

MassCEC InnovateMass Program

For questions, contact innovate@masscec.com

Please delete all guiding prompts before submission.

Applications should NOT exceed 10 pages. Reviewers will not review application text that exceeds 10 pages.

Please do NOT modify the template of the application form.

Project Identification	
Proposal Title	
Lead Applicant Company Name	
Lead Applicant Company Address	
Is the Lead Applicant address a Residential Address?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Lead Applicant Point of Contact: Name, Title, Email	
Lead Applicant Employee (FTE) Count (should be approximately 5-30)	
Funds Raised by Lead Applicant to date (\$) (should be approximately \$1M-\$10M)	
Grid Spotlight Application	<input type="checkbox"/> Yes <input type="checkbox"/> No
If a Grid Spotlight Application, who is the Project Partner?	<input type="checkbox"/> Eversource <input type="checkbox"/> Energy New England <input type="checkbox"/> MA Municipal Wholesale Electric Company (MMWEC) <input type="checkbox"/> Wakefield Municipal Gas & Light Department (WMGLD) <input type="checkbox"/> National Grid
Demonstration Partner(s) [Company Name & Primary Point of Contact for each]	
Project Location	
MassCEC Grant Request (\$) [Not more than \$350k]	
Applicant Cost Share (\$) [At Least 50% of grant request, or 25% if Public Benefit Site]	
Total Project Budget [Typically the sum of the prior two rows]	
ClimateTech Area	<input type="checkbox"/> Energy & Electricity <input type="checkbox"/> Transportation <input type="checkbox"/> Manufacturing & Industry <input type="checkbox"/> Buildings <input type="checkbox"/> Agriculture & Water <input type="checkbox"/> Resilience & Adaptation <input type="checkbox"/> Other
Application Checklist	<input type="checkbox"/> Application Form Attachments <input type="checkbox"/> Attachment A (in the RFP): <i>Authorized Applicant's Signature and Acceptance Form</i>

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	<input type="checkbox"/> Attachment B: <i>Project Workplan Template</i> <input type="checkbox"/> Attachment C: <i>Letter(s) of Commitment from Demonstration Partners</i> <input type="checkbox"/> Attachment D: <i>Completed TRL Calculator</i> <input type="checkbox"/> Attachment E: <i>Completed Copy of the Adoption Readiness Level Assessment</i> <input type="checkbox"/> <i>Public Benefit Project Site Verification, if applicable (see Section I. in RFP)</i> <input type="checkbox"/> Results of the Supplier Diversity Office Self-Assessment Tool (optional) <input type="checkbox"/> Resumes of key team members (required)
I. Elevator Pitch	
<p><i>Provide a brief overview of the proposed technology and the demonstration project, including the goal of the project and how it will help the technology advance its Technology and Commercial Readiness Levels. Limit to 1-3 sentences.</i></p>	
II. MA Regional Diversity and Public Benefit Project Site Info	
Headquarters in a Public Benefit Site (as described in Section I. of the RFP)	<input type="checkbox"/> Gateway City <input type="checkbox"/> Environmental Justice Community <input type="checkbox"/> Regionally Diverse area <input type="checkbox"/> MA Publicly Owned Facility <input type="checkbox"/> Low/Moderate Income Building <input type="checkbox"/> N/A
Project Site in a Public Benefit Site (as described in section I. of the RFP)	<input type="checkbox"/> Gateway City <input type="checkbox"/> Environmental Justice Community <input type="checkbox"/> Regionally Diverse area <input type="checkbox"/> MA Publicly Owned Facility <input type="checkbox"/> Low/Moderate Income Building <input type="checkbox"/> N/A
III. Potential of the Proposed Technology	
Limit section to 3-pages total	
Technology and Project Summary	
Technology Overview Limit to 1-page	<p><u>Context/industry overview:</u></p> <ul style="list-style-type: none"> What is the context for this project/technology? Describe the current industry that pertains to the project in question. Include some high-level statistics if available. Why is this industry important (if no apparent connection to clean energy)? <p><u>Challenge:</u></p> <ul style="list-style-type: none"> What are the pain points of the existing programs/industry solutions addressed by the project? What are some existing solutions? What are some shortcomings of these solutions? <p><u>Solution:</u></p> <ul style="list-style-type: none"> How will the proposed technology and project solve the problem(s)?

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	<ul style="list-style-type: none"> How will it be better than what currently exists in the market and/or other solutions under development? A brief description of the technology (details to be described in following section)
Technology Details Limit to 1-page	<ul style="list-style-type: none"> A description of the technology, including the current state of development. Description of how this technology operates. Justify and validate the TRL (must be between 5-8). Describe the innovative and novel aspects of the technology Describe how it is viable and solving an energy challenge.
TRL/ARL of the technology (as identified by the MassCEC TRL Calculator and ARL Assessment)	TRL:
	ARL:
	Notes:
Technical and Market Risks Limit to 1-page	<ul style="list-style-type: none"> An assessment of the technical risks associated with the technology, including the extent of identified risks and uncertainties, and proposed strategies for risk mitigation. Identify any market, regulatory or policy drivers that will enable (or inhibit) adoption of the technology.
IV. Commercialization Potential	
Limit section to 1-page total	
Commercialization Potential	<ul style="list-style-type: none"> Please describe the target market(s) for the technology, with size and growth calculations, proposed business model, and go-to-market strategy. Include any reference information 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? Please describe next steps for future deployments following a successful InnovateMass deployment project and the anticipated funding needed for future deployments
V. Installation	
Limit section to 2-pages total	
Description of Demonstration Site	List specifically where the demonstration project will occur
Site Selection	<ul style="list-style-type: none"> Suitability of site for proposed project, perceived project risks, and proposed method for addressing risks. Include size of the installation/project in relevant key metric(s) (e.g. capacity (kW), throughput, number of devices, area, etc.)
Installation Plan	<ul style="list-style-type: none"> 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.
VI. Project Benefits	
Limit section to 2-pages total	

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<p>Benefits</p>	<ul style="list-style-type: none"> • <u>Benefits to the Commonwealth</u>: 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 priorities. Describe the benefits of the project to <u>Environmental Justice</u> communities (if applicable). • <u>Lead Applicant Project Benefits</u>: 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?
<p>Total Addressable Carbon (TAC) Analysis</p>	<ul style="list-style-type: none"> • 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. While addressing the greenhouse gas mitigation potential, it is recommended that applicants <u>reference MassCEC's Total Addressable Carbon (TAC) analysis</u> or other credible public data sources such as the United States Department of Energy's <u>Energy Information Administration</u>, the U.S. Environmental Protection Agency's <u>National Emissions Inventory</u> (especially for greenhouse gases other than carbon dioxide), the <u>EPA's Greenhouse Gases Equivalencies Calculator</u>, and others. You may also use MassCEC's <u>Emissions Reduction Analysis</u> instructions and the corresponding <u>template</u> as tools, in order to quantify the GHG emissions that can be reduced, avoided, or remediated. Other quantification methods include but are not limited to potential megawatt-hours of clean energy generated, tons of carbon dioxide emissions avoided or captured, energy savings compared to existing or alternative technology(ies), efficiency improvement over existing technology(ies). Applicants are encouraged to quantify and/or describe of the potential to mitigate impacts of climate change through adaptation and resiliency (A&R), and consider environmental sustainability (for example, using indicators across social, economic, and environmental impacts). MassCEC acknowledges that quantifying A&R is an emerging field, and we recommend utilizing the 2023 <u>ResilientMass Plan</u>, as well as the <u>World Economic Forum</u> and <u>FEMA's BCA Toolkit</u> etc. for toolkits and guidance." • Describe, to the most detailed extent possible: <ul style="list-style-type: none"> • The current and future market in which emissions reductions are expected. <ul style="list-style-type: none"> ○ Please reference the aforementioned potential market size for the technology (Section III) • The emissions currently associated within that sector. • The magnitude of emissions reductions potentially achievable using the technology proposed. • Include a description of how the technology directly or indirectly saves energy, and the magnitude of those energy savings (i.e., "This technology uses (or would use) XX% less energy than the current state-of-the-art.")

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	<i>Energy efficiency technologies may calculate energy savings rather than carbon avoidance.</i>
	<i>MMT CO₂-e reduced per year, assuming optimistic adoption:</i>
	<i>Describe assumptions and calculations:</i>
	<i>List any references used in your estimations and analysis:</i>
VII. Applicant Team	Limit section to 1-page total
MassCEC and Ecosystem Interactions	<ul style="list-style-type: none"> • <i>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.</i> • <i>If you are a previous InnovateMass awardee, please describe in this section how the project and product in this current proposal are meaningfully different than the previous InnovateMass product and project (from a technology and/or market perspective) and how these additional InnovateMass funds will be critical to the company's overall success and the commercialization of the product moving forward.</i> • <i>Identify membership in any Massachusetts incubators or participation in accelerators.</i>

Provide a brief description of the key team members. Please add additional rows where necessary. You may provide 1-page resumes for each team member in the Appendix, if the space below is insufficient

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Role	Name and Title	Company	Experience/Qualifications
Project Lead			briefly describe primary role on project and relevant background
Project Partner			If applicable, describe form of contribution (cost-share, adder, etc.), how partners will contribute (in-kind, cash, etc.), and any other sources of support (monetized and non-monetized)
Other Project Staff			
External Advisors and Consultants			
Other			
Other			

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ATTACHMENT A: AUTHORIZED APPLICANT’S SIGNATURE AND ACCEPTANCE FORM

InnovateMass

The undersigned is a duly authorized representative of the Applicant named below. The undersigned has read and understands the RFP requirements and acknowledges and confirms that the Applicant and each member of its team has read and understands the RFP Requirements. The undersigned acknowledges and agrees that all of the terms and conditions of the RFP are mandatory.

The undersigned and each Applicant and each member of its team acknowledges and agrees that (i) all materials submitted as part of the application are subject to disclosure under the Massachusetts Public Records Law, as explained in the RFP; (ii) that MassCEC has no obligation, and retains the sole discretion to fund or choose not to fund the application set forth herein; and (iii) that MassCEC’s receipt of the application does not imply any promise of funding at any time.

The undersigned and each member of the Applicant’s team understands that, if the Application is selected by MassCEC pursuant to this RFP, the Applicant will execute and deliver an agreement to be provided by MassCEC that shall set forth the terms and conditions, together the respective roles and responsibilities of the Applicant, and each member of its team, and MassCEC, with respect to the project described in the RFP. The undersigned and each member of the Applicant’s team acknowledges that they have reviewed the example grant agreement terms provided with the RFP.

I certify that the statements made in this Application, including all attachments and exhibits, are true and correct.

Applicant: _____

(Printed Name of Applicant)

By: _____

(Signature of Applicant or Authorized Representative)

Title: _____

Date: _____