

## Speaking Points for G7

1. Traditional industries need to incorporate clean tech innovation in an accelerated way. With respect to the clean tech industry we need to work with young, emerging companies to bring breakthrough innovation to market and help accelerate their growth and scaling. (NRStor is good example working with Hydrostor.)
2. Be an active participant with Governments, Utilities, Regulators, innovators, in developing modern energy systems with agile regulatory frameworks that can value, adopt and scale new solutions. Co-create those systems. Be at the policy tables. (Smart Prosperity, Ecofiscal Commission)
3. Be an early adopter: Test, invest, buy, leverage supply chain to scale. (GE in Canada.....)
4. Help to target and apply solutions where the big problems are – China, India.... – big markets, fastest growth, biggest impact of innovation on GHG reductions and climate change.

5. Drive demand with outcomes based procurement – life cycle value assessment on infrastructure spending. Canada is embarking on a large infrastructure programme. We should ensure that clean technology & innovation outcomes are part of government and private sector investment.
  
6. Government agencies need to take on more risk  
Sharing risk will bring the private sector to the table – BDC and EDC are going to need to be directed by the Federal Government to take on more risk than they do to unlock private capital on important clean tech investments
  
7. The G7 group should proactively share ideas and technology to help reduce greenhouse gases. Canadian, and other Governments, need to be able to support deployment of clean tech solutions.
  
8. We need to understand the opportunities and risks with the new technologies. Be willing to explore different business models. (impact of carbon tax in Canada)

9. Firms need to focus on using their resources in a more efficient and effective way. We need to take into account the externalities of greenhouse gases, water, air, recycling product, etc. This will help us move towards global sustainability.
  
10. Companies need to develop a core capability in working for outcomes instead of procuring for products and services. This enhances innovation (precisely because it does not imply a particular solution) - and it allows firms to explicitly define a minimum level of sustainability in their procurements.
  
11. When piloting, do it with deliberate and explicit goals – if the pilot works, you should be willing to scale. (No piloting simply for demonstration or greenwashing – you are just wasting everyone’s time!)