

## Cleantech Navigate Northeast

Cleantech Navigate Northeast is a first-of-its-kind region-wide resource network focused on helping entrepreneurs in New England and New York make quality, targeted connections on a regional scale, designed to help make the Northeast the best and easiest place to start and grow a cleantech business. Cleantech Navigate Northeast gets to know cleantech entrepreneurs and their business needs, and provides entrepreneurs with tailored access to critical resources needed for cleantech entrepreneurs to develop, scale and succeed as quickly as possible.

**Connectors:** We understand that the path from idea to start-up to early-stage and to growth is different for every entrepreneur. The Cleantech Navigate Northeast team and our Connector partners across the cleantech innovation support network are experts manage relationships with entrepreneurs to understand their business and their current needs and challenges. We leverage the Cleantech Navigate Northeast network to identify and connect entrepreneurs to the mentors, experts, talent, investors, partners, and programs from across the region that would be most valuable at their current stage.

**Events:** Cleantech Navigate Northeast believes in networking with a purpose. Our events bring entrepreneurs together with individuals who can help accelerate their success through peer and expert mentorship, and by providing meaningful connections.



- **Founder & Mentor Challenge Days** bring together founders, mentors and experts for intimate, facilitated, workshop-style networking activities that will help entrepreneurs acquire meaningful advice for overcoming their current business challenges.
- **Investor & Corporate Connect Events** create a venue for entrepreneurs to make connections with investors and corporate partners. Our matchmaking and speed-networking approach creates a great starting point from which participants can choose to develop a deeper relationship.
- **Early-Adopter Customer Forums** are intimate roundtables developed in partnership with sustainability coalitions and business associations. Entrepreneurs will learn about customer pain points from established businesses seeking to adopt innovative green products and technologies, while customers will be able to meet entrepreneurs developing clean technologies that could help them meet their sustainability goals.
- **Talent Connect Events.** Cleantech Navigate Northeast organizes and supports events such as intern fairs, team-building events, hack-a-thons, and other creative venues that help entrepreneurs find talent from entry- to c-level.
- **Cleantech Navigate Northeast Summits:** Cleantech Navigate Northeast brings together its regional network twice each year for an innovative summit where we bridge connections among leaders in cleantech entrepreneurship, innovation and commercialization across regional lines, and explore best practices for overcoming core industry challenges.

**The Navigate Explorer:** The Navigate Explorer is a shared knowledgebase and map of the regional cleantech innovation ecosystem that features easily searchable resource listings for our partners, as well as for entrepreneurs at any stage, including business guidance, prototyping support, test beds, information about funding opportunities through federal and state agencies, and more. <http://cleantechnavigate.org/resources/>



**Our Collaborative Approach:** Collaboration is at the heart of Cleantech Navigate Northeast. We are building a tightly-linked network of leaders from the cleantech industry and beyond by working together to support entrepreneurs as they grow. Our vision for Cleantech Navigate Northeast is to coordinate resources and tie together the plethora of local and regional assets for cleantech entrepreneurs, working with our partners to fill gaps and identify best practices. The region's cleantech entrepreneurship, innovation and commercialization leaders are at the heart of our Connector network, and we time our events to leverage and strengthen existing regional events and activities.



### Get Involved!

NECEC Institute leads Cleantech Navigate Northeast in alliance with Cleantech Open Northeast and in partnership with a growing network of accelerators, proof of concept centers, incubators, state and university programs, and leading companies across the Northeast. If you'd like to get involved as a participating entrepreneur, connector, mentor or

expert, or by populating the knowledgebase with information about resources or participating in, organizing or co-hosting an event, contact the Cleantech Navigate Northeast team at [Navigate@nececinate.org](mailto:Navigate@nececinate.org).

### About NECEC & Cleantech Open Northeast

NECEC is a regional non-profit organization representing clean energy companies and entrepreneurs throughout New England and the Northeast through programs and initiatives that help clean energy businesses at all stages of development to access the resources they need to grow. The New England Clean Energy Council is the lead voice for hundreds of clean energy companies across New England, influencing the energy policy agenda and growing the clean energy economy. The NECEC Institute leads programs that support Innovation & Entrepreneurship, Cluster and Economic Development and Workforce Development. NECEC's combined mission is to accelerate the region's clean energy economy to global leadership by building an active community of stakeholders and a world-class cluster of clean energy companies.

Cleantech Navigate Northeast is an initiative through NECEC's strategic alliance with the northeast division of Cleantech Open, the world's oldest and largest business start-up accelerator program. Cleantech Open is a 501c3 non-profit organization with the mission to find, fund, and foster the big ideas that address today's most urgent energy, environmental, and economic challenges. To accomplish this mission, the Cleantech Open provides the infrastructure, expertise and strategic relationships to turn ideas into successful global cleantech companies: through its one-of-a-kind annual accelerator, the Cleantech Open has helped hundreds of cleantech-startups with education, mentorship, visibility and high-quality networking. Since 2006, the Cleantech Open has awarded over \$6 million in cash; the more than 900 graduates of the program have raised more than \$1 billion in external capital. The Cleantech Open Northeast has supported more than 250 startups which have raised more than \$250 million in external capital, and 50 percent of which are actively in business today.

**Cleantech Navigate Northeast Funding Support Provided By:**

