

The Resilient Energy and Infrastructure Consortium (REIC) is a Greentown Labs¹ - based ecosystem that facilitates phased climate project development and implementation by:

- Cultivating prospective “frontline” community-centric market relationships and deployment opportunities through open information exchanges.
- Aggregating cooperative commercial-ready² technologies and tailoring them according to customer needs into holistic solutions for those “frontline” communities.
- Compiling end user data in a professional manner to help target customers, optimize solutions, prioritize opportunities, and create replicable processes.
- Providing project opportunity assessment including such aspects as "risk-tolerance" and public benefit.
- Maintaining an on-going database of effective project de-risking resources (e.g., grants, insurance) and strategies for REIC Members (e.g., phased deployment, multi-revenue streams, equipment redundancy).
- Seeking other ways to collaborate with communities to in developing and deploying climate solutions.

The ecosystem consists of “**members**” (technologies & solution providers), **market partners** (organizations that “own” or facilitate action on the problems and **project partners** (who bring established resources to the problem).

At this stage, the REIC will be an ad-hoc organization managed by Moneer Azzam and **Beacon Climate Innovations³** (BCI)

Specifically, the REIC through BCI’s administration will:

- a) Maintain a regularly updated “**menu**” of **commercial-ready** climate technology and solution topics that will be circulated to an array of community representatives and “market partners. This menu will be used to tailor various information exchanges and project brainstorming sessions with said communities.
- b) Coordinate **information exchange sessions** in the form of webinars, seminars, lunch & learns, etc. It will seek cooperation with other organizations and events the provide opportunity to exchange information such as trade shows and conferences. where mutual benefit has been identified.
- c) Endeavor to uncover, assess, define and/or forge projects and facilitate formation of project teams.

¹ [Greentown Labs](#) is the largest climate-tech incubator in North America with facilities in Somerville Massachusetts and Houston Texas.

² This is currently defined as the ability to deliver, install, and fully commission, with a high degree of confidence, a commercially viable product (including warranty, training, maintenance schedule etc.) that conforms to applicable codes and standards within 18 months. The definition of commercial readiness will continue to get refined by the committee over time and is therefore subject to change.

³ [Beacon Climate Innovations](#) is a Greentown Labs member founded in 2020.

- d) Maintain consistent “**value proposition**” **template(s)** for member firms to use in information exchanges.
- e) Help membership firms prepare, coordinate, and refine their value proposition pitches and develop consistent approaches to ROI.
- f) Regularly convene membership” in **bi-monthly meetings** to share opportunities, provide feedback (e.g., menu, presentations), exchange ideas, help each other improve and provide project insights.
- g) Regularly **convene entire REIC Ecosystem** (~3x per year) to provide project updates, discuss trends and relevant policies, regulations, and network.
- h) Develop and maintain a list of important metrics that help optimize and streamline solution development.
- i) Work with appropriate facets of Greentown Labs (e.g., community, marketing, investment, partnership) to promote on-going projects, enhance member value (e.g., prospective investors) and inform other programs (e.g., battery & smart grid meet up)
- j) Seek to collect templates where practical, for legal frameworks and agreements with respect to hosting and/or piloting projects.

Additionally, the REIC will:

- seek to establish guidelines for project risk-tolerance, public benefit, and other aspects.
- strive to facilitate effective standards and best practices that support high quality, faster adoption, economic development, and just/equitable transition.
- serve as a collective of climate action practitioners to help inform and guide legislation that nurtures and "de-risks" climate projects of this nature.
- consider developing a webpage and issuing a regular newsletter as the organization matures.
- explore means and resources for compiling relevant datasets in a professional manner.
- develop “value stacking” methods and integrated ROI calculations as part of melding technologies and platforms into tailored solutions.

The REIC ecosystem is organized into 4 basic categories:

- 1) **Commercial-Ready Members:** These are current and graduated GTL climate-tech firms (*and non-GTL firms approved by committee*) that have a clear path to deliver fully functional products, systems and/or platforms that comply with applicable standards/certifications within 18 months of joining. *Membership fees will be required from members who are not currently at GTL.*
- 2) **Pre-Commercial Members:** These are GTL climate-tech firms that fall outside of the above definition.
- 3) **Market Partners:** These are non-GTL organizations that represent channels to and influencers of the types of markets best suited for our members’ products and the solutions that they facilitate. Market partners are divided into For-Profit and Not-for-Profit entities. *Committee approval of partnership will be required, and sponsorship fees will apply.*

- 4) Project Partners: These are non-GTL firms that represent partners in implementing projects and programs. These may be installation, design, engineering, finance, project, product, or software development firms. Project partners are divided into firms below 50 employees and firms of 50 employees and above. *Committee approval of partnership will be required, and sponsorship fees will apply.*

A REIC Membership Committee has been formed consisting of REIC stakeholders. The committee establish membership policies and approve membership applications of any entities outside of the Greentown Labs community.

Disclaimer: Neither the REIC or BCI in its capacity as REIC's administrator is responsible/liable for any claims, commitments or delivered products and services of its individual members and partners.