Agenda

• Welcome and Update from Ruth Cox, CEO
• Q&A
• Networking and refreshments
The ProspectSV Team

- Experts in built environment, transportation/mobility, energy, government, financial sector, startups, technology
- Funded by grants, corporate sponsorships and fees from commercialization services
- A tenant of the City of San Jose
Welcome to the Energy Age

The currency by which economies will grow is access to affordable and sustainable energy.
Market Forces

• Climate change is real
• Increased urbanization
• Clean power is reaching price parity with fossil fuels
• Corporations remain committed to sustainability
• EV’s are gaining traction

But, there are still many challenges to overcome
We Are Uniquely Positioned to Lead
Our Vision

Silicon Valley is the world leader in delivering and implementing connected, automated, data driven and intelligent solutions that make communities smarter, cleaner, and more efficient, prosperous and desirable places to live, work and play.
Our Mission

Enlist and engage PSV ecosystem partners to advance urbantech innovation enabling sustainable, smart communities
UrbanTech:

Where urban infrastructure and emerging technology intersect
ProspectSV’s Ecosystem

A cross-sector, public-private collaborative
Areas of Focus

- Mobility
- Built Environment
- Energy Cloud
- Digital Infrastructure
PSV Start-up Clients

- Mobility
  - Thomson Power
  - ConnectMyEV
  - SMC
  - NELUMBO
  - Swiftly

- Built Environment
  - VikingCold Solutions
  - CASCOR

- Energy Cloud
  - AutoGrid

- Digital Infrastructure
  - powerhydrant
  - swiftmile
  - RSM | Technology
  - International Wastewater Systems

- ALTITUDE
  - EVoluSun
  - Eyeris

- REYLABS

Visual Threat
  - Make Cars Secured and Connected
Value to Start-ups

- Resources
- Business Model
- Funding
- Market Development
- Pilots & Demos
Corporate Strategic Partners
Public Sector Partnerships

Mobility
- METROPOLITAN TRANSPORTATION COMMISSION
- CALIFORNIA PATH
- COUNTY OF ALAMEDA CALIFORNIA

Built Environment

Energy Cloud
- CALTRANS
- CITY OF SAN JOSE
- OESA
- VTA

Digital Infrastructure
- 2030 DISTRICTS®
- BERKELEY LAB
- NREL
- UNITED STATES DEPARTMENT OF ENERGY
Value to Corporate and Public Sector Partners

- Resources
- Technology Discovery
- Design Launch Pad
- Business Intelligence
- Pilots & Demos
Recent Partnerships

- Data platform with Microsoft
- City of San Jose Autonomous Vehicle initiative
- Caltrans on V2I test corridor
- OESA
Expansion Plans

• Deepen presence in the autonomous and connected vehicle space
• Engagement with Corporate end-users
• Strengthen ecosystem in the built environment and the energy cloud
• Establish stronger alliances with the utility community
Public-Private Partnerships Deliver Results

- 50+ Bay Area Cities
- 85,000 LED Streetlights
- 15% of NorCal EV Charging Capacity
- Largest EV Fleets & Car Share Programs in CA
- Emerging Technology Partnerships Established
ZNE projects

**MarketZero**
Taking an Existing Grocery Store to Near-ZNE

Upgrade a Whole Foods grocery store with high current energy use

**Innovate Net Zero**
Net Zero Demonstration in Low-Income Mixed-Use Housing

Mixed-use, low-income multi-unit housing (first-of-its-kind retrofit in US)
Energy & Grid Projects

- We are building a unique solar-storage solution at a campus in San Mateo, applying advanced tech and optimization. ($5.3M)

- With Berkeley Lab and a county EV fleet, we developing advanced demand management strategies. ($2.5M)
Most Recent CEC Grant Award

- EV Bus Advanced Charging Pilot
  - VTA
  - Proterra
  - Cisco
  - NREL
  - Kisensum
Innovation and Impact Symposium

- Challenges and solutions in connected transportation, mobility, electrification, energy and buildings
- Innovators from technology, public sector and academia
- Over 200 attendees
Why Prospect SV?

• Proven track record
  – Supporting entrepreneurs
  – Securing grants
  – Building ecosystems
  – Delivering results

• Subject matter expertise

• World-class facilities
We’re Here to Support YOU

- Continue to deliver current services to sponsors, start-ups and partners
- Define new services as the market evolves
- Publish success stories and testimonials
- Expand and strengthen the ecosystem
- Leverage connections with the venture capital community
- Investigate grant opportunities with Foundations and Federal Agencies other than DOE (DOD, DOT, etc.)
- Engage with Corporate Chief Sustainability Officers to create market pull for innovative solutions
- Our reach for resources goes well beyond the formal ecosystem
How You Can Help Us

• Feedback
• Evangelize our ecosystem
• Referrals of potential start-up clients and sponsors
• Opportunities for grants, pilots, partnerships, speaking engagements, etc.
• Sponsorship and participation in the Innovation and Impact Symposium and other events
THANK YOU!

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