



SMART GRID
INNOVATION NETWORK
Energizing Innovation in Sustainable Electricity

SGIN MEMBERSHIP GUIDE

**WE FOSTER CANADA'S
TRANSITION TO A CLEAN
ENERGY FUTURE.**

ABOUT US

Smart Grid Innovation Network Canada (SGIN) supports Canada's clean energy transition by advocating for the smart energy sector.

Through education, vendor support, business model innovation and smart grid technology, we will leverage our position in the Canadian energy sector to create impact.

We are dedicated to building a clean energy future for the benefit of all Canadians.

WELCOME TO SGIN CANADA

We have prepared this short guide to help our members get the most of their membership in SGIN. As a member driven organization, we are here to help our members create impact by sharing, learning and growing.

We appreciate your trust in our organization and look forward to working together to achieve our goals.

YOU CAN LEARN MORE ABOUT SGIN BY VISITING:
WWW.SGIN.CA

MEMBERSHIP

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Our members are leaders in Canada's energy industry. They range from small businesses developing new generating solutions or enabling technologies to utilities and multinational corporations.

As a member of SGIN, you will demonstrate your interest in the opportunity represented in energy transition development. As one of our members, you will be seen as a leader in Canada's first industry association dedicated to Energy Transition to support improving our energy supply resilience, utility operations and to support our managed transition from legacy infrastructure to cleaner and smarter energy systems.

We thrive on the diversity of our membership which creates a strong voice of support and advocacy for the energy transition in Canada, and around the world.

MEMBERSHIP LEVELS

MEMBERSHIP TYPE	ANNUAL FEE	CLASS A= VOTING B=NON- VOTING	WORKING COMMITTEE INVOLVEMENT (MAX)	SERVICE DISCOUNTS
Government* This level is designed for government departments or foundations that have interest in the smart energy sector and are supportive of SGIN work and activities to shape the direction of SGIN's direction and work in the smart energy sector. <i>*Per department</i>	Smart Energy Champion \$25K >1000 employees \$10k for <1000 employees Smart Energy Leader \$3k for >5 employees \$1k for <5 employees	B B	10 2	20% 10%
Academia & Research Institutions This level is designed for academic institutions such as universities and colleges and/or departments. Recognized MITACS and Tri-Council Grants leader helps and benefits from creating collaborative projects among SGIN members.	Energy Research Champion \$5,000 Energy Research Leader \$500 for University Professor or College Faculty	A A	10 1	20% 10%
NGO & Industry Associations This level is designed for NGOS, and Industry Associations interested in the opportunity to collaborate with SGIN on projects and initiatives to promote the growth and development of the smart energy sector.	Smart Energy Champion \$1000* <i>*Pricing may be adjusted depending on reciprocated shared event promotions, event collaborations, shared reports and data into the Knowledge Hub</i>	A	10	20%
Industry: Vendors & Suppliers This level is designed for vendors and suppliers that are engaged in the smart energy market or are supporters of the industry.	Energy Innovator \$10,000 (Gross Revenue >\$50m) \$5,000 (Gross revenue >\$25m) \$2,500 (Gross revenue <25m) \$1500 (Gross revenue <12m) \$1000 (Gross revenue <3m) \$500 (Gross revenue <2m) \$250 Early Stage/Startups (<1m)	A	10	20%
Utilities & System Operators This level is designed for utilities and system operators who are key players and influencers in the industry. This member plays a leadership role in the strategic direction of the industry and association.	Smart Energy Champion \$25k >1000 employees \$10k for <1000 employees Smart Energy Leader \$3500 for <800 employees \$1500 for <200 employees	A A	10 2	20% 10%
Municipalities This level is designed for municipalities that have interest in smart energy development and are supportive of SGIN's work and activities to advance the industry and their community.	Smart Energy Municipality \$6,000 - Population >500,000 \$5,000 - Population <500,000 \$3,500 - Population <200,000 \$2,000 - Population <100,000 \$1,000 - Population <50,000	A	10	20%
Students, Retired Professionals, ESG Enthusiasts, Prosumers (Individual, non-professional memberships) This level is designed for people who are supporters and advocates of advancing Canada's smart energy industry but with no corporate, product or service offerings associated to the industry. These members are non-voting.	\$50	B	1	10%

MEMBER OFFERINGS

Market & Trade Development Support	<p>SGIN supports all members to promote their local industry to foreign markets. We provide services such as:</p> <ul style="list-style-type: none"> • Market research and analysis, for market intel and trade development • Facilitating meetings and networking opportunities with relevant companies and organizations, nationally and internationally
Supply Chain Repository	<p>SGIN can help industry increase their visibility and reach new customers through our network and provide potential buyers, regional development offices and trade bodies an understanding of the Smart Energy capabilities in Canada. Promotion services range from top priority in online database. More info on this service offering here (link)</p>
Influence & Governance	<p>SGIN Members can nominate an individual for the Board of Directors, gain AGM voting rights, and receive an invitation to exclusive networking events.</p>
Policy Development & Advocacy	<p>SGIN Members have priority participation in advocacy and communications initiatives, as well as the opportunity to participate in SGIN working committee(s). (Insert link)</p>
Knowledge Hub	<p>In 2023, SGIN will establish a repository with information, resources, and tools related to Smart Energy. Although some information will be in the public view, Members will have a deeper curated hub to access. The knowledge hub provides:</p> <p><u>Industry Reports</u> SGIN provides expertise and resources to create smart energy industry reports. Examples of industry reports topics include:</p> <ul style="list-style-type: none"> • Smart Energy Export Companies handbook • Analysis of smart energy key market trends, challenges, and opportunities • Case studies • Industry news, recent events, trends, key players • Analysis of the smart energy supply chain across Canada • Government policies and regulations <p><u>Professional Development & Education Resources</u> Professional development and training opportunities to improve skills and knowledge in the smart energy sector. This can include training on specific topics, best practices for implementing smart energy systems, or subjects e.g., policy & regulatory information.</p>
Profile & Branding	<ul style="list-style-type: none"> • Prominent branding among members • Member Spotlight Opportunity • Opportunity to respond to procurement requests, for or through SGIN • Smart Energy Supply Chain Database priority listing
Knowledge Sharing	<p>As a SGIN Member, you will have access to our private industry LinkedIn group, early access to our industry webinars and industry-relevant information, as well as access to the network of professionals, a member-only portal, our monthly smart energy newsletter, and webinars offering expert information and industry insights.</p>
Leadership Forums & Workshops	<p>Enjoy member pricing to SGIN conferences and leadership forums where you will have the opportunity to showcase your organization, learn innovative approaches, expand your network, and engage with energy leaders across Canada.</p>
SGIN Associates	<p>Members in good standing can become Associates, where SGIN requests your efforts to engage in something because of your passion, skills, talent and time. Some Associate projects may be remunerative. Associates are actively helping SGIN progress its many initiatives. For more information go to <here></p>

INDUSTRY, UTILITY & ACADEMIA SUPPORT*

SGIN provides pay-to use Service offerings that are available to industry, government and academia. If you are interested in purchasing any of the following services, please email info@sgin.ca.

Product & Technology Support	<p>SGIN has supported over 30 technologies since inception. SGIN supports vendors with technical service needs such as:</p> <p>Lab and field trials with host utilities, municipalities, or building owners.</p> <p>Smart Grid helps you with product development and technical challenges. In partnership with members, SGIN can help with:</p> <ul style="list-style-type: none"> • Power engineering challenges requiring connectivity to the grid. • Design challenges requiring engineering or computer science knowledge/skills. • Sandbox environment, product testing and services with real utilities
Market & Trade Development Support	<p>SGIN supports all members to promote their local industry in foreign markets. We provide services such as:</p> <ul style="list-style-type: none"> • Research & analysis, for market intel and trade development • Trade missions • Facilitating meetings and networking opportunities with relevant companies and organizations, nationally & internationally
Networking & B2B Matchmaking	<p>SGIN member networking and B2B (business-to-business) services facilitate connections and collaborations between businesses in the smart energy sector nationally and internationally.</p> <p>SGIN & Member Associates assists smart energy companies in identifying potential partners, customers, and suppliers, and to promote the exchange of ideas and knowledge between industry professionals and help enable and implement smart energy projects.</p>
Sector Expertise	<p>SGIN provides support, expertise, and through its members, consulting services to assist in various topics such as those looking to develop and implement community electrification projects.</p>
Support Research, Industry Collaboration Projects	<p>SGIN Canada can support academia by providing matchmaking support and/or information on funding opportunities, resources, and connections to industry. SGIN encourages industry-academic collaborative projects. SGIN can also offer a path for students to be imbedded into the industry work providing a rich learning environment that is linked closely to industry.</p>

**Industry , Utility & Academia Support services are priced per project.*

GOVERNMENT SUPPORT*

SGIN provides pay-to use Service offerings that are available to industry, government and academia. If you are interested in purchasing any of the following services, please email info@sgin.ca.

Benchmarking	<p>Canned Analysis Report of the SGIN Smart Energy Benchmarking Project which provides a comprehensive summary of the results of the benchmarking study.</p> <p><i>To be Launched in 2023</i></p>
Industry Report	<p>SGIN provides expertise and resources to create smart energy industry reports. Topics covered in these reports could include analysis of smart energy key market trends, challenges, and opportunities, case studies, industry news and key players, smart energy supply chain analysis across Canada, and government policy and regulation reviews.</p>
Trade Mission Planning & Delivery	<p>SGIN helps government to promote their local industry in foreign markets. We provide services such as:</p> <p>Trade mission planning and delivery: SGIN offers trade mission planning and delivery services in efforts to enable collaboration and exchange ideas and opportunities within the Smart Grid and Energy sectors. Delivery includes:</p> <ul style="list-style-type: none"> • Identify target markets and potential business partners. • Development of Smart Energy exporter report. • Research and analyze industry trends and regulations • Develop a customized plan for the trade mission. • Coordinate logistics, such as travel and accommodations. • Facilitate meetings and networking opportunities with relevant companies and organizations. • Provide ongoing support and follow-up after the mission. • Evaluate the success of the mission and provide recommendations for future efforts. • Help to create and maintain relationships with potential partners
Community Engagement	<p>The community engagement service offering is designed to help with implementation of electrification plans and includes:</p> <ul style="list-style-type: none"> • Building partnerships with community organizations, businesses, and local government to promote smart energy technology and practices. • Creating opportunities for SGIN community members to provide feedback, ask questions and voice concerns about smart energy projects. • Hosting public events, workshops, and informational sessions • Encouraging community-led initiatives and projects that promote smart energy
Leadership Forums, Workshops, and Conferences	<p>Leadership Forums As part of engaging the community, SGIN hosts leadership forums to explore opportunities in digital energy. By hosting such forums and bringing several different perspectives together, SGIN is able to have a collaborative approach to prioritizing activities and shaping messaging within the energy ecosystem.</p> <p>Workshop Organization SGIN organizes several workgroups that gather on a regular basis to tackle a set of evolving topics in the energy industry (technology benefits, electrification pathway, greenhouse gas reduction pathway, distributed energy resource pathways). Our association aids in providing solutions for the challenges addressed in such workshops.</p> <p>Conference Design Services SGIN has significant experience with organizing and executing educational events within the energy industry. SGIN's is focused on fostering collaboration with governments, utilities, the business community, technology vendors, media, engineering, NGO/non-profits, and economic development agencies within the energy industry to accelerate the pace of Canada's energy transition.</p>

* Government Support services are priced per project.

SGIN CANADA LINKEDIN COMMUNITY: USAGE GUIDELINES

SGIN has established a cross-sector community of practice LinkedIn group for its members to network. Whether you are a manufacturer, product supplier, services provider, utility, government entity, academia regulator, consumer or an individual who “believes in a clean energy future”, we are encouraging open dialogue to share opportunities and innovative approaches to addressing challenges. **We have identified the following set of usage guidelines for this group:**

- 1** Be professional, kind, polite and respectful of other members.

- 2** Please refrain from engaging in argumentative discussions.

- 3** All discussions and shared links must clearly relate to the smart energy sector (please clarify/confirm) as is described in the Vision and Mission statement of SGIN.

- 4** When posting, please pose questions to encourage meaningful discussion.

- 5** We ask that consultants and service providers focus on sharing innovative service approaches and refrain from posting promotional content.

- 6** Startup and technology providers may post within this group in regards to user testing, research and product development. However, you must seek permission from group moderators before posting, otherwise your post may be removed.

- 7** Job posts are strictly not allowed.

- 8** The moderators of this group reserve the right to remove any post without explanation or notice

- 9** This group has a zero tolerance policy towards harassment and discrimination of any sort.

Users who violate these rules or any of LinkedIn terms of use may lead to member removal without notice.

LIABILITY NOTICE

Except in the case of negligence, breach, act, omission, fault or default on the part of Smart Grid Innovation Network Canada Inc, the Member of SGIN shall, during and after the termination of this Agreement, indemnify and save Smart Grid Innovation Network Canada Inc. completely free and harmless from any and all damages (incidental, direct, indirect, special, or consequential or otherwise) or injuries to persons or property, or claims, actions, obligations, liabilities, costs, expenses and fees arising from any cause whatsoever, so long as Smart Grid Innovation Network Canada is carrying out the provisions of this Agreement or is acting on the subsequent directions of the Member of SGIN.

SGIN GOVERNANCE

TO LEARN MORE
ABOUT OUR TEAM AND
BOARD MEMBERS
PLEASE VISIT,
WWW.SGIN.CA/ABOUT/

FOR MORE INFORMATION

PLEASE VISIT OUR WEBSITE AT
WWW.SGIN.CA

CONTACT OUR TEAM AT
INFO@SGIN.CA