

Enterprise Development Program

NREL develops renewable energy and energy efficiency technologies and practices, advances related science and engineering, and transfers knowledge and innovations to address the nation's energy and environmental goals. For more information on NREL visit www.nrel.gov.

As part of this mission we work with entrepreneurs, investors, large energy firms, incubators and state and local organizations to help successfully bring their technologies to the marketplace.

Description of Services

NREL has been built an innovative technology transfer program focused on empowering the entrepreneur with information, contacts, and opportunities to meet and learn from leaders in the energy, investment, and business community. The key elements of this program are listed below.



- **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 www.cleanenergyforum.com. Proceedings on the last forum held in Orlando, FL in October 2004, can be found at: www.nrel.gov/technologytransfer/entrepreneurs/17_forum_results.html.
- **The National Alliance of Clean Energy Business Incubators** is an alliance of the nations top incubators committed to incubating and providing business services to clean energy entrepreneurs. For more information visit www.nrel.gov/technologytransfer/entrepreneurs/pdfs/incubator4.pdf.
- **The Clean Energy Investor Directory** contains contact and profile information for about 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 see: www.nrel.gov/technologytransfer/entrepreneurs/directory.html.
- **NREL Growth Link** is a web-based directory of clean energy companies seeking financing, partnering, and growth opportunities. Investors and energy firms can use the directory to find clean energy technologies that match their investment and strategic interests. To view and/or sign up see: www.nrelgrowthlink.com.
- **NREL Technology Day** is a new, and highly interactive, annual venue designed to introduce NREL/DOE and its technologies, along with its corresponding research directions and discoveries, to a wide range investors and industry experts, while also allowing all attendees to gain broader perspectives on trends and emerging opportunities in clean energy and related markets. Results from the first NREL Technology Day are at: www.nrel.gov/technologytransfer/tech_day.html.

For more information about enterprise development services for entrepreneurs please visit our Web site at www.nrel.gov/technologytransfer/entrepreneurs/entrepreneurs.html.



Other Technology Transfer Services

NREL has a wide variety of ways to share our research and intellectual property with industry, academia, and state and local organizations. These partnerships can be created through contract mechanisms such as cooperative research and development agreements (CRADA) and work for others (WFO).

A CRADA provides a qualified industry partner direct access to NREL-developed science and technology, research facilities, and staff. CRADA partnership advantages:

- NREL contributes facilities, intellectual property, and personnel to the partnership.
- Data generated under the agreement may be protected from public disclosure for up to 5 years.
- Rights to inventions (i.e., intellectual property) developed may be acquired.

A WFO is a fee-based contracting mechanism to sponsor a research and development project at NREL. This mechanism allows partners to leverage, at their cost, federally developed science and technology research. All research conducted must align with NREL's mission. WFO partnership advantages:

- Data generated under the agreement is negotiable, ranging from fully proprietary to all parties can use all data produced without restriction.
- Proprietary and nonproprietary research or testing can be conducted.
- Rights to any inventions (i.e., intellectual property) developed may be acquired.

For information please visit www.nrel.gov/technologytransfer/partnering.html.

Access to NREL-Developed Technology

NREL also has an extensive intellectual property portfolio available for private or public sector licensing. Under federal law, NREL is authorized to retain rights to Intellectual Property developed through NREL research programs, and license those rights to qualified industrial partners who wish to commercialize them. For a full listing of NREL's Intellectual Property please visit our Web site at www.nrel.gov/technologytransfer/available_technologies.html.

Key Reports

NREL publications are also a very good information resource and can be found at www.nrel.gov/publications. Other key reports of potential interest for entrepreneurs include:

- Transitioning to Private Sector Financing: Characteristics of Success (3/02)
www.nrel.gov/docs/gen/fy02/31192.pdf
- Bridging the Valley of Death: Transitioning from public to Private Sector Financing (5/03)
www.nrel.gov/docs/gen/fy03/34036.pdf
- 2003 NREL Research Review (4/04)
www.nrel.gov/docs/fy04osti/36178.pdf

Our Commitment

NREL is committed to serving our industry partners and delivering NREL's world-class renewable energy and energy efficiency technology to the marketplace. 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 does offer, but focuses on support for the DOE technology programs and in turn provides support for "industry groups" through a competitive subcontracting process.

For more information on how NREL can assist your enterprise development and entrepreneurial needs please contact Lawrence M. (Marty) by e-mail at lawrence_murphy@nrel.gov or by phone at 303-275-3050. Also, for more technology transfer opportunities, visit our Web site at www.nrel.gov/technologytransfer.

Please, if you contact us, 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 CRADA). Although typically NREL does not sign confidentiality agreements, this can be done if a special need exists.

