Cleantech Navigate Northeast
Maine Startup & Create Week
June 19, 2014
Who We Are

Regional business association representing investors and clean energy companies throughout New England and supporting entrepreneurs throughout Northeast.

Northeast Division of the world’s oldest and largest cleantech start-up accelerator program, providing mentorship and entrepreneurship through annual competition.

Maine’s primary cleantech cluster organization. Seeks to build and expand the State’s environmental, energy, and clean technology sectors. Acts as a catalyst to stimulate growth in this sector by facilitating networking, serving as a clearinghouse for objective information, and leading efforts to promote the sector.
Who We Are
Who are you?

Entrepreneurs?

Universities?

Cleantech Startup Resources?

Investors?
What entrepreneurs need to survive and thrive as their companies develop

- Market pain points
- Product/market fit
- Competition
- Target customers
- Channel partners / suppliers
- Early adopters
- Broad customer base

- Technology / prototype development
- Validation services
- Prototype manufacture
- Pilot & demonstration test sites / opportunities
- Design for commercial manufacture
- Manufacturers

- Funding sources (Angel, seed, VC, Private Equity, Debt, Strategic corporate investment, Grants)
- Financial model, pricing structure
- Sales revenue

- Talented team
- Industry expertise
- Mentorship from experienced entrepreneurs
- Peer community for support
- Vetted & affordable service providers

- Market
- Product
- People
- Entrepreneur

Money

CONNECTIONS
Fortunately…

The Northeast is a region bustling with a plethora of brilliant people and valuable resources that entrepreneurs can leverage to accelerate their companies successful development and growth…
Unfortunately…

Entrepreneurs

Local Entrepreneur Support Organizations

Resources

Local Resources (Mentors, Technology Development, Service Providers)

Entrepreneurs
What is needed?

Entrepreneurs and local support organizations need a guide to the full breadth of support that our region has to offer…and a year-round connector to provide tailored access to the right regional resources at the right time during varying stages of development.
Navigate
A Powerful and Connected Regional Resource Network
of Entrepreneurs & their Supporters

Our Vision:
The Northeast is the best and easiest place to start and grow a cleantech business.
What is Cleantech Navigate Northeast?

Navigate

Regional Events

Connector Service

Digital Knowledgebase
Regional Events:
Intimate gatherings of entrepreneurs and enablers with resources (mentors, financiers, partners, customers)

- Founder & Mentor Challenge Days
  - Late July, Albany

- Showcases, Demo Days, Investor & Corporate Connect
  - June 18-19, NYC
  - October 27-28, Boston

- Early Adopter Customer Forums
  - July 15, Boston
  - September, NYC

- Talent Events
  - March 6, Boston

- Navigate Summits
  - April & December
  - Boston & Albany
Connector Service:
Work closely with partners to understand entrepreneurs’ needs and connect to appropriate regional resources

Quarterly Entrepreneur Check-Ins
(Completed for ME companies by E2Tech)

Introductions & Communications
Peer & Expert Mentoring
Targeted Connection Events
Knowledgebase

Cleantech Navigate Northeast
Labs & Testing Facilities
A Directory of Cleantech Laboratories and Testing Facilities in the Northeastern U.S.

Labs & Testing Facilities

Advanced Composite Materials and Textile Research Laboratory
Parent Institution: University of Massachusetts Lowell (UMass Lowell)
Facility Type: Laboratory, Test Bed
Location: Lowell, Massachusetts

Advanced Manufacturing Center
Parent Institution: University of Maine
Facility Type: Laboratory, Test Bed
Location: Orono, Maine

Search
Select from any of the options below to refine the results being displayed.

Keyword/Phrase
Enter keywords

States
- Connecticut (4)
- Maine (9)
- Massachusetts (63)
- New Hampshire (2)
- New York (4)
- Rhode Island (3)

Facility Type
- Demonstration Site (12)
- Laboratory (74)
For Maine, Navigate means...

- Bring together key Maine stakeholders around Maine strengths and needs
- Give homegrown entrepreneurs streamlined access to a diverse network of regional resources. More of what they need: funders, partners, customers and talent
- Showcase local assets to the regional cleantech innovation & entrepreneurship community – demonstrate the leadership of the state
- Share best practices with leading cleantech entrepreneur organizations from across the region
Engage with your regional community

- Entrepreneur Connectors
- Resource Connectors
- Working Groups
- Mentorship & Expertise
- Events
- Resource Mapping

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