

Executing Pilots to Reduce Commercial Risk



- Focused Recruitment of Underrepresented and Undersupported Entrepreneurs
- Comprehensive Support to 4-6 Hard-tech Startups
- Industry Partners as Mentors and Pilot Host
- Pilot Execution to Reduce Commercial Risk
- 24 to 30 Month Engagement
 - Total Financial Support \$300 \$400K (\$100K in grants/in-kind support, \$100K Optional Investments & up to \$200K from DOE Phase 2 Award)
 - Targeted Program Curriculum
 - Engineering & Mentorship
 - Technical & Market Expertise
 - Potential Equity Investments



Program Focus — Addressing Commercialization Valley of Death					
	TRL 5	TRL 6	TRL 7	TRL 8	TRL 9
Technology Maturation Plan	Process Development	Viability Demonstration (1/100 th Scale)	Transition to Commercial (1/10 th Scale)	Commercial Scale Demonstration	Commercial Deployment
Startup Activities and Objectives	 Core technology demonstration & all unit operations Development and utilization of TEA to inform optimization (technology, experiments) Pilot Scale with integrated tests producing samples of final product. Process Eng. Data gathering to inform scale-up 		 Demonstration scale plant (including all sub-systems) development, testing and final operation conditions Continuous integrated operation of 1/10th scale for 1,000 hours and data collection Document pilot performance and engage with independent engineer to obtain investor confidence 		 Detailed process model & engineering deliverables to support project execution & const. planning & estimate 1st commercial scale project development & plant operations