



**SMART GRID**  
INNOVATION NETWORK  
Energizing Innovation in Sustainable Electricity



# **SGIN** **MEMBERSHIP** **GUIDE**

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

# WELCOME TO SGIN CANADA

Through collaborative advocacy, education and innovation our members work with Canadian communities, building owners and stakeholders to enable efficient & effective smart energy solutions. Our members are dedicated to a clean energy future for the benefit of all Canadians.

We believe in helping our members get the most out of their membership. We are here to help you achieve your goals by sharing, learning and growing collaboratively in Canada's Smart Grid Innovation Network!



**YOU CAN LEARN MORE ABOUT SGIN BY VISITING:**  
**[WWW.SGIN.CA](http://WWW.SGIN.CA)**

# MEMBERSHIP

Membership offers you and your colleagues the opportunity to align with like-minded energy professionals, companies and organizations who are actively engaged in building out municipal, provincial and federal energy projects. While innovating and implementing strategies to reach Canada's **clean energy future**.

Our members represent some of Canada's leading energy providers and service organizations. They range from small to larger businesses who believe in a collaborative approach to developing and implementing technology solutions to help enable utilities, communities and multinational corporations achieve a clean energy future.

As a member, you will have the opportunity to enable more implementation of clean energy solutions/projects in all provinces and territories. You'll be welcomed to collaborate with like-minded members:

- On removing industry barriers and silos;
- Helping to de-risk Canada's investment landscape for energy projects;
- Achieving a national "energy transition"
- Improving Canada's energy supply resilience, utility operations and the transition from legacy infrastructure to cleaner and smarter energy systems.

The diversity of our membership creates a **collaborative** strong voice of support and advocacy for the energy transition in every province and territory across Canada.







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# MEMBERSHIP LEVELS, BENEFITS & INVESTMENT



# UTILITIES & SYSTEM OPERATORS

Exclusive to utilities and system operators who are strategic providers and significant influencers in their energy jurisdiction. These members play a strong leadership role in the strategic rollout of the energy transition to a clean energy future.

## Member benefits/opportunities

- Member's concerns or challenges to be advocated/lobbied to appropriate government departments or agencies
- Opportunity to participate in Canada's Utility Benchmarking Report\*
- Invites to attend exclusive online & in-person networking events with strategic like-minded stakeholders in the utility or system operator sectors
- Opportunity to submit examples of "what members are doing well or are succeeding at" for inclusion in our monthly news forum
- Invites to professional development training webinars and workshops focused on engineering topics
- Free inclusion of your procurement and RFP's announcements in regular Procurement Bulletin for members only.
- Access to member-only website portals and newsletters
- Access to shared reports and Knowledge Hub\*
- Opportunity to join like-minded working groups
- First opportunity to sponsor/partner on industry events
- Free listing included in Canada's Supply Chain Database
- Board nominations/participation
- Voting member

## Annual Investment

- \$25K for Customers >300K
- \$20K for Customers <300K
- \$15K for Customers <200K
- \$5000 for Customers <100K
- \$3000 for Customers <50K



# INDUSTRY VENDORS & SUPPLIERS

All industry including SMEs, vendors, suppliers, and building owners engaged in or supportive of the smart energy industry's transition. These members provide supplies or services to customers engaged in the energy transition to a clean energy future.

## Member benefits/opportunities

- Invites to attend exclusive online & in-person networking events
- Exclusive access to our online Procurement Bulletin for members only-
- Access to our monthly news forum of "what members are doing well, succeeding in"
- Exclusive invites to webinars and workshops focused on supply chain initiatives
- Opportunity to join like-minded working groups
- Access to shared reports and Knowledge Hub\*
- Access to member-only website portals and newsletters
- First opportunity to sponsor/partner on industry events
- Free listing included in Canada's Supply Chain Database
- Board nominations/participation
- Voting member

## Annual Investment

(Choose depending on your preference of employees or gross revenue)

Based on Employees	Based on Gross Revenue
\$25K for 2,000 plus employees \$15K for 1,000 to 1,999 employees \$10K for 500 to 999 employees \$7.5K for 300 to 499 employees \$5K for 200 to 399 employees \$3K for 100 to 199 employees \$2K for 50 to 99 employees \$1K for 10 to 49 employees \$500 for 5 to 9 employees \$250 for 1 to 4 employees	\$25K for (Gross Revenue >\$100M) \$15K for (Gross Revenue >\$50m) \$10K for (Gross revenue >\$40m) \$7.5K for (Gross revenue >\$30m) \$5K for (Gross revenue <20m) \$3K for (Gross revenue <10m) \$2K for (Gross revenue <4m) \$1K for (Gross revenue <3m) \$500 for (Gross revenue <2m) \$250 for (Gross revenue <500k)



# MUNICIPALITIES

Exclusive to municipalities that have interest or are engaged in smart energy development. And are supportive of clean energy projects and activities to advance their community's energy efficiency and effectiveness.

## Member benefits/opportunities

- Opportunity to engage with our staff and/or members on policies, funding and upcoming initiatives that would benefit your community's energy transition to clean energy future.
- Exclusive invites to webinars and workshops focused on hearing what other municipalities are doing to advance municipal energy strategies and initiatives -Free inclusion of your procurement and RFP's announcements in regular Procurement Bulletin for members only
- Opportunity to join like-minded working groups
- Invites to attend exclusive online & in-person networking events
- Access to shared reports and Knowledge Hub\*
- Access to member-only website portals and newsletters
- Exclusive access to our online Procurement Bulletin for members only-
- Submissions for inclusion to our monthly news forum of "what members are doing well, succeeding in"
- Free listing included in Canada's Supply Chain Database
- Board nominations/participation
- Voting member

## Annual Investment

- \$6K for 500,000 plus population
- \$5K for 400,000 to 499,000 population
- \$4K for 300,000 to 399,000 population
- \$3K for 200,000 to 299,000 population
- \$2K for 100,000 to 199,000 plus population
- \$1K for up to 99,000 population



# GOVERNMENT

Exclusive to provincial and federal governments, departments, or foundations who are overseeing advocacy, programming, policy or regulation of smart energy initiatives.

## Member benefits/opportunities

- Opportunity to consult with our staff and/or members on industry trends, challenges, policies, funding and upcoming initiatives that would benefit your department's role in the energy transition to a clean energy future.
- Exclusive invites to present or take-in webinars and workshops focused on advancing energy practices and initiatives
- Free inclusion of your procurement and RFP's announcements in regular Procurement Bulletin for members only
- Invites to attend exclusive online & in-person networking events
- Opportunity to join like-minded working groups
- Access to shared reports and Knowledge Hub\*
- Exclusive access to our online Procurement Bulletin for members only
- Access to member-only website portals and newsletters
- Submissions for inclusion to our monthly news forum of "what members are doing well, succeeding in"
- Free listing included in Canada's Supply Chain Database
- Non-voting member

## Annual Investment

- \$25K for 1,000 plus employees
- \$10K for under 1,000 employees





# ACADEMIA & RESEARCH INSTITUTIONS

Designed for academic institutions such as universities and colleges, their departments and professors engaged in research of innovations and technologies to enhance the efficiency and effectiveness of the energy transition provincially, federally or globally.

## Member benefits/opportunities

- Opportunity to join leading like-minded energy groups to share latest research findings, challenges, policies, funding and upcoming initiatives that would benefit the energy transition to a clean energy future.
- Exclusive invites to present or take-in webinars and workshops focused on advancing energy practices and initiatives
- Invites to attend exclusive online & in-person networking events
- Access to shared reports and Knowledge Hub\*
- Access to member-only website portals and newsletters
- Exclusive access to our online Procurement Bulletin for members only
- Submissions for inclusion to our monthly news forum of “what members are doing well, succeeding in”
- Free listing included in Canada’s Supply Chain Database
- Opportunity to partner/host training/learning events
- Voting member

## Annual Investment

- \$5K for academic institution
- \$2K for departments
- \$500 for university professor or college faculty member



# NGO & INDUSTRY ASSOCIATIONS

Exclusive to NGOS, and Industry Associations interested in collaborating with SGIN on reports and initiatives to promote the growth and development of the energy transition to a clean energy future.

## Member benefits/opportunities

- Opportunity to collaborate with our staff, members and working groups on mutual initiatives that benefit your association's role in the energy transition.
- Exclusive invites to present or take-in webinars and workshops focused on advancing energy practices and initiatives
- Free inclusion of your procurement and RFP's announcements in regular Procurement Bulletin for members only
- Invites to attend exclusive online & in-person networking events
- Opportunity to join like-minded working groups
- Exclusive access to our online Procurement Bulletin for members only
- Access to member-only website portals and newsletters
- Submissions for inclusion to our monthly news forum of "what members are doing well, succeeding in"
- Free listing included in Canada's Supply Chain Database

## Annual Investment

- \$1K





# Retired Professionals, ESG Enthusiasts, Prosumers, Students (Individual, non-professional memberships)

For individuals who are supporters and advocates of advancing Canada's energy transition but with no corporate, government, product or service offerings associated to the industry.

## Member benefits/opportunities

- Access to member-only website portals and newsletters
- Opportunity to register for webinars and workshops focused on advancing energy practices and initiatives
- **Non-voting member\***

## Annual Investment

- \$50

\*Students are voting members.



# MEMBER OFFERINGS

**All Members receive these benefits!**

<b>Market &amp; Trade Development Support</b>	<p>We are continually working with members to promote their services/products/technologies across Canada and in foreign markets with:</p> <ul style="list-style-type: none"> <li>• Research &amp; analysis, including market intel, policy &amp; regulatory practices and trade development</li> <li>• Trade &amp; Learning missions, which support new partnerships, vendors and exposure to global advancements</li> <li>• Facilitating meetings and networking opportunities with relevant companies and organizations nationally &amp; internationally</li> </ul>
<b>Supply Chain Repository</b>	<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 <a href="#">here</a>.</p>
<b>Influence &amp; Governance</b>	<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>
<b>Advocacy</b>	<p>SGIN Canada can support the member base in advocating for regional and federal:</p> <ul style="list-style-type: none"> <li>• Policy changes</li> <li>• Trade initiatives</li> <li>• Program and funding support</li> </ul>
<b>Knowledge Hub</b>	<p>SGIN is establishing 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><b>Industry Reports</b> SGIN provides expertise and resources to create smart energy industry reports. Examples of industry reports topics include:</p> <ul style="list-style-type: none"> <li>• Smart Energy Export Companies handbook</li> <li>• Analysis of smart energy key market trends, challenges, and opportunities</li> <li>• Case studies</li> <li>• Industry news, recent events, trends, key players</li> <li>• Analysis of the smart energy supply chain across Canada</li> <li>• Government policies and regulations</li> </ul> <p><b>Professional Development &amp; Education Resources</b> 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 &amp; regulatory information.</p>
<b>Profile &amp; Branding</b>	<ul style="list-style-type: none"> <li>• Prominent branding among members</li> <li>• Member Spotlight Opportunity</li> <li>• Opportunity to respond to procurement requests, for or through SGIN</li> <li>• Smart Energy Supply Chain Database priority listing</li> </ul>
<b>Knowledge Sharing</b>	<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>
<b>Leadership Forums &amp; Workshops</b>	<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>
<b>SGIN Associates</b>	<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, <a href="#">click here</a>.</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](mailto:info@sgin.ca).

<b>Product, Technology &amp; Market Support</b>	<p>We engage with our members to collectively help incubate/develop and align their smart energy technologies with industry partners. Within the SGIN network, over 50 technologies have been lab, field trialed, or piloted with our partners including, utilities, municipalities, building owners, and engineering projects.</p> <p>Based on the challenges you are facing, we can connect amongst our members and associates to support you, such as helping get your product to market, product testing at a utility, etc.</p>
<b>Market &amp; Trade Development Support</b>	<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"><li>• Research &amp; analysis, for market intel and trade development</li><li>• Trade missions</li><li>• Facilitating meetings and networking opportunities with relevant companies and organizations, nationally &amp; internationally</li></ul>
<b>Networking &amp; B2B Matchmaking</b>	<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 &amp; 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>
<b>Sector Expertise</b>	<p>Via our members, SGIN provides support, expertise, and through its members, consulting services to assist in various topics such as those looking to develop and implement electrification projects.</p> <p>We enable and implement projects whereby our members have the first opportunity to bid on work.</p>
<b>Support Research, Industry Collaboration Projects</b>	<p>SGIN Canada supports members 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\*

We offer pay-to use service offerings indicated by “\*” that are available to industry, government and academia. If you are interested in participating or learning more, please email [info@sgin.ca](mailto:info@sgin.ca).

<b>Benchmarking</b>	<p>Canned Analysis Reports of our recent Smart Energy Benchmarking Project which provides a comprehensive summary of the results of Canada’s benchmarking study.</p> <p>We welcome utilities across Canada to participate in future of this initiative which helps to strengthen utility capacity to achieve net-zero goals. Utilities interested should contact <a href="mailto:jenn@sgin.ca">jenn@sgin.ca</a>.</p>
<b>Industry Report</b>	<p>We provide staff and members’ expertise and resources to create smart energy industry reports including 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>
<b>Trade Mission Planning &amp; Delivery</b>	<p><b>We help federal and provincial governments to develop &amp; promote our local companies, researchers and organizations in foreign markets including Trade mission planning &amp; delivery. In collaboration with government and peer associations, our goal is to exchange ideas and opportunities within the Smart Grid and “all-Energy” sectors:</b></p> <ul style="list-style-type: none"> <li>• Identify target markets and potential business partners</li> <li>• Development of Smart Energy exporter report</li> <li>• Research and analyze industry trends and regulations</li> <li>• Develop a customized plan for the trade mission</li> <li>• Coordinate Mission logistics, such as travel and accommodations</li> <li>• Facilitate learning tours, meetings and networking opportunities with relevant companies and organizations.</li> <li>• Provide ongoing support and follow-up after the mission</li> <li>• Evaluate the success of the mission and provide recommendations for future efforts.</li> <li>• Help to create and maintain relationships with potential partners</li> </ul>
<b>Community Engagement</b>	<p><b>The community engagement service offering is designed to help communities with implementation of electrification plans and includes:</b></p> <ul style="list-style-type: none"> <li>• Building partnerships with community organizations, businesses, and local government to promote smart energy technology and practices</li> <li>• Creating opportunities for SGIN community members to provide feedback, ask questions and voice concerns about smart energy projects.</li> <li>• Providing best practices for community engagement energy transition</li> <li>• Hosting public events, workshops, and informational sessions</li> <li>• Encouraging community-led initiatives and projects that promote smart energy</li> </ul>
<b>Leadership Forums, Workshops, and Conferences</b>	<p><b>Leadership Forums</b> explore opportunities in digital energy bringing several different perspectives together in a collaborative approach to prioritizing activities and shaping messaging within Canada’s energy ecosystem.</p> <p><b>Workshops</b> bring together Canada’s smart energy stakeholders while engaging the community, government and affiliated organizations. They 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><b>Conference Development</b> takes on organizing and executing educational events within the energy industry. They are 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>
<b>Clean Energy Transition</b>	<p><b>As implementers of clean energy projects, SEN Canada has lived experiences on what works and what is slowing down energy transition. This provides us a unique position to assemble our members to provide an expert team who can:</b></p> <ul style="list-style-type: none"> <li>• Prioritize transition challenges that add friction to the energy transition</li> <li>• Launch national initiatives, programs and supports that address those challenges.</li> <li>• Provide thought leadership to those who are working on their own initiatives</li> <li>• Develop training and knowledge assets to support your organization</li> <li>• Source mentors to provide ongoing support</li> </ul>

\* Government Support services are priced per project.

## 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,  
[HTTPS://WWW.SGIN.CA  
/TEAM](https://www.sgin.ca/team)

## FOR MORE INFORMATION

PLEASE VISIT OUR WEBSITE AT  
[WWW.SGIN.CA](http://WWW.SGIN.CA)

CONTACT OUR TEAM AT  
[INFO@SGIN.CA](mailto:INFO@SGIN.CA)