

## 10/29/2021 ABC FOA Topic 1, Phase 1 Data Request Response

### Product Data Information

The wall panels and attachment system for our phase 1 demonstration are Tremco/Dryvit's Fedderlite panels (<https://www.dryvit.com/systems/modulite/fedderlite>). Sent in the email with this memo are its Environmental Product Declaration (EPD) and specifications. The panel uses 2 inches of expanded polystyrene (EPS) with 3.85 R per inch. Phase 2 may use a higher performance panel

### ABC Technology Scaling Framework

The digital workflow for field measurements, engineering, shop drawings, manufacturing, and assembly workflow for phase 1 of our project falls in the Feasibility Phase of the Research and Development Strategic Path in the "ABC Tech Scaling Framework" matrix.

### Target Customer

For all of the potential customers for this solution, these represent some of the values that are provided.

#### Value Proposition:

- Minimize field measurements
- Avoid one off project specific engineering
- Avoid manual shop drawing preparation
- Support owner visualization and sales
- Support easy installation
- Turnkey delivery and warranty

#### Customer Types:

1. Panel manufacturer who wants to increase the market for their product to use cases where the engineering and other non-manufacturing costs have historically been too expensive.
  - Tremco, for example, has started a Construction Products Group (<https://www.tremcocpg.com/about-us>.) offering "six-sided solutions [that] deliver demonstrable performance at the lowest possible life-cycle costs, and ensure peace of mind through long-term warranties and maintenance programs." This approach is similar to HVAC vendors who provide ongoing maintenance services for their installations.
2. Small commercial building managers with large portfolios of old buildings can be a customer to perform their own work. Our system would give them more control over the solutions and workflow and will provide the ROI necessary for them to retrofit the envelope of their older buildings.
3. Home finance focused companies can use this solution to increase the market for energy efficiency retrofit based loans. Similar to customer 2, this customer doesn't have to be tied to a panel manufacturer or even a panel type, which can provide them the option to choose what represents the best economics for a specific market and climate zone.
4. Home improvement store looking for a performance retrofit offering delivered in a manner similar to custom blinds—in-home measurements and installation packaged with custom product manufacturing.