



25 September 2012

Re: NAATBatt and MCTW Cooperation – Nonbinding Letter of Intent

The goal of this letter is to briefly outline a cooperative effort between the National Alliance for Advanced Technology Batteries (NAATBatt) in the USA and the Marine CleanTech West (MCTW) industry cluster in Norway.

The National Alliance for Advanced Technology Batteries (“NAATBatt”) is a not-for-profit trade association of advanced battery manufacturers and their supply chain partners dedicated to promoting the manufacture of large format advanced batteries in the United States for use in transportation and grid-supporting electricity storage applications. Members include advanced battery and electrode manufacturers, materials suppliers, vehicle makers, electric utilities, equipment vendors, power engineering firms, universities, and national laboratories.

MCTW is a cluster of maritime industry actors in the south-west of Norway. The cluster is involved in work on energy efficiency, environmentally-friendly shipping and engine solutions, as well as new and greener forms of energy production. The MCTW-cluster is involved in R&D-projects where energy storage and battery technology are important parts of the project. MCTW is part of Innovation Norway’s Arena-program, which supports long-term business and enterprise development.

Both organizations are interested in fostering and tracking the development of advanced battery technology. MCTW’s focus is on maritime applications for batteries. NAATBatt believes that one of the most important near-term opportunities for advanced battery technology lies in servicing maritime applications. Maritime applications can expand the available market for large-scale battery manufacturers. NAATBatt and MCTW both have something to gain by working with each other.

This non-binding and non-exclusive ‘Letter of Intent’ will allow both organizations to pursue their own agenda while cooperating in areas of mutual interest. Cooperative efforts may include the following;

- sharing of each other’s business network and contacts. This can facilitate communications and possible collaboration between parties in both networks. An example could be between a manufacturer with promising battery technology and a maritime company with a ship based application for that technology.

- bringing new developments in battery and ship technology to each other's attention to foster collaborative efforts. Early notification of new developments can often lead to substantially reduced implementation timeframes.
- cross-promotion of each group's mission, agenda, and membership. This information can help all parties to better understand the potential opportunities for collaboration.
- conduct workshops and seminars using resources from both groups to better educate their respective members about the opportunities for advanced batteries in maritime applications and to foster relationship building and cooperative efforts.

As this collaborative effort progresses, additional ideas and opportunities will evolve. This is to be expected and will be dealt with as they occur. Separate agreements for specific projects will be negotiated in a timely manner between the parties involved. All parties understand that any financial considerations associated with new agreements between members of the cluster and the Association, or between MCTW and NAATBatt themselves, will be negotiated and finalized in a written, legal contract.

MTCW and NAATBatt are excited about the possibilities this 'Letter of Intent,' can bring to their respective groups. The hope is for a long and fruitful relationship.

Signed this day of 25 September 2012

MARINE CLEANTECH WEST



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Title: Project Manager - MCTW

NATIONAL ALLIANCE FOR ADVANCED
TECHNOLOGY BATTERIES



By: _____
Name: James J. Greenberger
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