

Innovator Guidance - How the Innovation Gateway Works

General Overview

We provide the opportunity for you to propose your solution(s) to challenges identified by Innovation Gateway Partners. In essence, we help you to get your solution in front of decision makers with needs that your solution could address.

As with any other sales opportunity, whether your solution gets chosen for pilot or use by Innovation Gateway Partners will depend on several factors. These factors are likely to include commercial feasibility, the level of evidence that your solution works as described, the availability of suitable trial sites, the commercial terms that you propose, and their confidence in your ability to work with them.

The Innovation Gateway operates a defined process for introducing Innovators and organizations who have large buildings portfolios (Partners):

1. Innovators submit applications for consideration
2. Partners review and shortlist applications
3. Shortlisted Innovators pitch to Partners during Pitch Day
4. Partners assess feasibility of potential pilot
5. Partners and Innovators agree commercial terms for pilot
6. Pilot is agreed and scheduled

As with any other sales opportunity, at each stage your solution may be progressed to the next stage, or alternatively it may be decided not to progress it further.

Pitch Day:

- If your solution is shortlisted by the Partners, you will be invited to present it at the Innovation Gateway Pitch Day.
- Subsequent to the Pitch Day, the Partners will select those solutions they wish to investigate further.
- If a Partner selects your solution, they will then conduct further work to assess the feasibility and desirability of a potential Pilot with you.

Feasibility assessment:

- When a Partner conducts a feasibility assessment for your solution, they will be looking to ensure commercial and technical feasibility of the potential Pilot, and identify whether an appropriate site can be found.
- Feasibility assessments may, or may not, require further conversations with you.
- Should a Partner require more information on your solution, they will have further conversations with you. These will aim to understand a proposed Pilot in more detail, including issues such as technical requirements, timeframe, costs, and expected results.
- Obviously, if details at this stage significantly differ from those stated in your original application, it may influence the Partner's decision as to whether they wish to proceed.
- If a Partner is confident that a pilot with you is feasible and desirable, they will enter negotiations with you to establish an agreement on commercial terms.

Negotiation:

- Assuming a Partner has decided that a Pilot with you is feasible and desirable, it will be necessary to agree on the commercial terms that govern the pilot.
- The cost and the project plan for the Pilot, as well as any other relevant details, will need to be documented in a legal agreement that governs your relationship with the Partner.
- Once commercial terms have been formally agreed upon, you and the Partner will then be able to proceed with a Pilot of your solution.