




## Gold-Silver-Bronze (KPN) Membership

IESA KPN network is built to help members understand the various energy storage and electric vehicle technologies, business applications and intertwined policy/regulatory issues. IESA KPN members are eligible for receiving special discounts for all IESA reports and events. IESA team will work with KPN members to help them make an informed decision on technology adoption, target markets and conduct promotional/marketing activities of their products and services. The key privileges and benefits are highlighted in below table.

 <b>IESA - Gold</b> (INR 7.5 Lakhs / or US\$ 10,000/ year)	 <b>IESA - Silver</b> (INR 3.75 Lakhs /- or US\$ 5000/ year)	 <b>IESA - Bronze</b> (INR 1.5 Lakhs /- or US\$ 2,000/ year)
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If the Annual Turnover of the Member Firm is	>US \$100M	>US \$ 10M and <US 100M	<US \$10M
Membership Category	Gold	Silver	Bronze

### Key Privileges and Benefits

#### Policy and Regulatory Advocacy

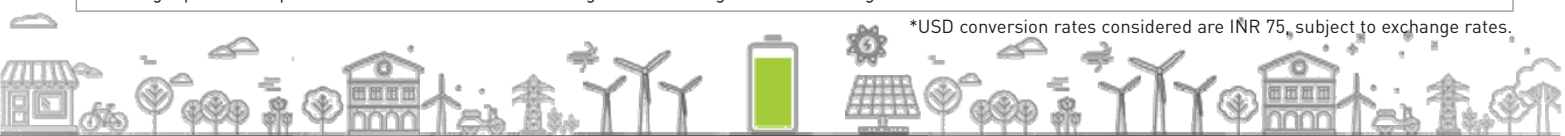
IESA Board Seat (can provide required directives)	x	x	x
Consulting support to understand policy and regulatory aspects	5 Hrs	3 Hrs	2 Hrs
Opportunity to represent IESA at select international events as speaker	x	x	x
Opportunity to represent IESA at select national events as speaker	x	x	x
Exclusive invitation for events/roundtable discussion with regulators and govt. bodies	x	x	x
Chair / Co-chair of IESA Working Groups (Technical / Policy / Business)	x	x	x
Chair / Co-chair of IESA Focus Groups	✓	x	x
Monthly CES Storage IQ {India} subscription	✓	x	x
Opportunity to present in training programs for regulators and policymakers / government stakeholders	✓	x	x
Participation in IESA working group	✓	✓	✓
Participation in IESA policy forum [member only event]	3	2	1
Opportunity to provide inputs and recommendations on ES and EV to central and state governments	✓	✓	✓
Online access to various policy studies and reports published by IESA and its partners	✓	✓	✓

#### Research and Development Support

Assistance in developing joint research proposals for funding opportunities	x	x	x
Consulting Support for research and product development / troubleshooting	3 Hrs	2 Hrs	1 Hr
Report on Energy Storage & EV R&D trends (4 - Emerging Technology Review Report)	50% Discount	25% Discount	10% Discount
Delegate passes in IESA Energy Storage - EV R&D Summit	3	2	1
Opportunity to provide inputs for standards making to govt. and industry organisations	✓	✓	✓
Basic cell performance testing and report covering efficiency, energy and power density, cycle life at 25- and 45-degree C at 1C/1C, cell degradation curve, effect of C rate (C/2, 1C, 2C, 4 C) on performance*	10 cells	5 cells	2 cells
Discount on Testing & Analysis services offered by CES	15%	10%	5%

\* Testing report will be provided based on two weeks of testing. Additional longer duration testing service can be availed as additional service

\*USD conversion rates considered are INR 75, subject to exchange rates.



# IESA – KPN Gold / Silver / Bronze Membership

## Market Research and Strategy Support

Dedicated account manager for all IESA related services	<b>x</b>	<b>x</b>	<b>x</b>
Strategy & Consulting Call	<b>3 Hrs</b>	<b>2 Hrs</b>	<b>1 Hr</b>
One-on-one assistance on Policy, Technology, Business	<b>6-monthly (1 Hr)</b>	<b>6-monthly (1 Hr)</b>	<b>Yearly (1 Hr)</b>
Suitable Partner/ Stakeholder Identification	<b>✓</b>	<b>x</b>	<b>x</b>
Monthly IESA KPN Information Bulletin	<b>✓</b>	<b>✓</b>	<b>✓</b>
Monthly IESA KPN Resource Bulletin	<b>✓</b>	<b>✓</b>	<b>✓</b>
Access to IESDB (online repository of projects, manufacturing plants, recycling facilities, research & testing labs, and Universities)	<b>✓</b>	<b>✓</b>	<b>✓</b>
Complimentary copy of ETN (Emerging Technology News) magazine	<b>5</b>	<b>3</b>	<b>2</b>
India Energy Storage Market Report "OR" India E-mobility Market Overview Report	<b>One Report</b>	<b>50% Discount</b>	<b>25% Discount</b>
Discounts on additional IESA published Research Reports	<b>50% Discount</b>	<b>50% Discount</b>	<b>25% Discount</b>

## Business Development

Convening focused industry roundtable	<b>x</b>	<b>x</b>	<b>x</b>
Customized support for business development *	<b>x</b>	<b>x</b>	<b>x</b>
Opportunity to co-author IESA White Papers & Case Studies	<b>x</b>	<b>x</b>	<b>x</b>
Assistance developing RFP for ESS / EV procurement	<b>x</b>	<b>x</b>	<b>x</b>
IESA opportunity (RFP/ tender) repository and email notification (tender alert)	<b>✓</b>	<b>✓</b>	<b>✓</b>
Access to energy Storage and EV tender briefing webinars by IESA	<b>✓</b>	<b>✓</b>	<b>✓</b>
Delegate passes for Regional E\$MEET focussed on Commercial & Industrial application of Storage	<b>3</b>	<b>2</b>	<b>1</b>
Delegate passes for regional roundtables for accelerating EV adoption	<b>3</b>	<b>2</b>	<b>1</b>
Discount on IESA assisted job posting and recruitment assistance	<b>50%</b>	<b>20%</b>	<b>10%</b>
Listing of products, services and solutions in IESA online product catalogue	<b>20</b>	<b>10</b>	<b>5</b>
CFO Roundtable on taxes, duties on EV and energy storage	<b>✓</b>	<b>✓</b>	<b>✓</b>

\* Separate agreement is required to outline details of the support

## Networking Events

Discounts on IESA technical tour/ regional events *	<b>20%</b>	<b>15%</b>	<b>10%</b>
IESA events on energy storage and EV investment forum *	<b>3</b>	<b>2</b>	<b>1</b>
IESA members networking meet on the side lines of major industry events*	<b>3</b>	<b>2</b>	<b>1</b>
Delegate pass for India Energy Storage Week (IESW)*	<b>3</b>	<b>2</b>	<b>1</b>
India E-mobility Conclave (IMC) by IESA*	<b>3</b>	<b>2</b>	<b>1</b>
Other IESA events (SESI, WESD, Hydrogen Seminar, RE Experts Forum etc)*	<b>3</b>	<b>2</b>	<b>1</b>
Discount on IESA strategic partner events (national and international)	<b>5% - 30%</b>	<b>5% - 30%</b>	<b>5% - 30%</b>
Participation/ part of IESA - Women in Energy (WE) initiative	<b>✓</b>	<b>✓</b>	<b>✓</b>

\* Additional delegates can receive 50% discount where space is not a constraint

## Promotion and Marketing

Company logo on IESA publications / websites	<b>Basic Listing</b>	<b>Basic Listing</b>	<b>Basic Listing</b>
Company press releases through IESA platform like etn.news (annually)	<b>5</b>	<b>3</b>	<b>2</b>
Discounts on exhibition stand or sponsorship for IESA events *	<b>25%</b>	<b>15%</b>	<b>10%</b>
Discounts on advertisements in ETN magazine & etn.news	<b>25%</b>	<b>15%</b>	<b>10%</b>
Discounts to organise sponsored webinar / seminar	<b>25%</b>	<b>15%</b>	<b>10%</b>
Opportunity to be featured in ETN Magazine or ET Radio	<b>✓</b>	<b>✓</b>	<b>✓</b>
Nomination for IESA Industry Excellence Awards	<b>✓</b>	<b>✓</b>	<b>✓</b>
Part of the IESA Communication Community (IESA-ICC)	<b>✓</b>	<b>✓</b>	<b>✓</b>

\* Member can choose from the IESA events

## Training and Capacity Building (IESA Academy)

Cell prototyping hands-on Training	<b>30% Discount</b>	<b>20% Discount</b>	<b>10% Discount</b>
Manufacturing Masterclass	<b>30% Discount</b>	<b>20% Discount</b>	<b>10% Discount</b>
Complementary participation in all IESA knowledge series webinars	<b>✓</b>	<b>✓</b>	<b>✓</b>
Free access to IESA White Papers and Case Studies	<b>✓</b>	<b>✓</b>	<b>✓</b>
Discounts on IESA partnered training programs	<b>20%</b>	<b>10%</b>	<b>5%</b>
Complementary access to IESA online training programs (person courses*)	<b>50</b>	<b>20</b>	<b>10</b>

NB: Any member can upgrade their membership category to higher level anytime during the year. They will get credit for the remaining period of original membership.

## IESA – KPN Gold / Silver / Bronze Membership Registration Form

<input type="checkbox"/> <b>IESA - Gold</b> (INR 7.5 Lakhs / or US\$ 10,000/ year)	<input type="checkbox"/> <b>IESA - Silver</b> (INR 3.75 Lakhs /- or US\$ 5000/ year)	<input type="checkbox"/> <b>IESA - Bronze</b> (INR 1.5 Lakhs /- or US\$ 2,000/ year)
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If the Annual Turnover of the Member Firm is	<b>&gt;US \$100M</b>	<b>&gt;US \$ 10M and &lt;US 100M</b>	<b>&lt;US \$10M</b>
Membership Category	<b>Gold</b>	<b>Silver</b>	<b>Bronze</b>

### A. Information

**Company's Annual Global Revenue / Turnover:** Last year \_\_\_\_\_ (In USD/INR)

2<sup>nd</sup> Last year \_\_\_\_\_ (In USD/INR) 3<sup>rd</sup> Last year \_\_\_\_\_ (In USD/INR)

Referred by (If applicable please mention): \_\_\_\_\_

**Organization Name:** \_\_\_\_\_

Organization GST Number (If Applicable): \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip/Pin Code: \_\_\_\_\_ Country: \_\_\_\_\_

Website: \_\_\_\_\_

### B. Contact details

#### Primary Contact Details:

Mr/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Job title/Position: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

Mobile: \_\_\_\_\_ Email: \_\_\_\_\_

#### Secondary Contact Details:

Mr/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Job title/Position: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

Mobile: \_\_\_\_\_ Email: \_\_\_\_\_

#### Other Contact Details (Optional):

Mr/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Job title/Position: \_\_\_\_\_ Mobile: \_\_\_\_\_ Email: \_\_\_\_\_

Mr/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Job title/Position: \_\_\_\_\_ Mobile: \_\_\_\_\_ Email: \_\_\_\_\_

# IESA – KPN Gold/ Silver/ Bronze Membership Registration Form

## C. Nomination of Working Groups (✓)

	MEMBER	CHAIR	CO- CHAIR	NAME	EMAIL-ID
Policy Working Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Technology Working Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Business Working Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>

## D. Your Focused Group (✓)

\*The following focused groups are focused on Energy Storage and EV

	MEMBER	CHAIR	CO- CHAIR	NAME	EMAIL-ID
Energy Storage Manufacturing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
EV & Charging Infra (MOVE)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
RE (Solar & Wind) Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
ESS for Electricity Grid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Power Electronics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Second Life & Recycling (IRRI)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Standards & Safety (ESSTF)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
R&D & Skill Development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Innovation & Start-Up Program	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Microgrid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>

## E. Declaration

I hereby declare that the information stated above is true to the best of my knowledge and agree to the full terms and conditions of the membership

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Contacts:

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