

***City of Summerside***



***The***  
***LIVING LAB***

***Speedway to North  
American Markets***

City of  
***Summerside***

Prince Edward Island  
Canada

# **Summerside, Prince Edward Island, Canada**

## **Boosting the speed of business**



The Summerside speedway to North American markets is a unique combination of a great many assets: strategic location, government support, fast-track loans, freedom from red tape, move-in-ready facilities, productive workers, and a Living Lab for launching products sooner... at one of the lowest costs in the G7.

### **Summerside's Living Lab**

Summerside's Living Lab program has established the City as a test bed for firms looking to develop market solutions with validation and full-scale deployment of products and services. It is open to companies seeking rapid results in testing and modeling for advanced deployment in the early stages of product life.

### **Accelerate R&D**

**Test, refine and validate faster**

**Get products to market sooner**

Filling the gaps between design, prototypes, tabletop experiments, product validation and full-scale commercialization, Summerside's Living Lab program is capable of accelerating product/service evaluation, R&D, product testing and integration in a real-world setting.

The Living Lab consists of a sophisticated and robust environment with some of the most advanced open and accessible infrastructure in North America. It includes a multi-faceted electric utility, a strong renewable portfolio, fibre networks and municipal assets rivaling any global metropolis.

The prime purpose of the Summerside Living Lab is to advance innovation and create export development opportunities for participating partners. You are invited to be one of them.

### **Here's how it works**

Summerside's Living Lab enables companies — large and small — to work directly with the community and its unique robust infrastructure to advance their product ambitions. With ownership of its own assets, the City can make all facilities available for two-way collaboration and mutual benefit.

In addition to physical assets, the Summerside Living Lab offers countless opportunities for networking with like-minded people — innovators, entrepreneurs, experts, decision makers, government officials — to further mutual interests in an open and cooperative manner.



## Plug-in to proven success

Here are just some of the products launched from the Summerside Living Lab program:

- First-in-the-World Industrial Scale Solar Energy Storage System
- Frost-Resistant Man Hole Covers
- Heat-for Less-Now Thermal Storage Systems
- Heat Pump Energy Storage Systems
- LED Streetlight Conversion
- IT Automation Software
- Samsung Solar Battery Systems
- Industrial Energy Storage Systems
- Smarter Homes Program

If you want to reduce development and validation time for commercialization in North American markets — while increasing business in a fail-fast/fail-cheap environment — Summerside is here for you.

### Just send us a brief

Simply share your project idea with us on 2 sheets of paper. Include product/service description, the services you'd need from the City, how you see your project fitting in and when you'd like to get started. We will prepare a detailed market expansion proposal for your consideration. Nothing could be easier!

*Furthermore, if you are considering development of innovative products in the following sectors,*

### LET'S TALK!

- Electric Storage & Grid Integration
- Electric Vehicles (including Bus & Passenger)
- Electric Car Chargers with Battery Storage
- Security & Surveillance
- Appliance Control
- Residential Environmental Controls
- Smart Home Innovation
- Medical Home Care Solutions
- Solar Energy Integration
- Bio Fuel from Waste
- Advanced IT Development
- Interoperability for Big Data

See back cover for full contact details.

## Summerside — Developing an Economic Innovation Ecosystem

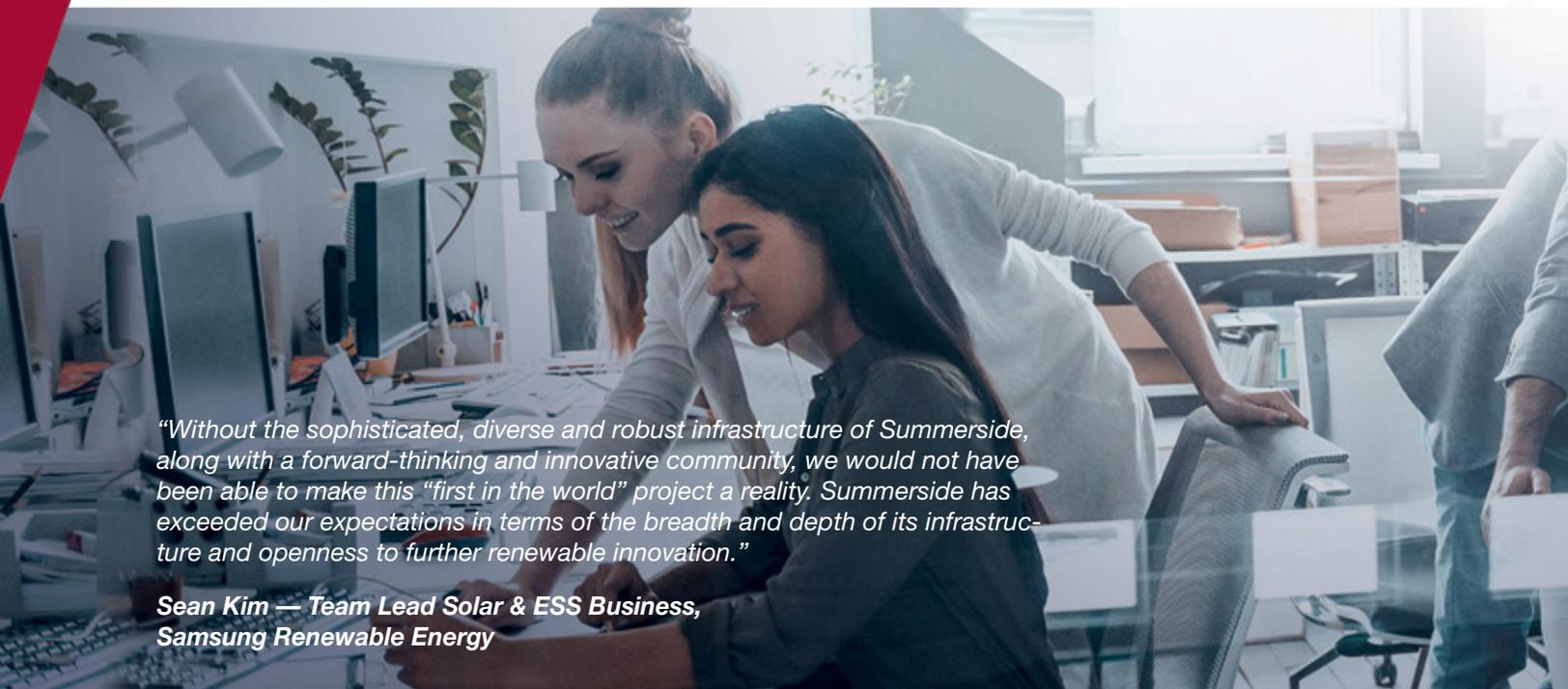


# City of Summerside The **LIVING LAB** Speedway to North American Markets

**Come grow with us!**



**SAMSUNG  
RENEWABLE ENERGY**



*“Without the sophisticated, diverse and robust infrastructure of Summerside, along with a forward-thinking and innovative community, we would not have been able to make this “first in the world” project a reality. Summerside has exceeded our expectations in terms of the breadth and depth of its infrastructure and openness to further renewable innovation.”*

**Sean Kim — Team Lead Solar & ESS Business,  
Samsung Renewable Energy**

*“Finding the right partner and environment to grow our North American ambitions were critical to our business growth strategies. Finding partners in Summerside with open infrastructure, a willing business environment as well as critical North American connections helped our business grow. Summerside has the critical mass of infrastructure, business support and vision to help companies establish and grow in North America in a way that is less complicated than most markets in North America.”*

**Sam Parton — Co-Founder, Open Play UK**

## **Contact:**

**Michael Thususka Ec.D.**  
Director of Economic Development  
**+1 (902) 432-0103**

275 Fitzroy Street  
Summerside PE C1N 1H9  
mike@summerside.ca

**bigpossibilities.ca**  
Follow us on Twitter:  
**@SummersideBiz**