

# **GAMOW Technology-to-Market (T2M) Priorities**

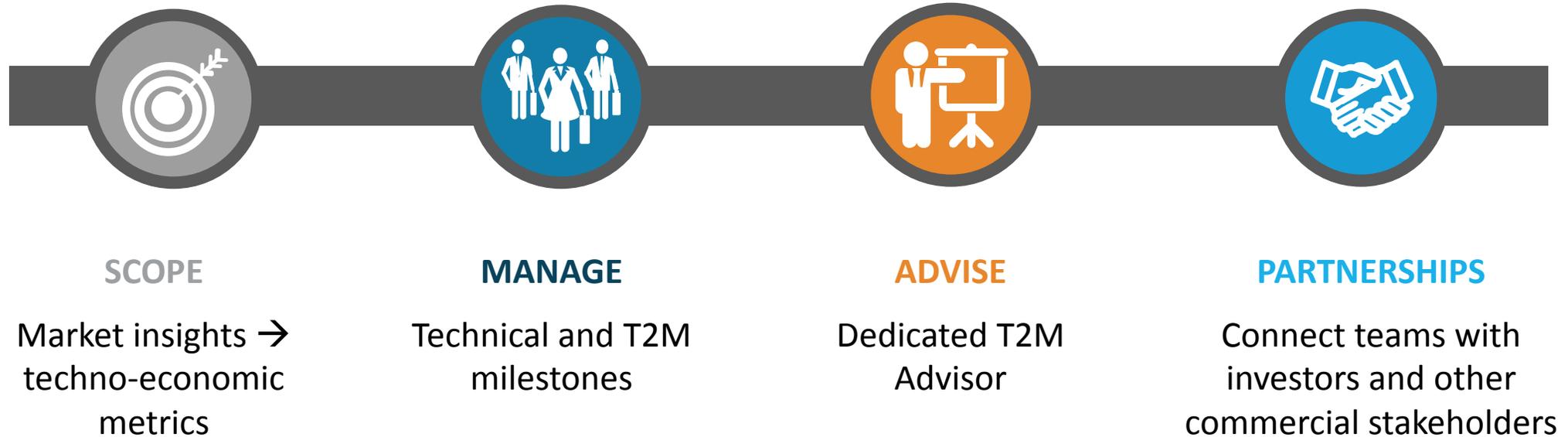
GAMOW Kickoff Event

Sam Wurzel – Incoming T2M Advisor

January 21<sup>st</sup>, 2021

# T2M at ARPA-E: “If it works, will it matter?”

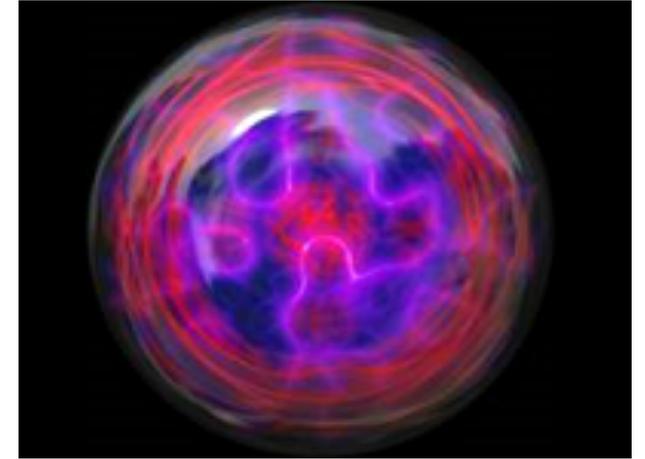
---



# Overall T2M Priorities for ARPA-E Fusion Portfolio

- Investor engagement
- Fusion market research: Fusion market study
- Power plant costing studies ([ALPHA costing study](#))
- Engaging NGOs on social license, advocacy, communication, and education for fusion
- Supporting/coaching project teams (on development plan, team building, securing follow-on funding, etc.)
- Identify sources of follow on funding

ALPHA



# GAMOW is unique

---

Deploying supporting technologies in reactor relevant experiments along multiple development paths on a 10 year time horizon requires a modified T2M strategy.



# Specific GAMOW T2M Priorities

---

## A starting point for written T2M plan

- Talk with the end users of your technology, ideally fusion experiments on a commercial track or large experiments with relevant requirements.
- Learn the details of **their** requirements. If there is a potential commercial case, develop a Letter of Intent (LOI).
- Show how feedback tangibly affects your project decisions, and if not, why not.
- Detail how you will reduce risk for fusion concepts and their investors.
- Map supply chain issues, regulatory issues, and possible impact on social acceptance.
- Work with costing team to determine cost requirements and improve costing models.
- Identify novel funding models and sources of follow on funding.
- Identify potential non-fusion applications, if any.

# Final Thoughts

---

- I'm looking forward to meeting and speaking with all performers starting January 31st and working with you on your T2M plans.
- Contact info to come