

DAY 1 | BREAKOUT SESSION 1A

Innovator/ Entrepreneur Groups

Define the Technology Challenge & Related Mitigation

1:30 PM

MODERATORS

Isik Kizilyalli - Dignity

Joe King - Hoyt

Breakout Session 1A: Technology Groups

Q1. WHAT ARE THE TECHNOLOGY CHALLENGES RELATED TO THE 3 RUNWAYS? DO THEY DIFFER?

1. Tech Runway for Disruption (a radical change that creates a new market)
2. Tech Runway for Transformation (change in form or character or process)
3. Tech Runway for Absorption (assimilation into the system)

DEFINE THE HURDLES & RISKS (not all required):

Ideation Capacity	Proof of Principle
Technology Prototype	Scaled Prototype
Manufacturing	Product Complexity
Cost Advantage	Techno-Economic Analysis (TEA)
Customers	Supply Chain

Q2. WHAT MECHANISMS WILL MITIGATE INNOVATOR TECHNOLOGY RISKS?

Industrial Capacity	State Incentives
National Labs	Generic Manufacturing Platforms

Session Deliverables:

1. One page presentation on mechanisms that will de-risk the Technology Runway
2. Highlight one innovative mechanism that has strong support

DAY 1 | BREAKOUT SESSION 1B

Capital Provider Groups

Define the Investment Challenge & Related Innovation

1:30 PM

MODERATORS

Wendolyn Holland - Endurance

Jeff Weiss - Kountze

Nate Gorence - Fischer

Breakout Session 1B: Capital - Investor Groups

Q.1 WHAT IS THE INVESTMENT CHALLENGE IN RELATION TO YOUR OBJECTIVE?

DEFINE INVESTMENT METRICS OF EACH INVESTOR SEGMENT:

Liquidity	Business models
Scalability	Capital Size
Grants	Internal Rate Returns

Q.2. WHAT MECHANISMS WILL MITIGATE INVESTOR RISK APPETITE?

Structured Finance	Tax Equity
Risk Insurance	Financial Structures
Pooled capital (social & private capital & patient capital)	
Valuation of Customer Interest	

Session Deliverables:

1. One page presentation on mechanisms that will motivate capital to invest
2. Highlight one innovative mechanism that has strong support