently exists in the market and/or other solutions under development;* * *How the technology will solve the problem; and* * *A justification of the current TRL and why the technology is viable.* | Click or tap here to enter text. | |
| **Technical Risks**  *An assessment of the technical risks associated with the technology, including the extent of identified risks and uncertainties, and proposed strategies for risk mitigation.* | Click or tap here to enter text. | |

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| 1. **Commercialization Potential** | | |
| *Provide details regarding the potential for commercializing the technology. Please address all of the following*: | | |
| **Target Market**  *Identification of the target market for the technology and relevant characteristics, including current and future market size (in dollars of potential revenue). What is the specific problem/opportunity the technology seeks to address? How much of the potential market (in percentage or dollars) could the proposed technology capture, and why? Identify any future or secondary market opportunities.* | Click or tap here to enter text. | |
| **Product Cost**  *Provide an estimate of product cost.* | Click or tap here to enter text. | |
| **Sales**  *Describe current sales or deployments of the technology, including a justification of the current CRL.* | Click or tap here to enter text. | |
| **Value Proposition**  *Quantify how the product or innovation will benefit potential customers. Provide an estimate of the payback period, reduced costs, increased productivity, or other relevant metrics.* | Click or tap here to enter text. | |
| **Policy & Regulatory Environment**  *Identify any regulatory or policy drivers that will enable (or inhibit) adoption of the technology.* | Click or tap here to enter text. | |
| **Market Validation**  *Describe validation needed to enter the market and the proposed go-to-market plan for the technology/solution. How will the InnovateMass project move potential customers to choose the proposed solution? What performance data or other validation will the proposed project result in and how will that validation accelerate commercialization of the technology?* | Click or tap here to enter text. | |
| **Business Model**  *Describe the proposed business model of the company (i.e. will the product be licensed or sold directly to the end consumer?) If the business model will change over time (e.g. from a licensing to a manufacturing model), provide a description of this progression.* | Click or tap here to enter text. | |
| 1. **Installation** | | |
| *Provide additional detail on the Workplan, including an assessment of risks, timeframes, dependencies, and any permitting or relevant regulatory concerns of the demonstration project. Please address all of the following:* | | |
| **Description of Project Site** | | Click or tap here to enter text. |
| **Site Selection**  *Suitability of site for proposed project, perceived project risks, and proposed method for addressing risks.* | | Click or tap here to enter text. |
| **Installation Plan**  *A description of the installation and testing period of the project, including: installation plan; duration of the installation period; and duration of the testing period.* | | Click or tap here to enter text. |
| **Project Size**  *Size of the installation/project in relevant key metric(s) (e.g. capacity (kW), throughput, number of devices, area, etc.)* | | Click or tap here to enter text. |
| **Monitoring Plan**  *Proposed method of monitoring and evaluating the proposed project. What data will be collected and how? How will this data be used during the project? How long will monitoring continue after the project’s conclusion?* | | Click or tap here to enter text. |
| 1. **Project Benefits** | | |
| *A detailed description of project benefits. Please address all of the following*: | | |
| **Benefits to the Commonwealth**  *Provide a quantification of economic development (e.g. jobs supported, infrastructure developed, etc.) and energy/climate impacts to the Commonwealth. Describe the relevance of the proposed project and technology to Commonwealth energy challenges and Priority Areas (as defined in Section I the RFP).* | | Click or tap here to enter text. |
| **If applicable, benefits to the selected Public Benefit Project Site**  *(see Section VI of the RFP)*  *If applicable, describe how the project benefits or partners with a Public Benefit Project Site. Demonstrate support from the community or Public Benefit partner* | | **Public Benefit Project Site Type (select one):**  Massachusetts publicly owned facilities  Low/moderate income buildings  [Environmental Justice (“EJ”) community](http://maps.massgis.state.ma.us/map_ol/ej.php)  Describe the selected site type below. |
| Click or tap here to enter text. |
| **Total Addressable Carbon (TAC) Analysis\***  *Provide an analysis of the potential reduction in greenhouse gas emissions or the avoidance of future GHG emissions achievable given widespread use of the technology/innovation. Describe, to the most detailed extent possible:*   * *The current and future market in which emissions reductions are expected.*    + *Please reference the aforementioned potential market size for the technology (Section III of this Application)* * *The emissions currently associated within that sector.* * *The magnitude of emissions reductions potentially achievable using the technology proposed.*   *Energy efficiency technologies may calculate energy savings rather than carbon avoidance.*  *We recommend taking advantage of credible public data sources such as US DOE’s EIA data (AEO, RECS/CBECS/MECS, etc.), EPA’s National Emissions Inventory, EPA’s AVERT model, and the MA state Global Warming Solutions Act inventory.*  *\* A more detailed explanation of the TAC analysis can be found on our website.  .* | | *kg CO2-e reduced per unit of product installed:*  Click or tap here to enter text. |
| *MMT CO2-e reduced per year, assuming optimistic adoption:*  Click or tap here to enter text. |
| *Describe assumptions and calculations:*  Click or tap here to enter text. |
| *List any references used in your estimation and analysis:*  Click or tap here to enter text. |

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| 1. **Applicant Team Commitment and Qualifications** | |
| *Describe the proposed relationships that will support a technically and economically successful project, including the relevant skills, credentials and experiences of key Applicant Team\* members.*  *\*Note that at least one Applicant Team member must be a clean energy company and either the clean energy company or the host site must be in Massachusetts (see RFP for details). Please include (as an attachment) a demonstration of commitment, such as a signed Letter of Intent, by all Applicant Team members.* | |
| **Lead Applicant Role**  *Identify the Lead Applicant and its role. Identify the point of contact who will serve as the project manager. For each individual, note their relevant skills, credentials and experiences.* | Click or tap here to enter text. |
| **Lead Applicant Status**  *A description of the Lead Applicant’s current status, including:*   * *When the company was founded* * *Where the company was founded* * *Number of employees (FTEs)* | Click or tap here to enter text. |
| **Lead Applicant Project Benefits**  *The benefits of the proposed project to the Lead Applicant, including the technology provider and the host site (if applicable). How will successful completion of the proposed InnovateMass project help the Applicant Team achieve technology development and commercialization goals?* | Click or tap here to enter text. |
| **MassCEC and Ecosystem Interactions**  *Identify any previous applications to or awards from MassCEC. Explain the role of the proposed InnovateMass project versus other pending applications or ongoing or completed projects.*  *Identify membership in any Massachusetts incubators.* | Click or tap here to enter text. |
| **Applicant Team Role(s)**  *Identify all other members of the Applicant Team and their roles with respect to the project. For each individual, note his or her relevant skills, credentials and experiences.* | Click or tap here to enter text. |
| 1. **Budget Narrative** | |
| *Include a budget narrative that briefly explains how the requested funds, cash cost share, and in-kind cost share will be used. Provide additional detail on each budget line item included in the Project Workplan Budget (Attachment B), including the proposed project performance monitoring and evaluation plan. All budget items must be uniquely associated with the InnovateMass demonstration project.* | |
| Click or tap here to enter text. | |
| **Statement of Other Funding Sources**  *For the purposes of the Application, please note only funding that is for related work on the same technology or concept; that is, work that is a subtask of the proposed project, or work to which the proposed project contributes.*  *Please indicate below as part of this cover sheet whether the Lead Applicant or any other member of the Applicant Team has:*   * *Submitted this project to any federal or non-federal entity for funding (including but not limited to industry, private investors, and foreign, state, or local governments)* * *Submitted any application(s) for related work for funding (i.e., work that relates directly or indirectly to the proposed project) to any federal or non-federal entity (including but not limited to industry, private investors, and foreign, state, or local governments) within the last 24 months* * *Received funding from any federal or non-federal entity for related work including but not limited to industry, private investors, and foreign, state, or local governments*   *If “Yes” to any of the questions above please complete the following table. Use a separate table for each Federal and non-Federal entity.* | |
| *Application Team Member* | Click or tap here to enter text. |
| *Source of Funding* | Click or tap here to enter text. |
| *Date of Submission* | Click or tap here to enter text. |
| *Title of Submission* | Click or tap here to enter text. |
| *Funding Amount* | Click or tap here to enter text. |
| *Application Status* | Click or tap here to enter text. |
| *Application Team Member* | Click or tap here to enter text. |
| *Source of Funding* | Click or tap here to enter text. |
| *Date of Submission* | Click or tap here to enter text. |
| *Title of Submission* | Click or tap here to enter text. |
| *Funding Amount* | Click or tap here to enter text. |
| *Application Status* | Click or tap here to enter text. |