



Wednesday, July 10, 2019 | Denver, Colorado

Instructions and Expectations

1. In order to be considered, completion of all application fields is required. You will find the application here: https://docs.google.com/forms/d/e/1FAIpQLSdxkwFrrbhkpMNEzAA0WxqlpZnKMmgWYJLdkVPfk5WklGawg/viewform?usp=sf_link
2. Deadline for application submission: **11:59 p.m. MDT, Monday, June 10, 2019**
3. The review and selection committee is comprised of representatives from Kenworth, Great Dane, UPS, Schneider Trucking, Toyota, Woodward, Xcel Energy, NREL, Canadian Consulate of Denver, Rocky Mountain Institute, CALSTART, and Clean Cities.
4. The expectation of the selection committee is that new strategic development partnerships, and/or potential investment targets will be identified through this process.
5. Please be prepared to attend the full day program and reception on Wednesday, July 10, in Denver. Each company chosen to present will give a two-minute verbal presentation at the VIP Reception to a wider audience.
6. Companies selected to present, as well as those companies that are not selected to present, will be invited to attend the 5:00 – 7:00 p.m. networking reception at the Colorado Governor's Residence at Boettcher Mansion in Denver (on the same property as the presentations).
7. The top 10-12 companies will be notified by Monday, June 17, of invitation to the Wednesday, July 10, 2019 showcase event in Denver, Colorado.
8. Selected companies will have until Friday, June 21, 2019, to confirm their attendance to Mary Austin at mary@colordocleantech.com or 303-775-2364.
9. A national press release will be distributed announcing the 10-12 showcase companies. You may be asked for a quote.
10. If your company is selected to present in person on July 10, a \$750.00 US Dollar presentation fee will be invoiced. 1-2 of your company executives are invited to attend the full day showcase program. Payment is due within seven days of acceptance.
11. Your product/market-focused presentation (rather than an investor deck) should be no more than 10 minutes, and will be followed by 10 minutes of Q&A from the panel.
12. Travel and expenses to/from Denver will not be reimbursed.
13. You will be notified in advance of the order in which your company will present.

Challenges and Technologies requested for review include those in the following categories:

- **Infrastructure for BEV and FCV vehicles**

Building out the infrastructure to charge or fuel commercial battery electric vehicles and fuel cell trucks is a significant barrier to deployment of medium- and heavy-duty trucks. Fleets are seeking innovations in the equipment and project management to lower the timing and overall cost to deploy.

- **On-vehicle hydrogen performance and cost**

It very well may be that now is the time for hydrogen as a truck fuel. Technologies are being requested for monitoring the on-truck performance and reduced cost of hydrogen fuel cells and fuel delivery. This would include novel means of utilizing batteries and blending of the various energies available on truck (hydrogen, electricity via plug-in or regenerative braking, etc.).

- **Cost reduction for electrification of the powertrain**

Electric trucks are coming to the market quickly with medium- and heavy-duty deployments happening now. Some are newly designed vehicles while others are adaptations of diesel-powered trucks. In both cases, the upfront capital cost of the truck is significantly higher than for their diesel ancestors, and cost reduction innovations are in high need.

- **Truck and trailer refrigeration**

A growing amount of goods moved are carried in refrigerated trucks and trailers. This includes commodities such as flowers, pharmaceuticals and electronics. Numerous new demands are challenging traditional solutions. These include new food temperature regulations, GHG rules, local abatements, electric and other truck developments, evolutions in solar, etc. Looking for system and components solutions.

- **Vehicle automation & connectivity**

There are many known and maybe even some yet to be determined benefits by automating many truck driving operations and as well as connecting trucks with other vehicles. These innovations can dramatically improve asset utilization, safety and uptime. There are also many concerns. Technologies to exploit the basic solutions improving the performance, ease of use and lower costs are needed.

- **Last mile truck productivity**

E-commerce is reorganizing much of the last mile freight movement globally, while urbanization is creating more congested cities. Fleets are seeking solutions such as electric delivery vans, drones, robot deliveries, innovative locker and home delivery ideas, etc.

- **Driver attraction, retention, & health**

Driving a truck whether a city delivery medium-duty one or a long-haul sleeper tractor is a difficult job, one which has many challenges for fleets to attract and retain employees. Innovative solutions that improve driver comfort, health and satisfaction are needed to attract the next generation of truckers. Solutions such as those for improved hotelling and reduced idling during driver's rest periods.

Please contact Mary Austin with any questions.

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303-775-2364