

# Mackinac

**The Mackinac Technology Company**  
WINDOW ENERGY MANAGEMENT SYSTEMS  
SAVING ENERGY NEVER FELT SO GOOD  
<http://mackinac-technology.com>

OCTOBER 2020

## SBDC ASSISTANCE

### TECHTEAM CONSULTING

- Market Research
- Market Attractiveness Matrices
- Customer Discovery
- Financial Models
- Funding Sources

### EMERGING TECHNOLOGY FUND

- \$25K match for NSF STTR Phase I
- \$25K match for DOT SBIR Phase I
- \$40K match for DOT SBIR Phase II
- Intellectual Property
- Market Research
- Market Development

### BUSINESS ACCELERATOR FUND

- \$50,000 Engagement thru MAREC
- Proof-of-Concept Testing/Validation
- Data Led to DOT SBIR Grants, Which Subsequently Led To \$4.2 Million in Awards From ARPA-E

### ADDITIONAL SUPPORT FROM

- Great Lakes Entrepreneur Quest (GLEQ)
- Accelerate Michigan Innovation Competition (AMIC)
- Midwest Growth Capital Symposium (MGCS)
- Calvin College
- BBC Entrepreneurial Training & Consulting

The Mackinac Technology Company (Mackinac™) has developed a Window Energy Management Systems (WEMS™) technology. WEMS™ units are light-weight, non-flammable fluoropolymer window attachments that can give existing glass windows net-zero energy performance with payback from energy savings possible within five years. Mackinac's proprietary color neutral low-e coated polymer technology reflects heat energy while maintaining high visible light transparency, and Mackinac's proprietary thermal-break technology gives frames the same insulation performance as center of glazing.

### KEY ACCOMPLISHMENTS

- Raised in excess of \$15 million in government funding including a \$4.2 million award from ARPA-E and \$8.3 million from the US Army to bring the technology to TRL-7
- Finalist for "Innovator of the Year" in the 2016 Governor's Energy Excellence Awards in Michigan
- Successful partnership with Fraunhofer US and Fraunhofer institutes in Germany
- Employs 25 people in Michigan, Mississippi, Colorado, California, and Germany



*"Since 2007, the company has worked with multiple SBDC TechTeam members and what has impressed me the most is the high quality of talent and commitment of this team."*

John Slagter, CEO

<https://sbdcmichigan.org/tech-business/>