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*Comment Received From: Thomas Jensen*
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## Request for Comments - Draft Solicitation to Increase Adoption of Emerging Clean Energy Technologies through Procurement

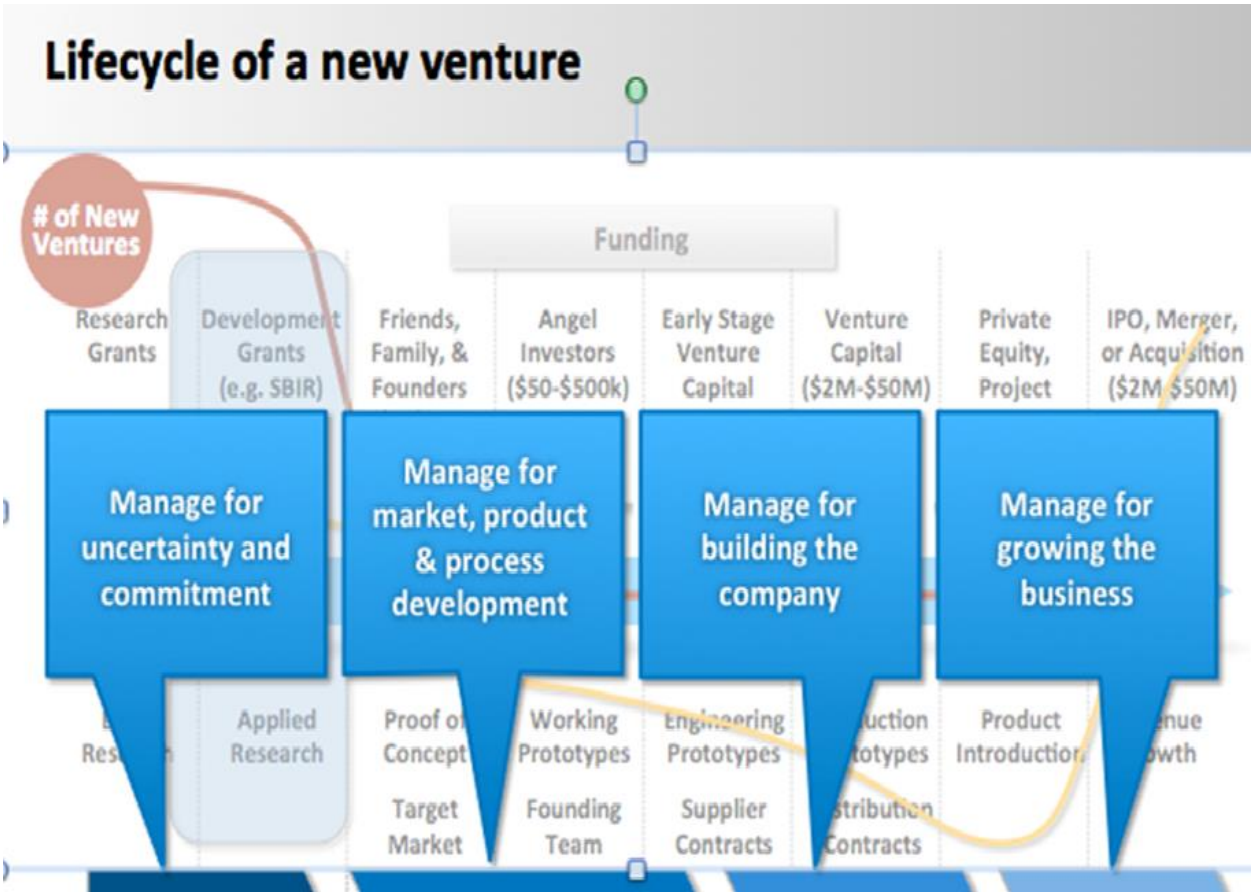
*Additional submitted attachment is included below.*

# Comments by iCatalysts (www.icatalysts.org) on Notice of Request for Comments on Draft Solicitation to Increase Adoption of Emerging Clean Energy Technologies through Procurement

## General Comments

1. The RFC should provide more detailed information on the specific stage in the lifecycle of a new technology that each group will support. It would be very helpful to provide an example (based on a real life example) of a technology/company to illustrate the target "customer/beneficiary" of the Group's service.

Below is a diagram that illustrates the life cycle for a technology based venture. This diagram applies very well to energy technologies/startups. This diagram may be a good way to define what technologies/company's each group serves. You could also use TRL.



Companies/technologies that graduate from the CEC's SEED program (Series A/B) will be typically at or existing the Gen2 stage. However, there may be exceptions, such as long lead technologies (e.g., batteries).

An example of a venture transitioning from Gen 1 to Gen 2 is CalWave, a recent graduate from Cyclotron Road, one of the REICs. CalWave is beginning to field test a prototype. They operate on grant funds (from the DOE and more recently NSF, SBIR Stage 1). Aquion Energy, founded at Carnegie Mellon in 2007, is at the Gen4 stage, enjoying large scale procurement. They have received many millions in venture capital.

Many of the few clean tech/energy ventures that make it to Gen3 may be acquired. Others may license their technologies.

2. Many new pre-commercial technologies are developed by established and larger companies, such as TRANE, or Luminus. These companies have established customers for their products and procurement solutions that they use. How will the program serve these companies versus startups?

## Comments on Specific Questions in the Document

(For all groups) What are specific recommendations you can provide for improving the purpose of the solicitation outlined in this RFC?

I think that the greatest need that pre-commercial technologies face is getting early adopter customers. Without this, they can't generally raise venture capital funding. This requires customers that often are willing to test the product and review testing data. The planned Energy Innovation Ecosystem (EIE) Platform should be a means for technologies to find early test customers.

How does the EIE platform related to this planned procurement?

The GFO should also include design, engineering and systems integrators as those organizations that would be market players in the procurements solutions. These organizations often bring early stage technologies to their customers.

(For Group 1) Should the Energy Commission require test bed locations in both Northern and Southern California?

Yes because traveling back and forth in the state may be a significant barrier for many startups.

Groups 1 and 2) Are there additional technologies we should consider or technologies we should remove from the lists provided in this RFC?

To provide flexibility to support other technologies, you could insert the words "including but not limited to."

iCatalysts is California-based nationwide organization that accelerates early stage technology and ventures in energy and other fields with advising, acceleration, training and ecosystem development services.