

Lessons from a Successful Pilot: the Sunfolding Story

OPEN12: Concept to Feasibility

Basic research

High-volume compatible design

Reliability established

Market selection and product fit

Basic value proposition

CEC Pilot: Product to Scale

System definition and integration

Product and materials refinement

Supply chain

Initial bankability data

Refined value proposition

Early adopters

RFI Exploring Co-Investment in "Pilot" Efforts

Larger scale than "typical" ARPA-E projects, but with larger cost share

Competition open to companies developing ARPA-E technologies

No specific tech focus area – select for impact and path to market

Likely to use "Other Transactions Authority" for greater contractual flexibility

Pilot and scaling of technologies domestically

Seeking Input from Three Key Stakeholder Communities

ARPA-E Inventors	Technology Investors	Industry Stakeholders
<ul style="list-style-type: none">• Do you want money?• Technology/product vision• Transition plan	<ul style="list-style-type: none">• Interest in investment• Identification and diligence of technologies• Co-management strategies	<ul style="list-style-type: none">• Interest in participation• Technology challenges• How you would like to help

<https://arpa-e-foa.energy.gov/Default.aspx#Foaldefac257-7b02-4135-b9a9-faf83d8f0616>

**Teaming at the *ARPA-E Innovation Summit*
Denver – July 8-10**