

WORKSHOP REPORT – Lend & Learn



The Smart Buildings Center, in collaboration with the City of Seattle Office of Economic Development, is piloting a Lend & Learn program to grow and diversify clean technologies and to expand SBC's Tool Lending Library (TLL).

The goal of the pilot is to:

1. Increase tools in the lending library that are owned by local tool manufacturers and WMBE's.
2. Explore business validation or a feedback process from tool borrowers to tool makers.
3. Explore market levers to increase clean tech exposure such as storytelling on who is using a tool from the lending library, how they are using it, where they are using it and why.

SBC researched over 10 tool lending libraries or similar projects across the country to study best practices, gaps, and opportunities. In addition to this, SBC also conducted a survey to capture input from current TLL users (such as contactors, building owners, consultants, small businesses) and those who are new to the tool lending library (such as cleantech startups, local manufactures of possible tools/equipment to host).

Following the findings from our research and survey, the SBC hosted 2 workshops with diverse users and backgrounds to incorporate the expertise and ideas of interested parties at the beginning of the design process. The workshop had 4 activities for participants to brainstorm ideas and gather feedback.

WHO ATTENDED THE WORKSHOPS?

Workshop participants who contributed in co-creating the Lend & Learn program and provided valuable ideas included:

South Seattle College	Joule Case
Seattle City Light	Cascade Energy
Simulated Immersive eXperimental Realities (SIXR)	Blink Charging
University of Washington- WCET	UMC
ATS Automation	EXIT83
Smart Buildings Center	Rosendin
WA State Department of Commerce	Energy 350
Community Energy Labs	King County
King County Rail - Sound Transit	City of Seattle
Shoreline Public Schools	Sound Transit
	Vendor at Microsoft
	CleanTech Alliance

Role & Value Proposition

The workshop participants were asked what role they could play in this pilot and what would be the value proposition for them based on that role.

- **Role:** The workshops had a good mix of cleantech solution providers, TLL borrowers and users & facilitators. They also helped brainstorm and identify more organizations best suited for these roles for the Lend & Learn program.
- **Value proposition for tool hardware/software solution providers:** In addition to networking/marketing opportunities, product testing and providing access to the customer base that would not normally afford these tools/solutions; the Lend & Learn program offers user feedback on identifying challenges & opportunities, problems/maintenance issues for tool/cleantech solution development and improvements to hardware/software commercialization.
- **Value proposition for the users borrowing tools from TLL** – They have the benefit of no cost/low cost trying and testing platform to experiment new solutions, renting subscriptions, providing feedback to help manufacturers create solutions meeting their needs, and conduct M&V for energy efficiency projects, and perhaps exploring a new business strategy in their own business.

DIVERSITY, EQUITY & INCLUSION (DEI)

WORKSHOPS DISCUSSED ABOUT THE WAYS TO INCREASE REPRESENTATION FROM WMBE/BIPOC COMMUNITIES.

HERE ARE A FEW IDEAS DISCUSSED:

- SOLUTION PROVIDERS
 - PROVIDE WORKSHOPS/TRAINING IN TOOL USE
 - OFFER INTERNSHIPS TO STEM PROGRAMS & SCHOOLS WITH DIVERSE APPROACHES
- VISUAL MAPS OF WHERE PRODUCTS ARE USED
- CREATING SPACE TO MEET AND COLLABORATE
- DIRECT OUTREACH IN SPECIFIC COMMUNITIES – ADDRESS EQUITY GAPS

Key Ideas & Brainstorming

Some of the key ideas discussed were:

- Explore ideas around software and rental subscriptions
- Interface users with Solution providers to interpret results and suggest next steps
- Incentivize users to provide feedback
 - Luncheon - to capture their feedback
 - Discounts for purchasing
- Demo night at SBC: companies get 5 mins to present their product and get feedback
 - pecha kucha - showcase their product
- **Intake Form:**
 - Track user demographics
 - Track where product is being used
 - Who are the manufacturers they currently work with and would recommend? - way to connect with more local manufacturers

USER FEEDBACK

Workshop participants brainstormed ideas about how to capture feedback from the users who would use the tools/cleantech solutions. Here

- Survey
- Case Studies
- Testimonials
- User stories/profile

The Smart Buildings Center hosts a lending “library” of diagnostic tools available to building owners and managers, as well as energy service professionals in Washington State and Oregon, for short term data collection on energy using equipment and systems in commercial and institutional buildings.

*Available tools include loggers, logger sensors, power and light meters, air flow tools and more. Browse **the tool inventory online** or view **our Tool List (PDF)**.*

WANT TO LEARN MORE? Contact us at info@smartbuildingscenter.org | 206-538-0832

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