



# Cleantech Open Overview

May 2016

# Who We Are

## **Cleantech Open the World's Largest Clean Technology Accelerator**

2,000+ volunteers

8 regional US accelerators covering 50 states

100+ annual events in 26 key U.S. metro areas

Global Ideas Competition

Global expansion in partnership with United Nations

# Quick Facts

**2005**

founded

**501  
(c)(3)**

a not-for-profit

**2,000+**

volunteer  
professionals  
(US only)

alumni companies

**1157**

\$ raised by alumni

**\$1.2B+**

annual events in  
26 Cities (US only)

**100+**

## Our Mission

The mission of the Cleantech Open is to find, fund and foster entrepreneurs with big ideas that address today's most urgent energy, environmental and economic challenges.



# Key Activities

## TRAINING

National Academies,  
National Webinars and  
Regional Training  
  
Practice Judging and  
Business Clinics

## MENTORING

Local and international  
mentors (generalists and  
specialists)  
  
Business Clinics



## ACCESS TO CAPITAL

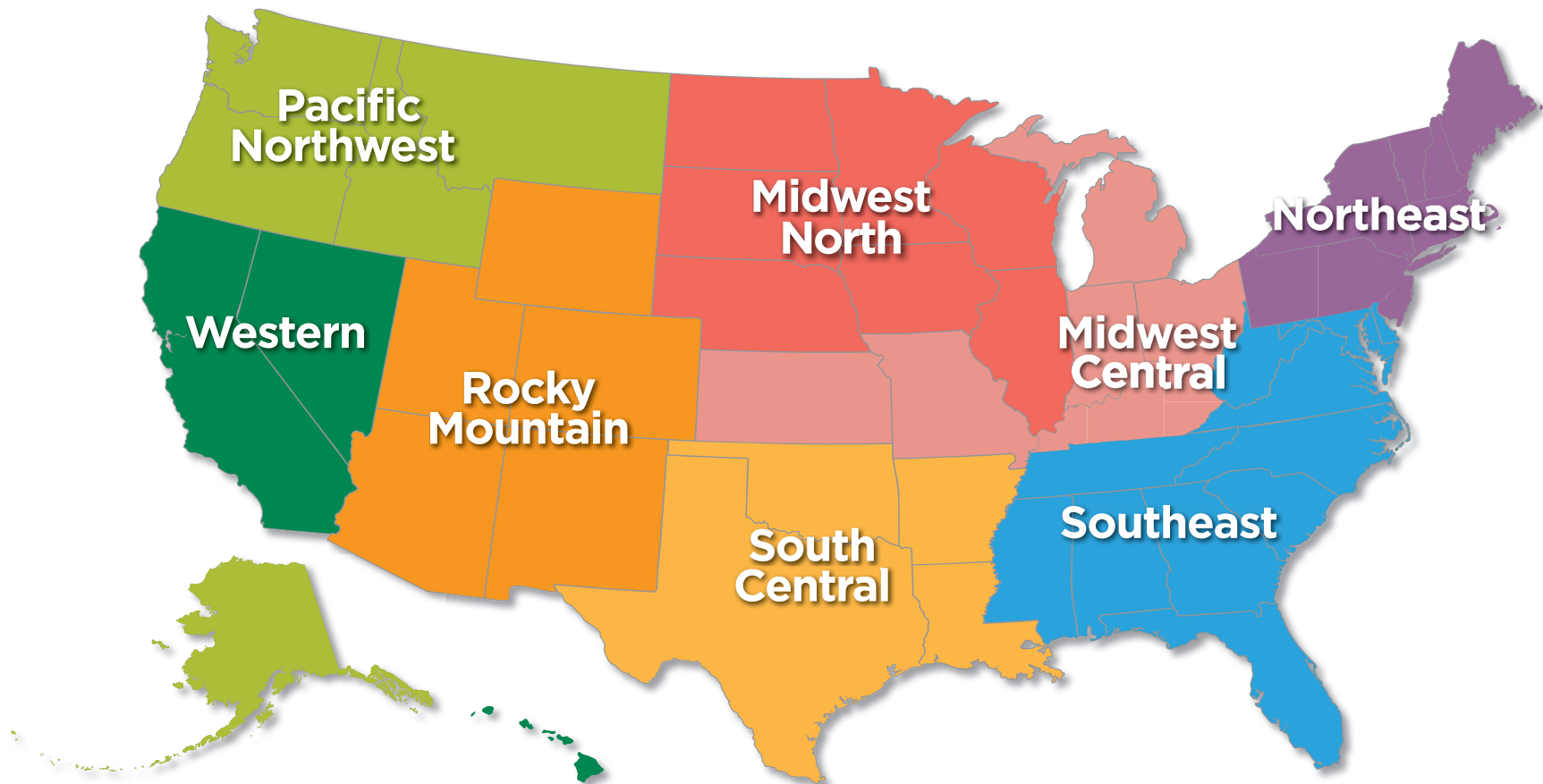
Relationship with Strategic  
Investors, Angel Groups  
and VC firms  
  
Pitch Panels, Networking,  
Investor Connect



## SHOWCASING

Regional events  
and showcases  
  
National Conference  
and Global Forum  
  
Press exposure

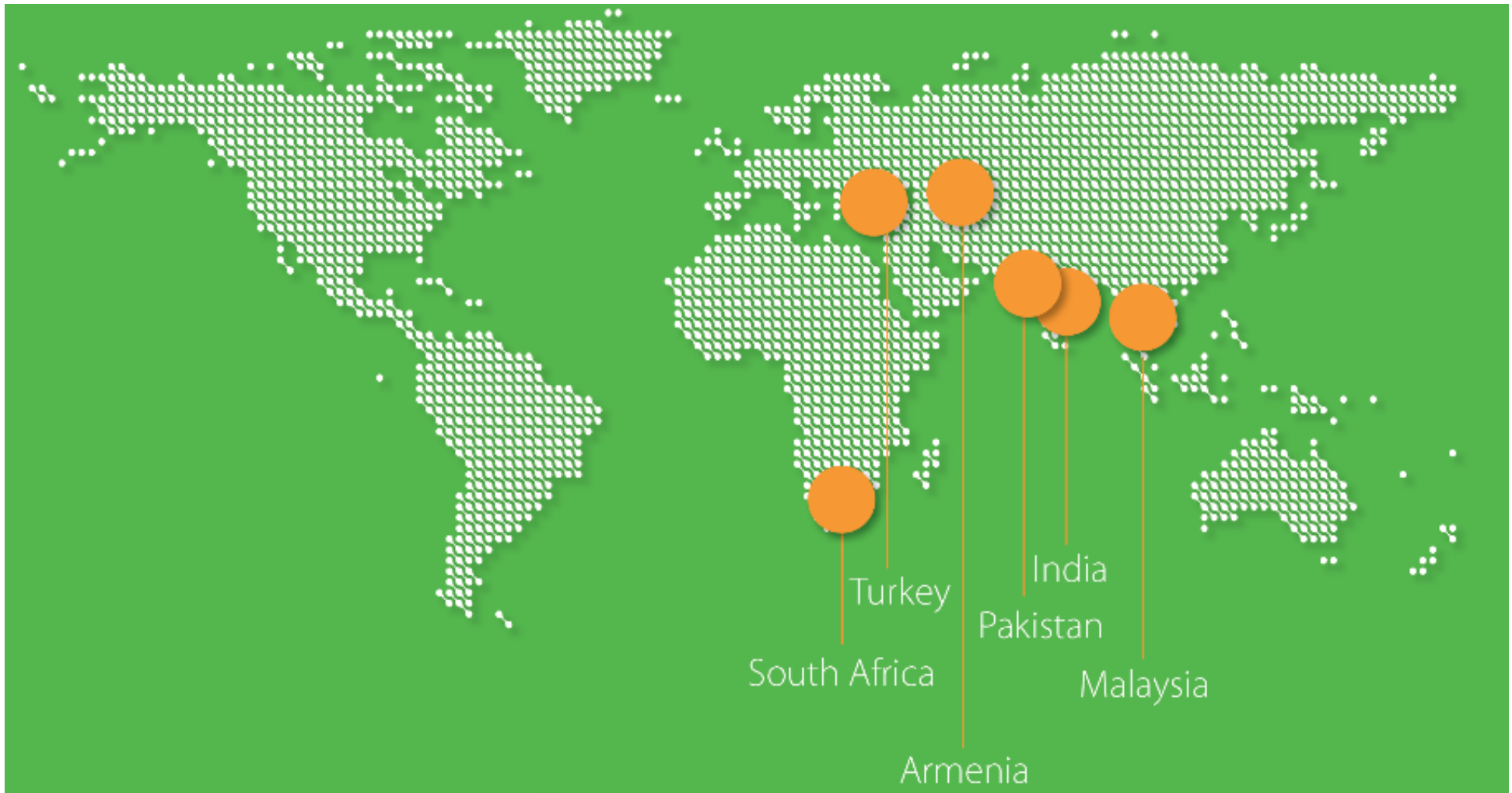
# Geographic Reach: 8 Regions Across the US



# 30+ Global Ideas Partners



# Seven Global Accelerators





# Cleantech Open “Network of Networks”



# Industry Breadth: 8 Industry Sectors



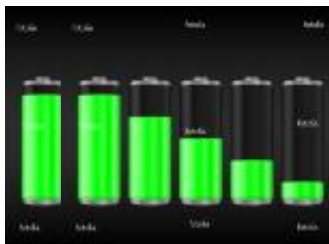
**Energy Generation**



**Energy Efficiency**



**Agriculture,  
Water & Waste**



**Energy Distribution  
& Storage**



**Chemicals &  
Advanced Materials**



**Information &  
Communications  
Technology**



**Green Building**



**Transportation**

# Where We Play

Competitions



Cleantech Incubators

Research

Early Stage

Commercialization

Growth to scale

Pilot

Production

Scale-up

Grants  
Bootstrap

Seed

Series  
A

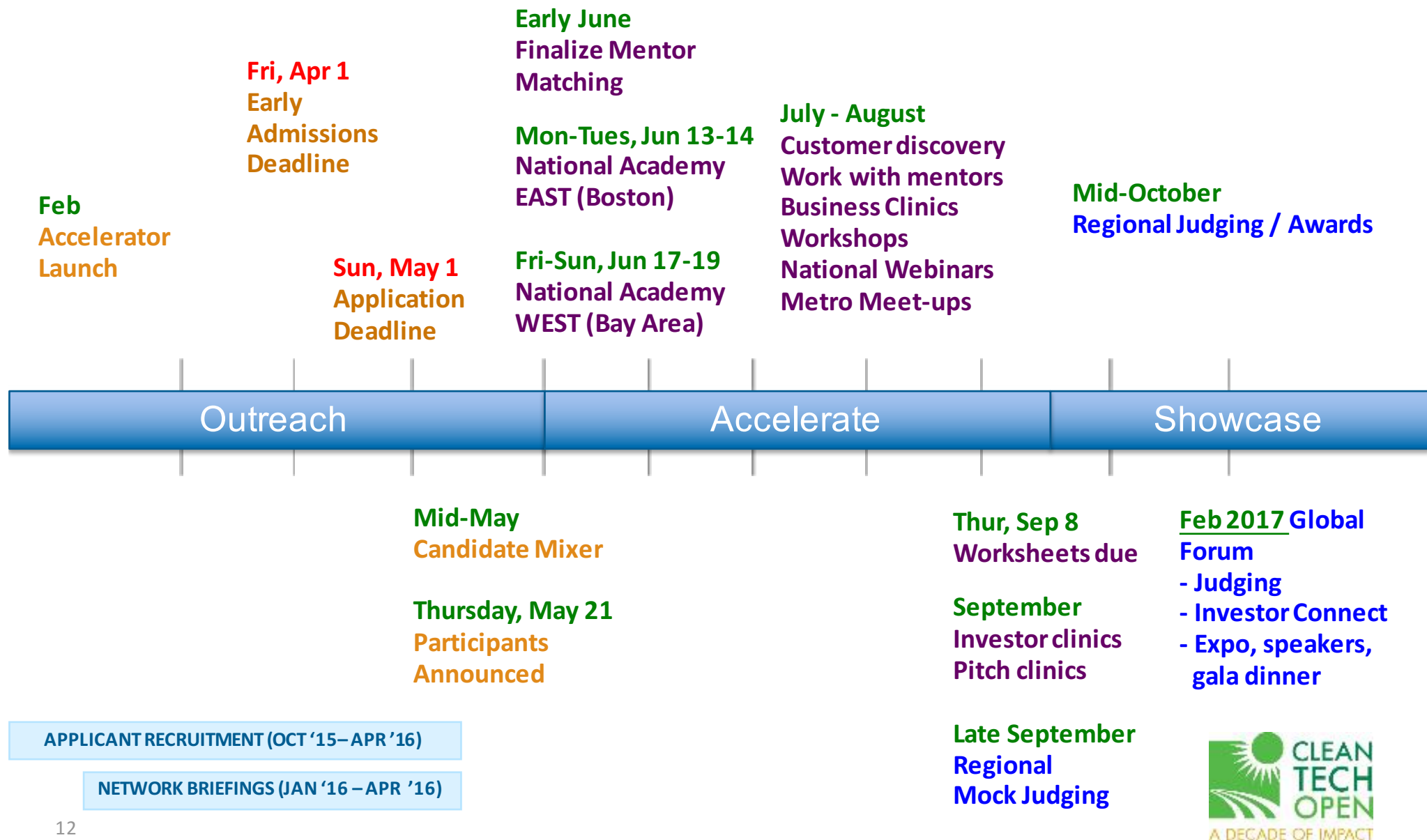
Series  
B

Series  
C

IPO / Exit



# 2016 Program Timeline





# What Our Startups Get

## INSIGHT

- Customer discovery
- Mentors, coaches, & judge feedback

## FOCUS

- Lean startup / bus. model canvas
- 10 step process
- Structured worksheets, conversations

## OPPORTUNITY

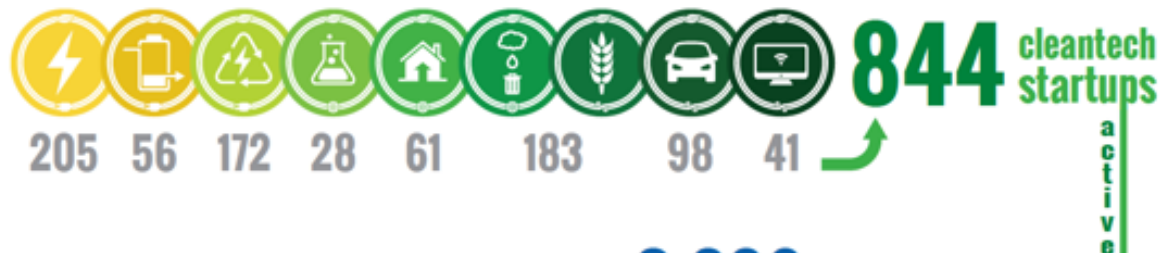
- Exposure to industry experts, customers, channel partners, alumni, and global network

## Results:



# IN JUST 10 YEARS...

**1157** teams accelerated



**3,286** jobs created\*

total revenue from 2005-2014\*

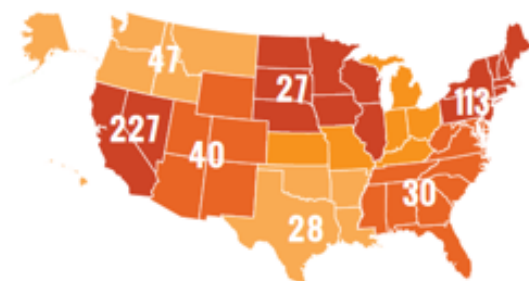
**\$187,903,000**

**\$1,214,000,000\***

OUTSIDE FUNDS TOTAL

\$781M Private • \$73M Angels • \$205M Grants • \$155M Other

\$1.7M average per company



**2014, we went global**



**6** Global Accelerators so far...

**513 PATENTS\***

## Current Cleantech Open Sponsors (sample)

The Coca-Cola logo, featuring the brand name in its signature red script.The Wells Fargo logo, consisting of the words "WELLS" and "FARGO" in yellow, bold, sans-serif capital letters on a red rectangular background.The CalSEED logo, with "Cal" in blue and "SEED" in green, bold, sans-serif capital letters.The Siemens logo, featuring the word "SIEMENS" in teal, bold, sans-serif capital letters.The nyserda logo, with "nyserda" in green and grey lowercase letters, and the tagline "Energy. Innovation. Solutions." below it.The Sidley Austin LLP logo, with "SIDLEY AUSTIN LLP" in small black capital letters above the word "SIDLEY" in large black capital letters.The LACI logo, with "LACI" in red and grey, bold, sans-serif capital letters.The nationalgrid logo, with "nationalgrid" in blue, lowercase letters.The Autodesk logo, featuring a stylized blue and green "A" followed by the word "AUTODESK" in black, bold, sans-serif capital letters.The Deloitte logo, with the word "Deloitte" in blue, bold, sans-serif capital letters.



CLEAN  
TECH  
OPEN

A DECADE OF IMPACT