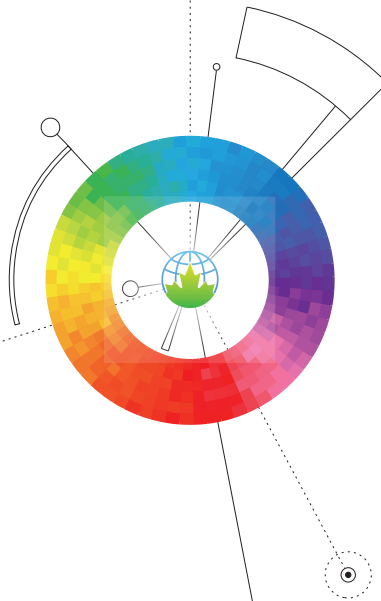


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CANADIAN
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GUEST EDITORIAL:
**TEMPORAL
POWER**



Working Together to Bring Success to All: The Caribbean Case Study

Eric Murray

President and CEO, Temporal Power

Adopting new technologies is a challenging endeavor for utilities, which are mandated to deliver extremely reliable commodities, while simultaneously embracing new technologies and business models. At Temporal Power, we believe a strong Canadian cleantech community can help customers navigate these challenges. And it can do more than ensure new solutions are effectively implemented—it can also help identify new opportunities for its members and accelerate penetration into new markets.

Temporal Power's experience in a variety of different projects parallels that of many successful cleantech companies, and reflects the challenges faced by all new companies exploring export markets. Our current project in Aruba, for example, illustrates the value of working with others to positively impact our customer, local residents, and local businesses. For this project, we collaborated with some of the following Canadian enterprises:

- Hydrostor, who introduced us to WEB, the utility responsible for electricity and water in Aruba. This introduction helped us quickly build our relationship and understand the customer's true needs;
- NRStor, who helped us build and operate our first commercial-grade flywheel energy storage site in Minto, Ontario, for the IESO. This collaboration was vital to our engineering efforts and provided operational validation of our flywheel technology to Aruba (and others);
- Export Development Canada (EDC), which helped structure a standard bonding solution providing WEB the security and confidence they needed to bank the project;
- Danfoss Canada, who worked with us to create a modular, expandable power electronics package for easy installation;
- Various Canadian fabrication and machining companies, which built modular balance of plant solutions that are easily shipped and installed on site;
- MaRS, which facilitated a networking event for the WEB Aruba kickoff team when they visited our Mississauga facility to meet and understand other Canadian cleantech solutions.

As any recent grad returning from a backpacking trip will tell you, Canadians enjoy an excellent reputation around the world. Let's leverage that reputation, and the knowledge of our cleantech community, to accelerate the adoption of Canadian cleantech solutions, both at home and abroad. Given the worldwide recognition of our banking, engineering, and governing institutions, not to mention that of Canadian cleantech companies, we should be working together to "pay it forward." Together we can make the world a better place and build Canadian industry at the same time.



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