

COMPANY

Copacity, Inc., a certified MBE, develops technology that empowers small & medium-sized entities (SMEs) to achieve their unique clean energy goals. With over 20 years of “traditional” consulting, Copacity has leveraged technology with this expertise into an innovative, scalable platform.

FOUNDER



Julian Dash: 20+ years of clean energy procurement expertise. Has contributed to the nation's 1st offshore wind project; assisted companies like Tiffany & Co. with on-site solar; and established the country's 1st affordable housing remote crediting consortium.

US CLEAN ENERGY MARKET

A growing and transformative market, reaching \$269B in 2024 to \$698B by 2030. Drivers include:

- Improved ROI on clean energy investments.
- Reducing and hedging against rising utility costs,
- Public policies & incentives and stakeholder demand.

THE CHALLENGE

**Of the 77GW contracted by US companies
Just 1% were contracted by SMEs.**

WHY?: Misalignment between the buyer’s procurement process and the seller’s needs/goals:

BUYERS

- Lack in-house expertise.
- No budgets for consultants.
- Rely on outdated or “form” RFP process.

SELLERS

- Burdened by RFPs.
- Lack of confidence in process.
- Incentivized to sell “bigger” contracts.

THE SOLUTION

Copacity aligns & automates critical procurement processes for both buyers & sellers:

BUYERS

- Gain access to industry-best expertise.
- Step-by-step and guided RFP process.
- “Apples-to-apples” reports and diligence

SELLERS

- Gain access to RFPs and new business.
- Simplified responses.
- An efficient, transparent, and economical RFP award process.

COMPETITIVE ADVANTAGES

1. Procurement 1st: RFPs tailored to meet and align with individual procurement needs.
2. Fee structure: Small fees over contract term are more acceptable than large up-front fees.
3. Alignment: Users need not download software or learn new systems.