



# EERE NATIONAL LAB IMPACT SUMMIT



MAY 4, 2016  
GOLDEN, COLORADO

# Industry Mentor

- EcoSnap-AC Team
  - Window AC without the need for window
- Background
  - Four start up technology companies
  - 2 - Software / 2 - Advanced Materials
  - Current Advisor / Consultant – four technology start-ups



# Program Perspectives

- Invaluable experience for the DOE lab teams
  - Understanding the technology commercialization process
  - Validation of the value proposition & market problem
  - Defining the pathway into markets
    - Value Chain & Eco System
  - Structuring a scalable business model
  - Competitive Positioning



# Observations

- Desire and ability of the teams to rapidly assimilate the subject matter knowledge
- Courage to step into new roles & experiences
- Pragmatic commercialization strategies across portfolio of advanced science technologies
- Ignited an entrepreneurial spirit



# Results

- Broader understanding of business & commercialization strategies
- Appreciation for the complexities and required business skills & experience
- Framework & understanding to guide define and guide their future DOE projects towards commercialization
- Improvements: Next Phase – prototypes, staff transitions, ease of licensing
- For me: Much deeper understanding of the brilliant people and depth of technologies within DOE labs