Future Outlook and Emerging Trends in Projects

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COMPANY BACKGROUND

• Founded in 2011, VC funded

• Three US Offices, HQ in Anderson, IN

• Leadership:
  • Lisa Laughner, Founder, President and CEO
    • Program executive with over 30 years’ experience in leading/launching start-up companies
  • Tony Soverns, CTO
    • Engineering specialist with over 25 years’ experience in advanced controls and power electronics
  • Alex Creviston, Chief Engineer
    • Engineering specialist with over 20 years’ experience in every phase of product design and development

• Mission:
  • Deliver Energy Resiliency and Accelerate Renewable Energy Adoption
Go Electric - Past Performances

Stationary Projects

SPIDERS Phase III Microgrid
Camp Smith, HI

Tooele Army Depot
Tooele, UT

ESTCP Microgrid Project
Ft Custer, MI

EMA Facility
Honolulu, HI
Go Electric – Past Performances Continued

Mobile Projects

MIT LL Portable

AAMPS Gen Integration Mobile
Emerging Trends in Integrated Systems

• Lessons learned from projects

• Value of Integrated systems

• Applications of integrated systems
Emerging Trends in Partnerships and Acquisitions

• Knowing when you need help
  • Picking a partner

• Concentrate on what you do best

• Acquisitions when does it make sense?
Lessons Learned

1. Add, “Plan for what you don’t know” to your plan.

2. Microgrid projects run smoother when all vendors are at the table.

3. Match Customer Expectations to Contract requirements.

4. Local boots on the ground ownership is helpful to success.

5. When you integrate with existing infrastructure, be sure to get service and maintenance history early on existing infrastructure.

6. Include O&M options in original proposal.

7. Ask your team: Do we really want to do this project?
   • If the answer is yes, then don’t look back, get after it!
Evolution and Development of Certifications and Approvals

- UL & IEEE
- Local Utility
- JHA Jurisdiction Having Authority
- NFPA
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THANK YOU

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