

# FORTUNE

INDIA  
—exchange  
NEWS, EVENTS, PROMOTIONS + IDEAS



# UNSTOPPABLE

WORLD'S  
BUSINESS MINDS

# AJ PERKINS

“PERSONALITIES ARE NOT BORN,  
THEY ARE FORGED.”



Born and raised on an island in the middle of the Pacific with ancestors that knew more about sustainability and resiliency than we could imagine. Although this is a good beginning, it is not where it all began. It was his incessant desire to grow things bigger than one could imagine COMBINED with his DNA that forged one of the biggest personalities in the microgrid, sustainability and resiliency fields.

## AJ PERKINS

PRESIDENT, INSTANT ON LLC

# INSTANT ON

**A**s a growth CEO, AJ Perkins has helped influence policy, support the dissemination of millions of dollars in incentives and spoken at conferences, conventions and trainings all around the world. Long term sustainability requires disruption, a new way of doing business, and he is doing just that. It requires innovation in developing new products and services that protect families, communities and businesses. He is creating a more personal way of looking at the triple bottom line (people, planet and profit).

While running one of the fastest

growing microgrid companies in US with over 3GW of projects under contract, he has helped usher in the opportunity for fuel cells, hydrogen, 2nd life batteries, water resiliency and even providing circular sanitation as a part of their infrastructure as a service for cities and municipalities. Already recognized as one of the Top Influential Business Leaders of 2021 and having built one of the “Most Outstanding Microgrid Integrator”, “Top 50 Most Innovative Companies to Watch” and “Top Energy Storage Solution Providers in 2020”, Mr. Perkins knows how to bring attention to disruptive green solutions.

## 2ND LIFE BATTERIES

The wide adoption and rapid increase of lithium-ion batteries used in electric vehicles could result in new resource challenges, supply-chain risks as well as environmental concerns. Circular economy strategies are needed to strengthen the resilience and sustainability of automotive supply chains, reduce primary resource requirements and to prepare for appropriate management of electric vehicle lithium-ion batteries as they reach the end of their life. If they're not reused, they must be discarded or recycled, creating environmental challenges.

Second life electric vehicle batteries (SLB) are especially useful in stationary storage applications where they can lower costs and provide environmental benefits to many.

Reshaping the fundamentals of market economies can have disruptive effects on the current markets, but the environmental benefits are worth it. We do this by managing the full battery lifecycle, including replacement battery distribution and warehousing, battery pickup and evaluation, reuse applications, end-of-life recycling, and material recovery of critical battery resources.

Bringing together new innovative companies and pairing them with global leaders in their respective fields and stakeholders along this value chain, we are creating a new opportunity that is taking shape in the US and beyond.

**“AJ Perkins has helped bring much needed attention to the need for 2nd life batteries in the marketplace allowing us to grow at a rapid pace. He is a magnet for opportunities.”**

Dr. Surinder Singh, CEO, Relyion Energy (2nd life battery manufacturer)

**HYDROGEN AND FUEL CELLS**

Hydrogen and fuel cells are seeing a resurgence in interest. Today, there are hundreds of thousands of fuel cells in operation around the world, reducing carbon emissions while making sure the power stays on. In addition to its role as a clean fuel for transportation and power generation, hydrogen is increasingly being touted as an emerging solution to reduce industrial emissions for steel and cement production or as an alternative for other sectors like marine propulsion and aviation.

AJ Perkins is one of the pioneers integrating hydrogen and fuel cells into their microgrids. From residential and connected communities, to commercial and industrial with pilots supporting neighboring businesses with nodes powered by on-site hydrogen production creating power through fuel cell technology. Partnering with some of the leading fuel cell manufacturers and innovative hydrogen producers, they are

empowering people and communities to sustainably produce their own clean energy while preserving the environment.

**“AJ Perkins has the vision, passion and the drive to implement new technologies for the decarbonization of the power industry. We are collaborating with his team in the on-site production of renewable hydrogen from ethanol using our proprietary Gölu-H2 technology to produce green power and reduce the GHG footprint at an economical cost.”**

Dr. Inder Pal Singh, CEO SBI BioEnergy Inc, & Golu Hydrogen Technologies Inc.

**“We are engaged with the transit industry in the transition to Zero emission technologies. As a visionary in the area of “Energy/Infrastructure as a Service”, AJ Perkins is helping us develop a roadmap for electrification of the transportation sector with renewable hydrogen.”**

Balaji Krishnamurthy, Owner Omni Strategy, LLC

**INFRASTRUCTURE AS A SERVICE (WATER, TELECOM, WASTE)**

As many “solar” states continue to deal with the problem of excess energy generated from intermittent sources like solar and wind, one way to deal with this is finding a source that will help balance the grid. The solution for one “controllable” problem creates a solution for a bigger problem...water. Water stress driven by water scarcity and pollution is accelerating worldwide. Many regions can no longer rely on traditional ground water sources as glaciers, aquifers, lakes and rivers are drying up, and often are polluted including with “forever chemicals”. By taking the excess energy produced by renewables and directing it to atmospheric water generators that produce water from air, AJ Perkins and his team solve 2 critical problems in times of emergency by providing power and clean drinking water. As they continue to deploy more “Infrastructure as a Service” solutions, it’s only natural to bring telecom and waste treatment to those they are serving.

**Ua Mau ke Ea o ka ‘Āina i ka Pono - “The life of the land is perpetuated in righteousness”**

**STATE OF HAWAII MOTTO**

