

Innovation Incubator (IN²)

The Wells Fargo Innovation Incubator (IN²) program is a platform designed to foster and accelerate early-stage commercial buildings technologies that provide scalable solutions to reduce the energy impact of buildings. Founded in 2014, IN² is funded by the Wells Fargo Foundation and co-administered by the U.S. Department of Energy's National Renewable Energy Laboratory (NREL).

Program overview

- IN² is funded, by a five-year, \$10 million grant from the Wells Fargo Foundation, to the Alliance for Sustainable Energy - the operator of NREL.
- The program selects innovative small businesses to be awarded technical assistance and funding to invest in project-related activities.
- The IN² platform is an invitation-only program. More than 30 leading accelerators, universities, and research institutions across the U.S. formally partner with us by sending referrals of clean technology companies to be considered for the program.
- The program includes participation from key internal and external industry stakeholders and furthers our engagement with leading accelerators, research institutions, and universities to provide the technical assistance and business development support necessary to move technologies from concept to market commercialization.

Commercial buildings emphasis

Currently, we are focusing our efforts on supporting early-stage companies that have energy efficient technology solutions for the commercial built environment. The following are themes and examples of technologies we are accepting for participation:

- Energy efficiency
- Net-zero energy
- Lighting
- Windows, skylights, doors
- Indoor air quality
- Waste reduction
- Materials efficiency
- Space heating & cooling
- Sensors and controls
- Plug loads
- Operations optimization
- Energy modeling
- Water data & analysis software
- Buildings water management and treatment

Wells Fargo's commitment

As part of our overall environmental commitment strategy and to accelerate the transition to a greener economy, we support clean technology and renewable energy sources through lending and investment, both within our operations and through our strategic philanthropy programs. Part of our commitment includes a goal to give \$100 million to support environmental grants by 2020.

IN² supports our environmental commitment by leveraging our vast footprint, using our environmental finance expertise, and deepening our relationship with key community partners to foster the development of emerging clean technologies, a critical component in building a more sustainable future.

Goals of the IN² program are to build greater collaboration among Wells Fargo and clean energy stakeholders, leveraging our assets and expertise to provide resources that will advance early-stage technologies, and driving economic development across the communities we serve.

Together we'll go far



Program structure

Through a competitive and diligent review process, select early-stage companies will be formally invited into our program where they will receive up to \$250 thousand in technical assistance from the laboratory and project-related support. Participating companies will have access to NREL's world class researchers and facilities, and they will spend a period of time testing, validating, and/or incubating their technologies at NREL to help them meet key validation milestones on their path to commercialization.

Selected companies will also receive access to Wells Fargo financial services, products, education, and mentorship, and ultimately an opportunity to potentially beta test their technology within the Wells Fargo footprint.

The IN² platform seeks to support various stages of emerging clean technologies, as categorized by three tiers. Our goal is to help each tier meet critical milestones to help companies advance to the next stage - ultimately helping them in their quest toward commercialization.

Technology stage	Program offering
TIER 1: Bench scale <ul style="list-style-type: none">• Conceptual stage with physical proof that the concept may work• Development plans for prototyping and testing• 3 - 5 years to market	Further technology development
TIER 2: Prototype <ul style="list-style-type: none">• Prototype available for testing and validation• Plans available for development to final product• Less than 2 years to market	Testing & validation of prototype
TIER 3: Commercially ready <ul style="list-style-type: none">• Production models available in limited quantity• Less than 18 months to market	Testing & validation of product Support of commercialization strategy Upon program completion, potential for beta testing within the Wells Fargo building footprint.

Resources

- IN² is an invitation-only program; if you have an interest in learning more, please email: IN2@nrel.gov
- To learn more about IN², visit: wf.in2.com
- To learn more about Wells Fargo's Environmental Commitment, visit: wellsfargo.com/environment
- To learn more about the National Renewable Energy Lab, visit: www.nrel.gov
- Also view our program overview video at: [Wells Fargo IN2 video](#)