

STAKEHOLDER MATRIX

Category No.	Stakeholder Name	Contact Information	Impact to Project	Influence to Project	What's Important to Stakeholders	How Stakeholders Contribute	How Stakeholders Could Derail Project	Strategy to Engage
1	Construction Companies	DUMKE CONSTRUCTIONS 10 Chapman st 206 Weymouth Ma 02189 MA  E-mail : <a href="mailto:dumkeconstruction@gmail.com">dumkeconstruction@gmail.com</a>	High	High	Safety, efficiency	Feedback, field testing	Negative feedback, non-adoption	Regular updates, demos
2	Manufacturing Facilities	Tecomet, Inc. 18 Commerce Way, Suite 4800 Wilmington, MA 01801  E-mail: <a href="mailto:sales@tecomet.com">sales@tecomet.com</a>	Moderate	Moderate	Durability, cost-effectiveness	Market, expertise	Cost concerns	Collaborative development
3	Oil and Gas Companies	Shell Global  <b>Distributor</b> 1-877-536-8073 <a href="mailto:Distributororders-us@shell.com">Distributororders-us@shell.com</a>	High	High	Safety, compliance	Funding, market access	Compliance issues	Compliance assurance, pilot tests
4	Mining Companies	Freeport-McMoran  333 N. Central Ave  Phoenix, AZ85004  +1 602.366.8100  Fcx: communications@fmi.com	High	Moderate	Durability, safety	Testing, feedback	Safety concerns	Engage in safety testing
5	Battery Companies	Whitney & Son, Inc., Fitchburg  CONTACT DETAILS Ph:+1 978 343 6353 Address : <u>95 Kelley Avenue</u> <u>01420</u> <u>Fitchburg</u>	Moderate	High	Performance, reliability	Technical expertise	Supply issues	Long-term supply contracts

6	Sensor Supply Companies	Innovative Sensor Technology Las Vegas, USA 9516 W. Flamingo Road Las Vegas 89147 USA Ph: +1 702 894 9891 E-mail: <a href="mailto:usa-division@ist-ag.com">usa-division@ist-ag.com</a>	Moderate	High	Innovation, reliability	Component supply	Delays, technical issues	Partnership agreements
7	Regulatory Bodies	OSHA  <b>Boston South Area Office – Braintree</b>  639 Granite Street, Floor 1 Braintree, MA 02184  (617) 565-6924 (617) 565-6923	High	Very High	Compliance, safety	Guidelines, approval	Regulatory hurdles	Compliance strategy, early engagement
8	Workers' Unions	Workers United  22 South 22 <sup>ND</sup> ST PHILADELPHIA,PA. 19103	High	High	Worker safety, comfort	Advocacy, feedback	Opposition due to safety concerns	Inclusion in testing, feedback loops
9	Environmental Agencies	USA Environmental Protection Agency  U.S. EPA New England 5 Post Office Square, Suite 100 Boston, MA 02109-3912	Moderate	Moderate	Sustainability, impact	Endorsements, compliance	Environmental concerns	Sustainable practices, certifications
10	Investment Partners	KPS Investment Partners,  North America <ul style="list-style-type: none"><li><b>Dan Gray</b> <i>Managing Director</i> <b>T:</b> 212.338.5118 <b>E:</b> <a href="mailto:dgray@kpsfund.com">dgray@kpsfund.com</a></li></ul>	High	Very High	ROI, market potential	Funding, networking	Withdrawal of support	Regular updates, stakeholder meetings