Intro to MTI

Intro to Cleantech Open

Why the partnership?

What are the opportunities?
MTI Elevator Speech:

We **fund** Maine entrepreneurs and companies who engage technology to develop innovative products and **connect** them to resources to help them **grow** profitable enterprises.
MTI Programs

Maine Technology Institute
(MTI)

Business Innovation Program (BIP)
- Grants
- Loans
- Equity Capital
- SBIR/STTR Support

Cluster Initiative Program (CIP)
- Grants for Collaborative Project Planning & Implementation

Maine Technology Asset Fund (MTAF)
- Grants and Loans for R&D Capital Investments
Connect | Enable | Accelerate

Cleantech Open Northeast
Accelerating Cleantech Startups in the Northeast
Who we are

Mission: Find, fund and foster entrepreneurs with big ideas that address today’s most urgent energy, environmental and economic challenges.

We are the world’s oldest and largest cleantech accelerator

Founded in 2006
727 Alumni have raised >$800 million
8 regions covering 50 states
100+ annual events
350 applicants nationally in 2012
More than $750K distributed nationally in prizes each year
There are many cleantech entrepreneurs with great ideas that may not have the tools, resources, or connections to succeed as quickly as they might if they were connected with these assets.

Cleantech Open tries to fill this void by providing mentoring, entrepreneurship education, and opportunities for high value networking and visibility.

All on the platform of an annual business competition which gives out about a quarter of a million dollars worth of prizes each year.
Apply Within Your Region
Qualify as a Participant
and receive $45,000 worth of training, services, mentoring, network and visibility

Present your idea to a regional Judging Panel to practice your pitch and receive expert feedback

Engage subject matter experts during the National Webinars and neighborhood business clinics

Become a Regional Finalist
and receive a “Startup in a Box” of cash and services worth $20,000 and compete at the Global Forum for the Grand Prize

Showcase at the Global Forum
and present your ideas to investors and business leaders

Participate in the Academy, an acclaimed intensive 3-day training course led by experts in the field

Win the Grand Prize
and receive up to $200,000* worth of cash, services, national press coverage and more

CLEANTECH OPEN
2013 Calendar – Northeast Region

**January – May**
- Applicant Recruitment

**March**
- National Competition Launch

**May 1**
- Application deadline

**Late June / Early July**
- National Academies (Boston and San Jose)

**Late May / Early June**
- Semifinalists Announced
- Mentor Mixers in NYC and Boston
- Mentor matching

**September**
- Deliverables Due (worksheets, draft investor pitch)
- Practice pitch sessions
- Mock Judging (Boston, NYC)

**October**
- Regional Judging
- Regional Awards

**November**
- Cleantech Open Global Forum

**Late July-August**
- Workshop days
- Speed networking events
- Business clinics
- Webinars
- Matched Mentoring

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“At first I wasn't sure another competition was going to be that valuable, but I am so happy that we entered the Cleantech Open. From the mentors guidance and judges feedback, to the networking events and useful connections, I found the Cleantech Open to be well worth the investment. I highly recommend it to cleantech startups.”

—Soren Harrison, Northeast Semifinalist 2011
1. People

Our network includes:

- **Investors**
  - Angels
  - VCs
  - Strategic Partners
- **Service Providers**
  - Accounting / Finance
  - Legal
  - Executive Recruitment
  - Business Development Consulting
- **Serial Entrepreneurs**
- **Technology / Industry Specialists**
- **Corporate Business-people**
- **Government Agency Reps**

These are people who have DONE deals, seen the best and worst, and want to help you succeed quickly!
2. Programs: Major Activities of the Accelerator

Training
• National Academies, National Webinars, Regional Training
• Mock Judging, Business Clinics

Mentoring
• 1,000+ participating mentors nationally: generalists and specialists
• 20+ Business Clinics nationally

Access to Capital
• Relationships with Strategic Investors, Angel Groups and VC firms in each region
• National Investor Series: Pitch Panels Networking Receptions, Investor Connect

Showcasing
• Regional event and showcases
• National Conference & Global Forum
• Press exposure
3. Prizes: Cleantech Open Accelerator Awards

~300 Applicants → 144 Regional Semifinalists
Participation in training, mentoring, access to capital, showcasing (over 50% of all applicants)

Up to 30 Regional Finalists
$20,000 in cash and services (1-5 Finalists per region)

Up to 8 Regional Sustainability Winners
$10,000 in cash and services

Up to 8 National Category Winners

One National Sustainability Winner

One National Winner
$250,000 in investment and services
## 2013 – 8 Technology Categories

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<thead>
<tr>
<th>Category</th>
<th>Description</th>
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<tr>
<td>1</td>
<td>Energy Generation</td>
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<td>2</td>
<td>Energy Distribution &amp; Storage</td>
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<td>3</td>
<td>Energy Efficiency</td>
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<td>Chemicals &amp; Advanced Materials</td>
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<td>5</td>
<td>Information &amp; Communication Technology</td>
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<td>6</td>
<td>Green Building</td>
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<td>7</td>
<td>Transportation</td>
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<td>8</td>
<td>Agriculture-Water-Waste</td>
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2012 Accelerator Criteria & Fees

• Application Criteria
  o $1m max in external private financing, cumulative
  o $5m max from grants or friends and family, cumulative
  o 1 US resident, citizen or legal alien minimum per team

• Application Fee
  o $140 Per Team (professionals)
  o $90 Per Team (students)
  o Early bird pricing available

• Participation Fee (as Accelerator Participants)
  o $475 Per Person
  o Heavily subsidized by sponsors and the generous contributions of many volunteers across the country
What We Can Provide

• A national accelerator opportunity for your cleantech venture

• A commercialization mechanism for your technologies

• Access to comprehensive mentor matching, scheduling, judging, event management online software platform

• Access to our Network of Networks – successful alumni companies, sponsors, venture capital firms, mentors, and judges

• Participation in new venture job creation and economic development
Why the partnership?

• MTI seeks to connect Maine companies with networks and resources outside the State
MTI’s Cleantech Open Metro Ambassadors
What is happening in Maine?

MTI and Metro Ambassadors will:
• help identify Maine companies eligible to compete
• Identify mentors and judges from Maine to participate in accelerator
What are the opportunities for Maine companies?

Apply to participate: www.cleantechopen.org/launchhere

MTI will match Maine company funds used for the participation fee to assist with travel associated with Cleantech Open
Questions about MTI?
Questions about Cleantech Open?

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