Smart Resource Labs Business Summary

Summary: Smart Resource Labs (SRL) builds tools and processes to bring down data integration costs and make data more reliable in C&I electrification efforts for decarbonation (PV, batteries, EV car chargers, flexible building loads, etc). SRL's dataLayer-as-a-Service offering to make data easy and accessible to stakeholders by stabilizing and enhancing their current Energy Management and Information Systems (EMIS). SRL bundles are a collection of specialized web-based software, hardware gateway configurations and professional service packages designed to complement existing data infrastructure to enable data interoperability from 'Earth to Cloud' in enterprise operations struggling to bridge legacy systems into the Industrial Internet-of-Things (IIoT).

Market Opportunity: PV power plants, smart buildings and other distributed energy resources such as batteries are aging while the grid's requirements for interconnection and the opportunities for ancillary service monetization such as FERC order 2222 are increasing. Deep decarbonization requires interoperability of the data systems. The number of hardware and web-based tools available are increasing, but typically require expensive custom integration for a working and reliable EMIS. Data validation and analysis tools built for utility applications often do not scale down well and are too expensive for Commercial & Industrial / Distributed Generation users, a growing market sector.

Many of these concerns are compounded by today's reality that much of the equipment in the field is not suited for 2020's emerging requirements. Lower latency communications, cybersecurity requirements for California's Rule 21 and calibration requirements of weather stations are soon becoming mandatory as aggregated renewable energy assets coupled with storage become dispatchable utility assets.

A significant market opportunity exists for a 'data layer' to make data secure, interoperable and available without the need for custom integrations which do not scale well because of cost and errors. The result for the customer is lower costs, increased data availability and data they can trust.

Intellectual Property

SRL has built intellectual property built for better collecting, digitizing, managing and visualizing field-based data / analytics for efficient asset operations. This IP includes an electrical submetering platform (*SRLink™*), PV performance analytics (PV Health Report), a portable microgrid assessment technology (Microgrid Assessment Tool) and a technology assessment methodology for data management applications with multiple stakeholder interests.

Website: www.smartrl.tech
Industry: Distributed Energy Data Management
Employees: 2.5 + proven contractor pool and partners
Founded: 2011

Contact:
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Financial Information:
Funding Stage: Angel
Monthly Burn Rate: $12K
Valuation: TBD
Pipeline: $500K

Management:

AJ Rossman, Director

Advisors:

Christine Hallquist (utilities)
Marie Schnitzer (utilities)
Donna Rizzo (modeling)
Gene Bertsche (sales)
Paul Comey (facilities)
Joe Rossabi (operations)

Business:
Legal: Dinse

Investors:
CONFIDENTIAL

Target Markets: SRL has a market presence and customers in Solar + Storage and Smart Buildings. Groups with pain points addressed by SRL professional services and products include:

- Distributed Energy Resource (DER) Asset Owners
- Professional service providers to owners and developers
- Monitoring hardware and/or sensors manufacturers
- Web platforms for 3rd-party DER asset management
- DER hardware manufacturers (inverters, batteries, modules)
- DER promoters through demonstration and pilot projects

Smart Resource Labs also has C&I customers in the broader energy management industry including those with advanced manufacturing operations and has a strategic partners in the Pulp & Paper industry.

Customers: SRL has provided paid goods and services to a diverse portfolio of companies including Infiswift Technologies, LS Power, Efficiency Vermont, the University of Vermont, Champlain College, PV-AMPS, Black River Produce, Pomerleau Real Estate, OMYA, SEWW Energy and GE Aviation.

Sales/Marketing Strategy: SRL is filtering through existing sales pipeline and book of 2019 and 2020 leads. We have brought on a sales advisor with significant industry experience and working with Greentown Labs on a SRL Customer Focus Group in 2021 to establish the best beachhead market for product hard launch in late 2021.

Strategic Partners: SRL has put together a unique partnership of strategic partners to develop, sell and support a diverse portfolio of high-value Products and Services to address client needs. Infiswift Technologies (IT) has an AI Fabric for complex machine learning. Campbell Scientific is the world's leader in 'revenue-grade' weather stations. eGauge has a cost-effective, revenue-grade energy submetering device with integrated smart gateway. SRL is active in standards and uses best practices from both Sandia National Labs and the National Renewable Energy Labs (NREL).

Competitors: In house development and large enterprise software from companies like IBM. Current competitors include technical asset management and data monitoring companies providing these services internally.

Competitive Advantage: Experience, strategic partners, past projects, IP and the ability to license cutting edge software allows us to categorize electrical system faults and calculate financial impacts faster and better than existing methods. Full site control of DER testbed.