Ashok Das's challenge details for challenge: [Solar Prize Round 6](#)

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Explanation

We have a concept and design of a product. We need market validation, go to market strategy, prototype development, and funding.

Key Needs

- Manufacturing (3 / 5): We need connection to manufacturers for this product early enough to ensure "design for manufacturing'.
- Fabrication & Prototyping (4 / 5): We need to get our prototype fabricated at a reasonable cost.
- Business Development & Commercialization (5 / 5): We are embarking on a B2C+B2B market. While we have strength in B2B, we need support for B2C marketing and sales.
- Strategy (4 / 5): We are developing a few products, first focusing on home appliances. A market perspective for our products and prioritization would be very helpful. Also, we need help in strategy for go to market.
- Testing and Validation (3 / 5): Our products need to get all required certifications such UL, etc. We also have solutions in line that needs lab testing.
- Utility Scale (3 / 5): Some to guide us on the regulatory and compliance for the utility sector for interfacing and market dynamics.
- Funding & Investments (5 / 5): Most needed! We need funds for develop our prototype, set up pilots, go to market, and all the phases of a start-up. We are looking for angels, pre-seed, seed stage funding.
- Hardware Development (4 / 5): We need to design and prototype the circuit board for the electronics product - storage, inverter, IoT - all in one.
- Marketing & Promotion (5 / 5): We need help in B2C marketing and campaign. Our solution has B2B also, that we can manage, initially. Later, we might need B2B support as well.

Matches

1. [Zpryme](#): 89.65%
2. [Positive Deviancy](#): 89.53%
3. [New Mexico Clean Energy Resilience and Growth](#): 89.53%
4. [Circuit Launch](#): 88.50%
5. [GoSun](#): 88.48%
6. [BlueTree Allied Angels](#): 87.45%
7. [Mendiak Systems](#): 87.44%
8. [BlochSoft Technologies Inc](#): 87.44%
9. [BLUE Excelerator (Blue Institute)](#): 87.43%

10. [NextEnergy](): 86.40%