

## Driving Scalable Technology Adoption Through IN2

The Wells Fargo Innovation Incubator (IN2) accelerates the deployment of de-risked technologies by bridging the gap between market adopters and scalable startups.

Through its Scalable Tech track, IN2 helps corporations and municipalities adopt validated technologies that deliver operational efficiency and measurable business impact.



IN2 provides funding from **Wells Fargo & Company** to pilot high-potential startup technologies in the built environment and infrastructure sectors. Each technology is vetted by the U.S. Department of Energy's **National Laboratory of the Rockies (NLR)** and curated to align with adopter needs, simplifying decision-making, reducing risk, and easing the burden of early-stage technology selection.



## How IN2 and NLR Support Technology Adopters

As a national laboratory, NLR provides independent evaluation and technical leadership for each IN2 project. Program participants benefit from:

- Access to experts in technology selection, deployment, and evaluation
- Third-party performance testing, modeling, and impact assessments
- Advanced facilities, simulation tools, and data systems
- Systems-level analysis for cost-effective integration and scalability.

For application inquiries or program questions, email [IN2@nlr.gov](mailto:IN2@nlr.gov).

# Program Details

IN2 utilizes a collaborative framework that connects startups, technical experts at NLR, and technology adopters to streamline pilot deployment, reduce adoption risks, and accelerate time to market.

## One-Year Time Commitment



### Learn

Two participants from each organization participate in IN2's structured curriculum, which includes monthly one- to two-day sessions held virtually and at NLR's Colorado campus. The program empowers adopters with insights to analyze market trends, develop tailored adoption playbooks, and address key barriers such as:

- Limited technology confidence and internal expertise
- Organizational dynamics and change management challenges
- Complex procurement hurdles and decision-making
- Siloed ecosystems that limit collaboration and scalability.

### Do

At the end of the educational programming, participants present implementation strategies during a reverse pitch competition. Judges award Wells Fargo funding to the most compelling proposals, enabling selected organizations to pilot energy technologies aligned with their goals.

Over a six-month period, participants launch short-term pilot projects supported by NLR experts. Throughout implementation, adopters receive hands-on technical assistance and third-party evaluation to ensure the technology meets performance expectations and business goals.

### Connect

During the program, peer working groups foster cross-industry collaboration and knowledge sharing, enabling a strong network of adopters to scale emerging solutions faster and more effectively.

After graduation, IN2 stewards an "adoption-ready" network of Energy Champions by building trusted relationships that support long-term impact and shared success.

## Select Scalable Tech Participants

- Avangrid
- CBRE
- Coconino County
- Colorado Energy Office
- Digital Realty
- EdgeCore Digital Infrastructure
- Galvanize Climate Solutions
- Habitat for Humanity of Greater Los Angeles
- Haskell
- Intermountain Health
- National Grid
- Prime Data Centers
- Schneider Electric
- SLB
- Southern Company
- Stoneweg
- The University of Colorado-Boulder
- Tucson Electric Power
- WinnCompanies

See the entire Innovation-Ready network at [IN2ecosystem.com/networks/pilot-partners](https://IN2ecosystem.com/networks/pilot-partners).