

1. Welcome
  - a. READ SLIDE
2. Title
  - a. Hello, everyone and welcome to our webinar. Thank you for your interest in the U.S. Department of Energy's efforts on renewable energy and energy efficiency.
  - b. Before we begin, I'd like to draw your attention to the email address on the left-hand side of this cover page. This is the official mailbox to direct all your questions during the entire FOA process. Please do not contact EERE individuals directly with questions, including myself. All questions received at this mailbox are posted publicly at the Q&A section of the FOA page on EERE eXCHANGE in an anonymous way. The official answers to your questions will typically also be posted within 3 business days. Please be careful not to submit any language that might be business sensitive, proprietary or confidential.
  - c. We will not take questions live during the webinar. If you have questions during this webinar, you can send them to the email address on this slide and we'll post the answers in EERE eXCHANGE. Again, please be careful not to submit any language that might be business sensitive, proprietary or confidential.
3. Notice
  - a. Just to be clear, there are no particular advantages or disadvantages to the application evaluation process with respect to participating on the webinar today. Your participation is completely voluntary.
4. Notice 2
  - a. READ SLIDE
5. Schedule
  - a. This slide shows the anticipated schedule for the FOA. The FOA has already been posted, and we are conducting the FOA Informational Webinar now. We will cover all requirements for this FOA later in the presentation.
6. Agenda
  - a. The agenda for this presentation is as follows: READ SLIDE
  - b. We encourage you to have a copy of the FOA in front of you for reference as we go through the presentation.
7. FOA Description
  - a. READ SLIDE
8. Topic Areas
  - a. READ SLIDE
9. Other Programs
  - a. Over the years, SETO has supported the commercialization of solar innovations through funding programs that support entrepreneurs at various stages in their technology advancement. As can be seen in this graphic, also found within the FOA and on our website, each program has different goals and application processes tailored to different technology readiness levels, business maturity, and experience with government financial assistance. SETO discourages entities from applying with the same application to all programs. SETO recommends that applicants learn about each individual program and identify the best opportunity for the specific project. Please note

that these programs may or may not be announced, based on Congressional appropriation, programmatic decision, and office priorities.

10. Applicant Education Services

- a. DOE and the National Renewable Energy Laboratory developed a program under the American-Made Network to provide Applicant Education Services. The program is designed to increase the accessibility of certain funding programs by conducting additional outreach beyond EERE's traditional FOA distribution channels and educating potential applicants about FOA opportunities and requirements in virtual events (for example by providing an understanding financial assistance best practices and other successful application practices). All applicants are encouraged to reach out to and engage with the following points of contact at ADL Ventures, Entrepreneur Futures Network, and the University of Arizona Center for Innovation for more details. Participation is not mandatory and will have no impact on the evaluation of your application by the Department of Energy.

11. Nonresponsive

- a. See section 1.C of FOA and the next two slides for the list of applications that are specifically not of interest under this FOA. I won't have time to read all of them, but will highlight a few:
- b. 1, Applications that fall outside the technical parameters specified in Section I.A or I.B of the FOA, or
- c. 2, those that propose development of concentrated PV or solar spectrum splitting technologies involving more than two absorbing layers or any non-planar solar splitting technology;

12. Nonresponsive 2

- a. And continued, I will highlight a few more, including those that:
- b. 1, Propose solar technologies for space applications, wearables, consumer electronics, or Internet of Things (IoT) applications;
- c. 2, are focused on new inverter and power conversion topologies without including or incorporating silicon carbide or gallium nitride based chips; or
- d. 3, propose to develop undifferentiated products, incremental advances, or duplicative products.

13. Award Info

- a. EERE expects to make approximately \$27 million of Federal funding available for new awards under this FOA subject to the availability of appropriated funds. The average award amount is anticipated to range from \$500k to \$10M.
- b. EERE intends to fund cooperative agreements under this FOA. Cooperative Agreements include Substantial Involvement, which we will discuss next.

14. Statement of Substantial Involvement

- a. Under cooperative agreements, there will be what is known as "substantial involvement" between EERE and the Recipient during the performance of the project.
- b. READ SLIDE

15. Cost Sharing Requirements

- a. READ SLIDE

16. Cost Share Contributions

- a. The total budget presented in the application must include both Federal (DOE), and Non-Federal (cost share) portions, thereby reflecting TOTAL PROJECT COSTS proposed.
  - b. All costs must be verifiable from the Recipient's records and be necessary and reasonable for the accomplishment of the project.
17. Allowable Cost Share
- a. READ SLIDE BULLETS
  - b. It is imperative that you follow the applicable cost principles when creating your budget for the full application.
18. Allowable Cost Share 2
- a. Cost share can provided in cash and/or in-kind. It can be provided by the Prime Recipient, subs, or a third party. One note, vendors and contractors CAN'T provide cost share because that is considered a discount.
  - b. Cash contributions include, but are not limited to: personnel costs, fringe costs, supply and equipment costs, indirect costs and other direct costs.
  - c. In-kind contributions are those where a value of the contribution can be readily determined, verified and justified but where no actual cash is transacted in securing the good or service comprising the contribution. Allowable in-kind contributions include the donation of space or use of equipment.
19. Unallowable cost share
- a. Be aware that there are items that are considered unallowable cost share. If a cost is considered unallowable, it cannot be counted as cost share. This slide provides some examples of cost share that is unallowable.
20. Cost Share Payment
- a. Cost Share must be provided on an invoice basis, unless a waiver is requested and approved by the DOE Contracting Officer.
21. FOA Timeline
- a. EERE's Evaluation and Selection Process is shown in blue here. EERE will review Full Applications and Replies to Reviewer Comments. The green boxes represent the actions that apply to applicants throughout the FOA process.
22. Required Letters of Intent
- a. Letters of Intent will be used by EERE to plan for the merit review process. In order to submit a Full Application, applicants are required to submit a Letter of Intent.
23. Full Applications
- a. READ SLIDE HEADINGS
24. Full Applications: Technical Volume Content
- a. The key technical component of the full application is the Technical Volume, which helps applicants frame the technical information that the application will be evaluated on. The Technical Volume provides information regarding what the project is, how the project tasks will be accomplished, and the project timetable.
  - b. The Technical Volume is comprised of a cover page, project overview, technical description, innovation, and impact, workplan, AND technical qualifications and resources. Please note that the percentages listed here are suggested and are not mandatory.

- c. The Cover Page will be a one-page document and provides basic information on their project, such as title, topic area, points of contact, etc.
  - d. The Project Overview constitutes approximately 10% of the Technical Volume and provides information on project background, goals, impact of EERE funding
  - e. The Technical Description, Innovation, and Impact section is approximately 30% of the Technical Volume. It provides information on project relevance and outcomes, feasibility, and innovation/impacts. This ultimately provides the justification as to why EERE should fund the project.
  - f. The Workplan and Market Transformation Plan is the key element to the Technical Volume, and constitutes approximately 40% of the Technical Volume. It details the proposed milestones and project schedule. If selected for award negotiations, the Workplan serves as the starting point when negotiating the Statement of Project Objectives.
  - g. The Technical Qualifications and Resources section is approximately 20% of the Technical Volume. It provides applicants and opportunity to provide information about the proposed project team and demonstrate how the applicant will facilitate the successful completion of the proposed project.
25. Full Application Eligibility Requirements
- a. As we previously pointed out, applicants must submit full applications by 10/3/2022. EERE will conduct an eligibility review, and full application will be deemed eligible if:
  - b. READ SLIDE SUBBULLETS
26. Who is eligible to apply?
- a. READ SLIDE
  - b. Please note that nonprofit organizations described in Section 501(c)(3) of the Internal Revenue Code of 1986 that engaged in lobbying activities after December 31, 1995, are not eligible to apply for funding.
27. Multiple Applications
- a. READ SLIDE
28. Merit Review and Selection Process
- a. READ SLIDE
29. Technical Merit Review Criteria
- a. Applications will be evaluated against the following merit review criteria with different weightings depending on the topic area.
  - b. READ SLIDE
30. Replies to Reviewer Comments
- a. The Full Application are reviewed by experts in the FOA topic area(s). After those experts review the applications, EERE will provide applicants with reviewer comments. Applicants will have a brief opportunity to review the comments and prepare a short Reply to Reviewer Comments responding to comments however they desire. The Reply to Reviewer Comments is due by the date and time provided on this slide. Applicants should anticipate receiving the independent reviewer comments approximately three business days before this due date. The Reply to Reviewer Comments is an optional submission; applicants are not required to submit a Reply to Reviewer Comments.

- b. This a **customer centric** process that provides applicants with a unique opportunity to correct misunderstandings and misinterpretations and to provide additional data that might influence the selection process in their favor. The Replies are considered by the reviewers and the selection official.
- c. Replies to Reviewer Comments must conform to the content and form requirements listed here, including maximum page lengths. If a Reply to Reviewer Comments is more than three pages in length, EERE will review only the first three pages and disregard any additional pages.
- d. Please see Sections IV.E. and V.A.2 for additional information regarding Replies to Reviewer Comments

#### 31. Preselection Interviews

- a. As part of the merit review process, EERE may invite certain applicants to participate in Pre-Selection Interviews.
- b. The invited applicant(s) will meet with EERE representatives to provide clarification on the contents of the Full Applications and to provide EERE an opportunity to ask questions regarding the proposed project. The information provided by applicants to EERE through Pre-Selection Interviews contributes to EERE's selection decisions.
- c. EERE will arrange to meet with the invited applicants in person at EERE's offices or a mutually agreed upon location. EERE may also arrange site visits at certain applicants' facilities. In the alternative, EERE may invite certain applicants to participate in a one-on-one conference with EERE via webinar, videoconference, or conference call. If EERE conducts Pre-Selection Interviews for this FOA, EERE will notify the invited applicants and provide more details about the format for the interviews for this FOA at that time.
- d. EERE will not reimburse applicants for travel and other expenses relating to the Pre-Selection Interviews, nor will these costs be eligible for reimbursement as pre-award costs.
- e. EERE may select applications for funding and make awards without Pre-Selection Interviews. Participation in Pre-Selection Interviews with EERE does not signify that applicants have been selected for award negotiations.

#### 32. Selection Factors

- a. READ SLIDE

#### 33. Program Policy Factors

- a. After the Merit Review process, the Selection Official may consider a number of program policy factors to come to a final selection decision. See Section V.C.i if you would like to review program policy factors in detail.

#### 34. Registration Requirements

- a. There are several one-time actions before submitting an application in response to this FOA, and it is vital that applicants address these items as soon as possible. Some may take several weeks, and failure to complete them could interfere with an applicant's ability to apply to this FOA, or to meet the negotiation deadlines and receive an award if the application is selected.
- b. *System for Award Management*

- c. Register with the System for Award Management (SAM). Designating an Electronic Business Point of Contact (EBiz POC) and obtaining a special password called an MPIN are important steps in SAM registration. Please update your SAM registration annually.
  - d. *FedConnect*
  - e. Register in FedConnect. To create an organization
  - f. account, your organization's SAM MPIN is required. For more information about the SAM MPIN or other registration requirements, review the FedConnect Ready, Set, Go! Guide at the FedConnect site.
  - g. *Grants.gov*
  - h. Register in Grants.gov to receive automatic updates when Amendments to this FOA are posted. However, please note that Letters of Intent and Full Applications will not be accepted through Grants.gov.
35. Means of submission
- a. All required submissions must come through EERE eXCHANGE. EERE will not review or consider applications submitted through any other means.
36. Key submission points
- a. READ SLIDE
37. Applicant Points of Contact
- a. READ SLIDE
38. Questions
- a. READ SLIDE