

Technical Assistance Request:

There are two ways we can use help:

1. data science and machine learning expertise. As PACEfi grows, the volume of funders and projects will drive us to more diverse data points and minutia. For example, we will be tracking the amount of time it takes a funder to go through each of its underwriting steps, or the tendency for applications to be rejected by certain funders in certain regions, the propensity for combinations of scopes to be financed differently in various geographies, etc.

All of this data will be available for us to better inform the options we offer a project logging into PACEfi to find a funder. It will also spotlight opportunities for funders to develop new products.

But we lack the knowledge at this point of how to leverage the data to make the tool smarter, so that as PACEfi builds a large base of reference inquiries and transactions, it can make deductions that will improve the results we achieve over time. Access to that expertise in the Connector community would bring great value to PACEfi.

2. network with market-ready companies that need project financing to make their sales case. The challenge for any new infrastructure product is to make a case for itself and find its way to market. PACEfi knows how to find its way, but we want to also help important new products find their way to market. This is not limited to solar; PACEfi helps find funding to install any technology that will improve a building's use of energy or water, or its resiliency to the environment. For example, we are working to introduce a waste-to-hydrogen solution to the healthcare industry by providing a packaged finance option that is offset by the value of the hydrogen produced and the avoided cost of waste management. This allows the manufacturer to go to market with a value proposition that is immediately palatable and readily realizable.

PACEfi can guide technology into its financing universe by providing the framework of conditions that needs to be met in order to qualify for funding via the resource available on our tool. It is one of the rich by-products of our position as a marketplace. But we need the interaction with those technologies so we can empower them with customer-facing project financing.