

Enterprise Development Program

The National Renewable Energy Laboratory (NREL) is a leader in developing renewable energy and energy efficiency technologies and practices. NREL also advances related science and engineering; and transfers knowledge and innovations to address the nation's energy and environmental goals. This includes working with the investment community, industry partners, utilities, state regulatory agencies, and other economic development organizations to make sure that renewable energy technologies reach the marketplace as quickly as possible. For more information, visit www.nrel.gov.



Description of Services

NREL has built an innovative Enterprise Development Program. The program focuses on empowering the entrepreneur with critical business development support and partnering opportunities that will stimulate the formation of market-focused clean energy business start-ups that can attract capital and additional strategic partners to the clean energy market, as well as create job opportunities that lead to economic development. In particular, NREL's Enterprise Development Program provides clean energy entrepreneurs with the opportunity to take advantage of a variety of events, online tools, business incubation support, and access to NREL's research and other strategic partnerships. The key elements of this program are listed below.

Connecting Entrepreneurs with Investors, Strategic Partners, and Business Expertise

- **NREL Industry Growth "Venture" Forums** are similar to a venture capital forum and provide clean energy entrepreneurs an opportunity to present their business cases to an expert panel of investors and energy executives. For more information, visit the Industry Growth Forum Web site at www.cleanenergyforum.com. To learn more about the scope of the Forum, you can view the presentations, agenda, etc., from the 20th Forum on the NREL Web site at www.nrel.gov/technologytransfer/igf_presentations.html.
- **The Colorado Clean Tech Initiative (CCI)**, in which NREL sponsors and participates, is a monthly networking and business development venue to help promote economic development in Colorado. The CCI is designed to help build a Colorado clean energy technology cluster through a robust business network. The network includes successful, serial business entrepreneurial companies, as well as development professionals that go beyond business mentors, including a wide range of investors (including numerous angel groups), and other key participants such as marketing experts. In addition, CCI provides access to virtual and traditional incubation services. For a CCI meeting example, visit the Connected Organizations for a Responsible Economy Web site at http://www.corecolorado.org/index.php/component/option.com_gigcal/task_details/gigcal_gigs_id,60/. The CCI also has ties to the NREL Industry Growth Forum and the Colorado Renewable Energy Collaboratory.
- **The Clean Energy Investor Directory** contains contact and profile information for around 100 investors that are currently interested in clean energy technology businesses. All interested investors with individual access to capital resources are welcome to sign up (includes angel collaborative; not intended for brokers). To view and/or sign up, visit the NREL Web site at www.nrel.gov/technologytransfer/entrepreneurs/directory.html.

- **The Clean Energy Alliance** is an alliance of the nation's top incubators committed to incubating and providing business services to clean energy entrepreneurs. NREL works in partnership with this elite group of clean energy business incubators to help foster the growth of robust clean energy businesses and the commercialization of their respective technologies. For more information, visit its Web site at www.cleanenergyalliance.com.

Some Key Technology Partnerships and Service Opportunities

NREL works with industry and organizations to transfer renewable energy and energy efficiency technologies into the marketplace. Though NREL works extensively with industry in numerous collaborations, we do not provide grants or fund unsolicited proposals.

- **Technology Partnership Agreements** provide companies and organizations with technical support to help commercialize and deploy energy technologies and products. For more information, visit the NREL Technology Transfer Web site at http://www.nrel.gov/technologytransfer/tech_partnership_agreements.html.
- **Licensing Agreements** provide industry with an opportunity to commercialize NREL-developed energy technologies and products. Our licensing opportunities are available to both small and large businesses—from start-up to Fortune 500 companies. To browse our technologies available for licensing, visit the NREL Technology Transfer Web site at http://www.nrel.gov/technologytransfer/technologies_available.html.
- **Energy Analysis Services** at NREL provide entrepreneurs and emerging clean energy businesses with information they can use as critical decision tools. For more information, visit the NREL Energy Analysis Web site at <http://www.nrel.gov/analysis/>.
- **World-Class Research Facilities** are available for companies and organizations to use. For more information, visit the NREL Technology Transfer Web site at http://www.nrel.gov/technologytransfer/research_facilities.html.

Related Publications

NREL publications are a very good information resource about renewable energy and energy efficiency technologies. You can search NREL's publications database at www.nrel.gov/publications. Reports of interest for entrepreneurs include:

- *Enhancing Commercial Outcomes from R&D: A Framework for a Public-Private Partnership to Increase the Yield of Federally Funded R&D Investments and Promote Economic Development*
(<http://www.nrel.gov/docs/fy07osti/40463.pdf>)
- *Transitioning to Private Sector Financing: Characteristics of Success*
(www.nrel.gov/docs/gen/fy02/31192.pdf)
- *Financing Projects That Use Clean Energy Technologies: An Overview of Opportunities and Barriers*
(<http://www.nrel.gov/docs/fy06osti/38723.pdf>)
- *Research Review*
(www.nrel.gov/research_review/)

Our Commitment

NREL is committed to serving clean energy entrepreneurs, the investment community, and our industry partners through delivering NREL's world-class renewable energy and energy efficiency technology to the marketplace.

For more information about how NREL can assist your enterprise development and entrepreneurial needs, please contact Lawrence (Marty) Murphy at lawrence_murphy@nrel.gov or 303-275-3050. Also, for more NREL technology commercialization and partnership opportunities, visit the NREL Technology Transfer Web site at www.nrel.gov/technologytransfer/.

Note: because of fairness of opportunity, NREL does not review technologies or business plans for individual companies or for the public without a contractual agreement. However, NREL provides support for industry groups through a competitive subcontracting process. Upon contact, please do not disclose or send any proprietary or confidential information unless specifically requested. Such requests are only made in special situations (e.g., in support of negotiations for a cooperative research and development agreement). Although NREL does not typically sign confidentiality agreements, this can be done if a special need exists.

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