



its fast computation inference engine. The BluWave-ai platform is predictive, performing analytics on incoming data, discovering patterns and improving its performance as it operates. Its data driven distributed AI approach achieves optimization levels well beyond conventional rules-based programming methods employment by other state-of-the-art solutions. The cloud-based SaaS model provides a low-risk, low-cost onboarding for customers without the need to invest in additional hardware or other assets.

Their product platform is backed by a comprehensive IP portfolio of 13 patents filed with the USPTO with 3 granted. This growing IP portfolio consists of three granted and seven pending US patents, as well as three continuations, all of which protect the company's cutting-edge technology in three main areas:

- cloud-based distributed energy IoT platform
- energy forecasting
- energy optimization

These key components form the backbone of the company's major product lines: Smart Grid Optimization™, EV Everywhere™, and EV Fleet Orchestrator™.

### Objectives

1. Meeting potential customers with the goal to sign MOUs that would lead to contracts
2. Meeting potential partners for sales channels, complimentary products
3. Expand our understanding the market for energy optimization solutions in India
4. Meet with Electricity Distribution Utility Companies, vehicle Fleet Operators (Transit fleets, Taxi fleets, Delivery, Freight, etc.), renewable generators and IPPs, EV Manufacturers, Battery energy storage manufacturers, Engineering contract companies that deploy energy storage and renewable energy, Grid attached large industrial customers



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## GROWING GREENER INNOVATIONS

### Contact Details:

Yaron Etzion

Director of Business Development

Company Address:

Edmonton, Alberta, Canada

Website: [www.grengine.com](http://www.grengine.com)

### Company Profile:

Growing Greener Innovations is an award-winning Canadian energy technology company. They are currently using their patented and proven battery technologies to develop large-scale (500-1000KWh) world-class energy storage solutions for residential, commercial, industrial and military applications. The company's innovations reduce energy use, cut greenhouse gas emissions, and will save large energy users hundreds of thousands of dollars every year.

**Products and Services:** The GGI Smart BESS containerized system is designed to fit into 20' or 40' standard shipping containers. The 20' version provides 500kWh of power and the 40' provides 1 MWh of power.

The system consists of:

- multiple LiFePO4 batteries built into standard 19" server racks,
- a HVAC (Heating, Ventilation and Air Conditioning) system,
- a fire prevention system,
- an internal lighting system,
- a bi-directional Power Conversion System (PCS),
- an AC/DC distribution capability,
- a Smart Switch (Smart Automatic Transfer Switch), used to manage the connections to and from the grids and renewables to the various loads (Micro-Grid),
- BMS/System Controller.

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**What sets them apart from competitors: GGI's advantages include:**

- cells with a long-life span of more than 3000 cycles,
- bi-directional Power Conversion System (PCS),
- on-grid and off-grid applications,
- passive cell balancing to increase battery efficiency and maximum power output,
- full protection system against overvoltage, undervoltage, overcurrent, overtemperature, under temperature and short circuit,
- capacity indicator and data logging function,
- RS-485 and CAN communication protocols,
- equipped with a Fire Suppression System (FSS),
- equipped with heating, ventilation, and air conditioning (HVAC),
- UL-certified battery cells.

**Objectives:**

Discuss potential partnerships and local representation to promote GGI's BESS solutions and allocate potential pilot projects to demonstrate GGI's technology.



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## HYDROSTOR

### Contact Details:

**Anthony Dorazio**

VP – International Growth

Company Address:

365 Bay Street, Suite 300

Toronto, ON M5H 2V1, Canada

Website: [www.Hydrostor.ca](http://www.Hydrostor.ca)

### Company Profile:

Hydrostor, a private company founded in 2010 and based in Toronto, Canada, is the world's leading developer of utility-scale energy storage facilities.

Hydrostor's proprietary Advanced Compressed Air Energy Storage (A-CAES) product improves on the mature Compressed Air Energy Storage (CAES) technology by eliminating emissions, increasing efficiency, and providing location flexibility. Hydrostor is uniquely situated to provide long duration, non-emitting, cost-effective energy storage enabling direct replacement of fossil generation, deferral of costly transmission investments and greater integration of renewable generation as the grid decarbonizes. A-CAES achieves this by offering equivalent large scale energy storage with the low cost, long duration, and long life of pumped hydro but with a key advantage of being able to flexibly site where needed and without the environmental impacts.

**Products and/or Services:** Hydrostor believes substantial growth potential lies in the development, construction, operation, and ownership of A-CAES facilities due to its high-value grid applications and the growing need for long duration energy storage to enable the low carbon energy transition. A-CAES is an innovative integration of well-proven equipment and construction approaches that is more commercially mature than other emerging long-duration energy storage technologies. Over the next decade, the Global Market potential for long-duration grid scale energy storage that can be flexibly sited is expected to grow as much as 140+ gigawatts (GW). This market growth is being driven by

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