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Meeting Recording n/a

Room 1: Distributed Renewable Energy in Emerging Markets



Guest: [Emily McAteer](#) is the Co-founder and CEO of Odyssey Energy Solutions, a platform accelerating distributed renewable energy deployment in emerging markets. Before Odyssey, she was the founding Chief Revenue Officer of Frontier Power, a SunEdison subsidiary, leading development of solar microgrids in India and Africa. Emily holds an MBA from Stanford Graduate School of Business, an MPA from Harvard Kennedy School, and a BA in Environmental Studies from Brown University.

Facilitator: [Lori Dunn](#) is a Speaker & Fractional Leader for early-stage Climate tech and energy-focused startups in People + Revenue. She was previously COO of Optimus (heavy-duty diesel engine decarbonization) and the head of sales at InfiSense (C&I buildings and LoRaWAN network API).

Please insert topics Below and upvote up to 5 topics

- What innovations in solar panels and storage have made it easier to scale?
- Do you have any hope for hydrogen as a energy source? (there is a mine in mali that's been powering a town for decades now) - how scalable is geological H2?
- What lessons are you taking from your time at Edison to apply to Odyssey?
- What do you think are "leap frog" innovations in the DER space for emerging markets that aren't really feasible in developed markets
- Is permitting a challenge in EMs the way it is in the US?
- What (and where) are the biggest opportunities in renewable energies
- If you could design a grid from SCRATCH based on what you know about geopolitics, and energy demands, what would it look lie?

- Do you see distributed renewable energy as a strong investment for large corporations that are looking to save money and meet climate goals? What does the procurement/administrative burden look like and how would you think about the business case?
- What challenges are you navigating to do these installations in the emerging markets? (Melissa)++
- What made you choose Boulder as a location to found your company?
- What labor challenges do emerging markets have when engaging in these projects? What roles (if any) are there for renewable energy experts from outside?
- What's the attach rate for storage on your C&I solar projects?
- Any issues with tariffs/trump administration?
- Your take on agrivoltaics or biodiversity on large scale solar farms.
- How are smaller installers navigating the labor shortages facing the country/industry? Does Odyssey have any upcoming products to support this issue?
- How is Odyssey leveraging AI either in their internal operations or via their product offering?
- What opportunities are you seeing for renewable-based microgrids in the emerging market space? Is it a part of the Odyssey ecosystem
- Does Odyssey work as a virtual power plant or if not, how does it work with VPPs, if at all?
- How can we take learnings on microgrid back to metropolitan areas in the US?
- With the increasing growth of data centers, do you foresee the microgrids being able to manage the demand in energy ?
- Work life - what's is like working remotely for emerging market tech?
- Any advice for those of us who work in renewables and have jobs/companies affected by tax credit phase outs and tariffs?
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