

## **Solar Installer Feedback**

Winning the Ready! Contest will be huge for us in terms of both network and ability to develop our prototype with assurance that it meets solar installers' needs. We will use the prize money to fund direct engagement and feedback sessions with solar installers as we develop and install our prototype turbine. This is critical in terms of enabling us to make changes to our prototype early which will ensure success as we roll out with solar installers. We expect to organize feedback sessions with at least 10 of our key solar installers, and 3 reviews on-site, focused on reviewing procedures for installation, permitting, and financing given our current prototype design, so that we can learn from their expertise and make changes before moving into the pilot phase which will enable more success. We will also make sure to leverage the American Made network to find others to provide feedback and leverage a deep base of solar expertise in the network to catch anything that we may be missing early on in our development while it is easy to adjust. We are specifically hoping to work with Positive Deviancy and Edge Creek Power.

## **National Lab Research**

The national lab connections, and \$75k in vouchers provided by the Set! Contest would allow us to fund and collaborate with NREL and Sandia National Lab to further develop the models that we will use to validate the data we will be taking from our prototype. Some of these models are already in the works and key to our certification process, and we would use this funding to continue this work.

## **CTO Sourcing**

One large hire we are looking to make in the next year is a CTO with a speciality in manufacturing, who has seen a product through it's entire lifespan. This hire will allow our CEO to further remove herself from overseeing the engineering team and focus on commercialization. If we were accepted, we will seek to use the American Made Solar Connector network to source a qualified CTO.

## **Investment**

We will be kicking off our next fundraising round during the course of the American Made Challenge and will be seeking connections to early stage investors for this round. Some investors which seem like they could be a good fit include VertueLab, Schmidt Family Foundation, and TO VC, among many others.

## **Pilot Opportunities**

After a long and careful research and development process, we're heading into a pilot phase w/ our technology, where pilots are our main focus these next two years. We'd love to explore pilot opportunities within the American Made Solar Connectors network as well as potential paths to market to deploy our technology with these partners as we scale.

In general, we look for demonstration sites which will allow us to have access for maintenance and data collection and can work with us as partners in testing the technology, as well as qualified potential future customers in the commercial and industrial space.

## **Mentorship**

Over the upcoming year, Accelerate Wind is poised to grow by acquiring and deploying paid pilots, and learning from these pilots in order to prepare for IEC 61400-2 certification, scale-up, manufacturing, and investment. With an ever-changing clean energy market, a critical decision over the next year will be which specific partners and geographies we leverage for scale-up, a process we are thoroughly investigating right now. Access to the American Made Solar Connector network, with experts in the solar developer and EPC network, permitting, subsidies, manufacturing and supply chain would be critical in allowing us to make informed decisions on who to partner with and where to begin scale-up.