APPROVED QUOTES

Use as written or trim

For anything new, email **jamie@climatedoor.com** and we will turn it the same day.

> "We have said for years that the hardest part of building a company in this space is rarely just the science. It is navigating the entire commercialization journey, starting with customers, partners and capital. Conor and Liam built Standard Demand Partners to solve the capital side with real institutional depth. Bringing their team in means a founder can go from first revenue through to project finance without leaving our side."
>
> **CHAD RICKABY · CO-FOUNDER AND CEO, CLIMATEDOOR**

> "Over the next five to ten years, our goal is to commercialize as many of the best clean technology and energy transition businesses as we can, make the largest impact we can, and deliver strong outcomes for everyone involved. ClimateDoor built its firm on the same belief, and joining forces gives that ambition the reach it needs."
>
> **LIAM HOWE · PARTNER, CLIMATEDOOR (FORMERLY STANDARD DEMAND PARTNERS)**

> On the gap: "Companies in energy, agriculture and critical resources almost never die from bad technology. They die between first revenue and project finance. We bought the other half of that job."
>
> **NICK FINDLER · CO-FOUNDER AND PRESIDENT, CLIMATEDOOR**

> On the cross-border story: "Canada and America have been building together for a long time. We are bringing that partnership to the thing clean technology needs most: commercialization. Great companies rarely fail for lack of invention. They fail for lack of customers, partners and capital, and that is exactly the job we now do on both sides of the border."
>
> **NICK FINDLER · CO-FOUNDER AND PRESIDENT, CLIMATEDOOR**

> On how the deal came together: "Business moves at the speed of trust. Four months, three visits to Vancouver, and a lot of very direct conversations about what each of us was actually trying to build."
>
> **NICK FINDLER · CO-FOUNDER AND PRESIDENT, CLIMATEDOOR**

AVAILABLE ON REQUEST

Named client and portfolio founders who will speak on the record about commercialization and raising capital in the US as a Canadian company.