

UPWARD LABS

A FAST LANE TO MARKET FOR CLIMATE TECH INNOVATIONS

Upward Lab's primary goal is to **help exceptional climate technologies reach the market faster and accelerate the pace of building decarbonization in the Northeast.**

THE PROCESS

1. **Identify** early stage technologies that are critical for the industry
2. Conduct **due diligence** and vet the most promising technologies
3. Present these solutions to our **partners** which are some of the largest and most respected names in Northeast real estate
4. Partners **select the companies** they want to work with and rapidly explore use cases and pathways to market

Upward Labs will provide hands-on support for startups in vital areas like **market assessment, client discovery, go to market strategy, business modeling, capital raising, talent development and manufacturing** alongside assistance with grants, aid and rebates.

UPWARD LAB'S ROLE

- Match each startup with the right partners
- Help the startup understand the market opportunity
- Facilitate open and candid feedback
- Prepare startups for partner and adviser sessions
- Identify roadblocks and tackle hot button issues
- Minimize failure based on past lessons learned
- Ensure accountability for all parties involved

TRACK RECORD

33

Portfolio
Companies

50+

Enterprise
Partners

70+

Pilots &
Commercializations

\$150M

Additional
Capital Raised

THE TEAM



**SHANA
SCHLOSSBERG**
CEO



**GREGORY
FLYNN**
PROGRAM
DIRECTOR



**RACHEL
DANTESS**
SCOUTING
DIRECTOR