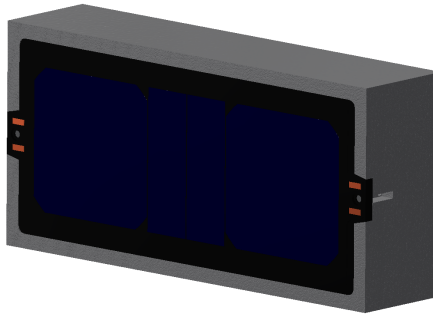




The Next Direction in Solar



Co-Founders, Management:

CEO: Patrick Quinlan
COO: Jason Laverty

Category: Building-Integrated
Photovoltaics

Year Founded: 2012

Number of Employees: 9

Mentors/Advisors:

IP: Fish & Richardson
Legal: Fierst, Kane & Bloomberg
Bova, Harrington, CPA

Affiliations:

US Green Building Council
NE Sustainable Energy Association

Funding to Date:

Mass Clean Energy Center (\$100,000)
Founders (\$400,000)
Friends and Family (\$200,000)

Incubators:

CleanTech Open
Village Capital / VentureWell
Scibelli Enterprise Center

Business Description: *SolaBlock manufactures solar photovoltaic clad-concrete block and tile. Our "tough city solar" products provide vandalism- and theft-resistant solar products that meet demand for solar in cities.*

Product/Market Fit: *SolaBlock has an installed cost similar to traditional brick, longer lifetime than conventional solar, and lower lifecycle cost of any façade-installed solar.*

Business Model: *We contract manufacture the concrete substrates and solar modules, then integrate them for sale to masonry products distributors.*

Customers: *We're still in development, with customers waiting for us to clear codes and standards certification testing.*

Technologies : *"SolaBlock" and "Then Next Direction in Solar" are registered trademarks. Technologies are protected by multiple patents in the US and patents applied for internationally.*

Markets: *We've estimated the retrofit building market for tiles to be approximately \$10B, with an early customer segment of \$500 million. We estimate a \$3.5B addressable market in urban buildings, and a 2.5B in remote buildings, etc.*