



One-on-One Networking Sessions

About

Through the One-on-One Networking Sessions, attendees have the opportunity to connect and build dialogue during 10-minute meetings with seated investors and cleantech professionals.

The NREL **Emerging Markets Day** One-on-One Networking Session will take place on **May 8, 2019** from 4:15 - 5:30pm and will feature over 30 seated professionals. Professionals who will be at Emerging Markets Day in addition to the Industry Growth Forum are marked with a green star (★) below.

The NREL **Industry Growth Forum** One-on-One Networking Session will take place on **May 9, 2019** from 8:10 - 11:40am and will feature over 80 seated professionals.

How to Participate

IGF and EMD Applicants: On **Monday, March 4, 2019 at 9am MT**, companies who applied to present will be given early access to request meetings. Meetings are scheduled via the event mobile app. In order to access the mobile app, companies must first register to attend the events.

All Attendees: On **Monday, March 18, 2019 at 9am MT**, all registered attendees will have the ability to request meetings with seated professionals. Meetings are scheduled via the event mobile app. In order to access the mobile app, companies must first register to attend the event.

Advance sign up for the One-on-One Networking Session will close on **April 24, 2019 at 5pm MT**.

Seated professionals will have the ability to accept/decline meeting requests. Final schedules will be made available in the mobile app at the end of April.

Attendees will have the ability to sign up for meetings onsite through the mobile app for remaining openings on participants schedules.

Please send any questions to industrygrowthforum@nrel.gov

[Register Here!](#)

**Acario Innovation****Patrick Sagisi**<http://accarioinnovation.com>

Acario Ventures funds early-stage companies in the new energy economy and sustainability sectors, including mobility, energy storage, and next-generation customer and grid services. Acario Ventures is part of Acario Innovation, the Silicon Valley-based corporate venture capital and open innovation arm of Tokyo Gas.

**Advance Capital Markets****Michael Ware**

Mr. Ware is the co-founder of Advance Capital Markets, Inc. a private investment firm with a long and successful track record in the energy and power industries. He has served as a financial advisor to private equity funds, international energy firms, independent power companies, electric utilities as well as a number of successful entrepreneurial enterprises. Mr. Ware served on the boards of nine GEI portfolio companies and is on the board of the American Council on Renewable Energy (ACORE), and the National Renewable Energy Laboratory Investor Advisory Board.

**Ara Partners****Cory Steffek** ★<https://www.arapartners.com/>

Ara Partners is a Houston-based private equity firm focused on growth and buyout investments targeting opportunities arising from the global energy transition. Ara invests in technically differentiated companies that leverage resource efficiency and sustainable attributes to deliver advantaged products and services. Building upon decades of experience in the conventional and renewable energy industries, the Ara team looks to partner with exceptional management teams to drive near-term growth in the chemicals and materials, industrial, and power and energy verticals.

**AP Ventures****Andrew Hinkly**<https://apventuresllp.com/>

Andrew Hinkly is the Founding Managing Partner of AP Ventures which had a first close of US\$200 million in July 2018. He has enjoyed a high profile career spanning more than 25 years working in the automotive and mining industries. He held a number of senior leadership positions at Anglo American, where he worked for a decade and was a member of Anglo American Platinum Executive Committee.

He previously held senior roles at Ford Motor Company where he was a member of the North American Executive Committee. At Ford he led the Production Procurement operations of Ford Americas and was responsible for \$45 billion of annual purchases from over 40,000 suppliers.

Whilst at Anglo American Andrew established the successful Corporate Venture Capital Fund, the predecessor fund to AP Ventures Fund I, to invest in innovative technology companies which utilize PGMs. Andrew is a board member of Food Freshness, GreyRock, and HyET.

**Austin Technology Incubator****Richard Amato ★ & Mark Sanders**<https://ati.utexas.edu/>

The Austin Technology Incubator is the startup incubator of the University of Texas at Austin. ATI focuses on helping startups compete successfully in the capital markets. We don't write checks. But we have strong, long-term, trust-based relationships with investors – the local angel investors community, local and national venture capital firms, and sources of public funding. We surround founding teams with talent that they couldn't otherwise afford. That talent comes in 3 flavors: our professional staff, students and faculty at UT Austin, and our network of mentors, advisors, and investors.



Our program is customized to each company. We don't have one process that each member must follow. We're made-to-measure, not off-the-rack. We find that's the best way to get results.

**Chemical Angel Network****Frank Slejko** ★<http://www.chemicalangels.com/>

The Chemical Angel Network provides a mechanism for accredited angel investors to source and vet quality early-stage investment opportunities, assist entrepreneurs and early-stage growth companies and be a quality source for information, educational resources and advisors. A key aim for these investments will be economic development across all markets associated with the Chemical Enterprise - one of the country's largest contributors to job growth and GDP - by helping emerging companies grow to profitability and/or grow to Venture Capital scale investments.

**Chrysalix Venture Capital****Alicia Lenis**<https://www.chrysalix.com/>

Chrysalix is a global venture capital fund with a long history commercializing step-change innovation for resource intensive industries. We invest in intelligent systems, energy technology and resource productivity solutions to deliver outsized financial returns and environmental sustainability.

Alicia is an Associate based in Vancouver where she develops investment theses, sources deals, conducts due diligence and manages investment portfolios. Alicia has more than 10 years of experience working in and advising industrial technology companies.

**Clean Energy Trust****Ben Gaddy & Paul Seidler**<http://www.cleanenergytrust.org/>

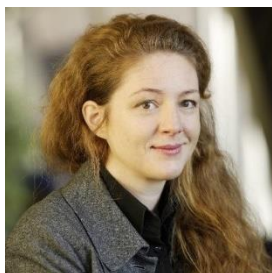
Clean Energy Trust brings cleantech innovation to market by finding, funding, and growing high-impact cleantech startups from the Midwest. Structured as a nonprofit, Clean Energy Trust makes seed investments and provides patient, hands-on support to help entrepreneurs scale and succeed. To date, Clean Energy Trust has invested \$50k-\$400k in 27 companies across the Midwest.

Clean Energy Trust works to demonstrate that investing in and supporting early-stage cleantech innovation can yield financial returns and positive impact. We believe entrepreneurship and innovation are powerful forces that can be leveraged to address environmental challenges, create jobs, and generate investment returns.



**Cottonwood Technology Fund****David Blivin** ★<http://www.cottonwood.vc/>

Cottonwood investing in founding stage/pre-seed IP based companies across all industries including materials, chemistry, energy, photonics and robotics. We focus on companies based in our primary regions of southwest US and northern Europe.

**BP Ventures****Daniela Proske**<https://www.bp.com/>

BP Ventures was set up more than ten years ago to identify and invest in private, high growth, game-changing technology companies, accelerating innovation across the entire energy spectrum.

Daniela joined the BP Venture team in 2018 and is leading activities in mobility. Before BP Ventures, she held a number of roles at BASF, where she started her career as business development and global key account manager in intermediates. Later she looked after BASF Ventures in North America. Most recently, she worked as senior manager mergers & acquisitions and led international M&A transactions for various business units. Prior to BASF, Daniela co-founded a life science company as head of finance.

**DSM Venturing****Luda Kopeikina**<https://www.dsm.com/>

DSM is a multibillion-dollar global material science company in nutrition, health and sustainable living. One of DSM businesses' is Advanced Solar, leading the market in anti-reflective coating, back sheet and electro-conductive back sheet materials. DSM Venturing invests in start-ups that can increase the performance of solar panels or provide data analytics about solar parks performance.

**E.ON****Conor Clifford**<https://eon.com/>

E.ON is an international privately-owned energy company, providing and operating energy-related services and solutions to residential customers, businesses of all sizes (commercial and industrial), towns and cities. SCI (Scouting and Co-Investments) is E.ON's Corporate Venture Capital unit which has been operating for approx. 5 years, and made over 20 investments. SCI primarily invests in early/mid-stage companies with demonstrated commercial traction, and products and business models that have a strategic fit with our operating business. SCI acts as investor, and commercial development partner between the start-up and our operating businesses. Usual ticket size: \$1 – 5M, plus follow-ons.

**EDF INC****Osama Idrees** ★<http://www.edf-innovation-lab.com/>

EDF (Électricité de France) is a global, integrated energy company, one of the world's largest electricity producers, and the largest renewable energy producer in Europe. EDF Innovation Lab's mission is twofold: first, to explore, analyze and research trends and disruptive technologies for EDF Group in North America, leveraging the innovation of Silicon Valley and building on local partnerships; and second, to develop and test new markets, innovative businesses and services, to support EDF Group's growth in decentralized, data-driven and low-carbon energy sectors.

Osama Idrees joined the EDF Innovation Lab in 2018 as a Principal on the Open Innovation team to support technology scouting for EDF business units, manage partnerships and to assist in accelerating new business development.

**Energy Innovation****Veery Maxwell**<https://energyinnovation.org/>

Energy Innovation is an energy and environmental firm, delivering high-quality research and original analysis to policymakers to inform them on energy policy. Veery is a Director at Energy Innovation, where she helps clients achieve their goals in climate and energy philanthropy. Veery is a member of the California Bar, earning her J.D. degree with honors from UC Hastings School of the Law, focusing on environmental issues. Veery earned her B.A. degree magna cum laude from Georgetown University, majoring in finance and international business. Previously, Veery worked for The Nature Conservancy, ClimateWorks Foundation, and Union Pacific.

**EnerTech Capital****Dean Sciorillo**<https://www.enertechcapital.com/>

EnerTech Capital invests in early, mid and growth stage companies in the Energy, Power, Cleantech, Utility, and Industrial Sectors. Dean has been investing in energy and clean energy companies and projects for 12 years. Dean joined EnerTech in 2004 and is responsible for sourcing, diligencing and working with EnerTech portfolio companies. Prior to joining EnerTech, Dean spent 15 years with Exelon Corporation most recently in the corporate venture capital group. Prior to that, he was a Business Planning Manager focusing on the long term strategic and financial planning of the Enterprises Business Unit and worked closely with the retail energy, telecommunication and utility infrastructure businesses. Earlier in his career, he held financial positions with several start-up businesses of Exelon including the company's energy management and consulting practice and onsite energy services business.

**Evok Innovations****Mike Biddle**<http://www.evokinnovations.com/>

Evok Innovations is a unique entrepreneur-led cleantech fund that accelerates the development and commercialization of solutions to the most pressing environmental and economic challenges facing the oil and gas sector today. We protect the environment and strengthen the economy by investing in the commercialization of clean technology.

Evok offers mentorship and customer access for early-stage clean technology companies while accelerating the development and commercialization of breakthrough solutions for strategic partners. We offer entrepreneurs access to major customers, subject matter experts, and opportunities to pilot and demonstrate innovative technologies. Evok is uniquely positioned to drive the commercialization of clean technologies and the large-scale adoption of solutions to the most critical economic and environmental challenges of the energy industry.

**First Green Partners****Tom Erickson**

First Green Partners is an early-stage investment firm focused on building companies that commercialize industrial technologies in energy, materials, and food. FGP pursues opportunities that generate resource efficiency, have advantaged feedstocks, improve product performance, or provide supply chain transparency. Tom Erickson is a venture capitalist and former research analyst in the technology space.

**Individual Investor****Georges Sassine**<https://www.linkedin.com/in/georgessassine/>

Georges is looking for game changing/moonshot energy and climate entrepreneurs that require long-term patient capital.

- Tri-sector leader driven to solve large scale problems by leveraging the strength of all sectors - business, government, and civil society.
- 10+ years in the global energy industry with experiences in engineering, product management, marketing, business development, thought leadership, public policy, business and investment strategy, innovation and entrepreneurship.
- Communication and storytelling enthusiast: TEDx talk, published in the Financial Times, Huffington Post, CNN, and others.

**Innosphere****Mark Gorham**<https://innosphere.org/>

The Innosphere Fund invests in Colorado-based science and technology companies that are part of the Innosphere program. Particular interest is in companies who fit the Early Exit criteria.

**Kilpatrick Townsend & Stockton LLP****David Hsu**<https://www.kilpatricktownsend.com/>

Kilpatrick Townsend's intellectual property practice offers the full complement of IP procurement, counseling, and litigation. Our practice covers all facets of patent law to protect, enforce, and monetize IP assets. We have one of the largest patent practices in the United States with over 40 attorneys with PhDs covering a range of energy technologies. Our patent practice is frequently recognized by in-house counsel and independent ranking services.

**LG****Henry Chung**<https://www.lg.com/us/>

LG Innovation Ventures strategically invests in early-mid stage hardware and software companies in support of existing businesses and research and for pathfinding new business areas.

**Lupine Growth Advisors****Gerd Goette**

Gerd works with startups and VCs in an advisor and board capacity. He recently launched Lupine Growth Advisors, after almost 18 years as venture investor at Siemens Venture Capital/Next47. Gerd also serves on the Investor Advisory Board of the National Renewable Energy Laboratory (NREL).

With over 30 years of worldwide industry experience, he combines strong technical background with wide-ranging operational skills. Earlier in his career, Gerd held the position of Vice President and Head of CableTV Solutions in Siemens Information and Communication Networks. His managerial and operating expertise stems from earlier focus on R&D, system integration, product line management, technical sales support, project management and general management in the fields of telecommunication equipment and solutions. Gerd received a master's degree in electrical engineering (Dipl. Ing.) from Technical University Darmstadt, Germany.

**MXV Ventures****John Meissner** ★

MXV stands for critical mass times velocity...that's how you get momentum. We're not big on phrases like "investment thesis" or traditional definitions of incubators, accelerators, or startup advisory firms. We ARE a bunch of entrepreneurs and cleantech true believers who want to find the best ways to bring clean energy and sustainability technologies to market. Our leadership team has unlocked over \$5B in public/private value for our clients over the past 15 years, and we are now turning our gaze to early stage innovators. Critical mass comes from our extensive network of corporate, strategic, and research partners who want to evolve their organizations to incorporate clean energy and sustainability technologies. We impart velocity by providing tailored commercial and technical services suited to specific company needs. This may include government grants, customer interviews, partners pitches, business operations support, or product development. We are seeking partners, not simply investments.

**National Grid Ventures****Swati Dasgupta**<https://www.nationalgrid.com/>

National Grid Partners is the utility industry's first Silicon Valley-based VC & innovation firm. NGP invests in the potential of energy with a provocative vision to define a smarter and more renewable energy future. It was created to help National Grid disrupt itself; and lead company-wide innovation efforts beyond the edge of possible, to inspire and propel the IT & energy systems of tomorrow.

Swati has been driving growth for large technology incumbents through corporate venturing and external innovation for nearly 20 years. Her focus area is digitalization – the intersection of AI, IOT, Cloud, mobile, cybersecurity and industrial and energy systems. She is currently Director of Business Development at National Grid Partners, where she helps portfolio companies scale up by working with both National Grid businesses and the broader energy and industrial ecosystem.

**Pangaea Ventures****Matthew Cohen**<https://www.pangaeaventures.com/>

Pangaea's mission is to deliver returns to our investors by investing in entrepreneurs that use advanced materials to make our world better.

Pangaea aims to make the world a better place by investing in highly innovative entrepreneurs, operating lean, capital-efficient businesses enabled by breakthroughs in advanced materials. We are focused on maximizing the value we deliver to our partners, investors, and portfolio companies, while maintaining the highest standard of integrity.

**RenewableTech Ventures****Rose Maizner**<http://www.renewablevc.com/>

Based in Salt Lake City, Utah, Rose is a Partner with RenewableTech Ventures and is the founder and CEO of CR Consulting, an organization dedicated to helping early stage social and environmental ventures to reach their fullest potential. Rose has worked closely with companies across a wide variety of sectors, including water treatment, advanced materials, sustainability and renewable energy generation. In addition to her work with RTV and CRC, Rose is also the co-founder of Womenpreneurs, a professional collective dedicated to closing the wealth gap by igniting bold female leadership and empowering the next generation of women business owners.

Rose serves on the advisory board of SHERO and is also a member of several nonprofit boards of directors, including the advisory board for the Westminster Center for (cont.) Entrepreneurship and the Utah branch of the Cleantech Open. Before entering the private sector, Rose served as a Fulbright Scholar in Argentina and then spent a number of years in the nonprofit world, serving as both Associate Director and Interim Executive Director of an organization working with underserved communities in Salt Lake City. Rose graduated Magna Cum Laude from Wheaton College with a Bachelors of Arts and holds a Master of Business Administration from U.C. Berkeley's Haas School of Business.

SABIC Ventures

Jay Amarasekera ★

<https://www.sabic.com/>



Dr. Jay Amarasekera is a Senior Manager attached SABIC Ventures, the corporate venture arm of Saudi Basic Industries Corporation which is one of the world's top petrochemical companies. Its businesses are grouped into Chemicals, Polymers, Specialties, Agri-nutrients and Metals. The company has more than 35,000 employees worldwide and operates in more than 50 countries, with innovation hubs in five key geographies – USA, Europe, Middle East, South East Asia and North East Asia.

Jay is looking to invest and/or partner in new and evolving technologies to support the growth of current and future businesses of the company.

Siemens/Dresser-Rand

Harry Miller & Joe Williams

<https://new.siemens.com/>



Dresser-Rand seeks technologies, materials, and tools to improve our equipment's performance and capabilities, as well as technologies to extend into new markets, improve processes, and reduce environmental impact.

Harry Miller is a strategic investor for later stage technologies that fit Dresser-Rands' corporate strategy and product portfolio.



Joe Williams evaluates Emerging Technology and is also the Product Line Manager for Energy Storage at Dresser-Rand. Joe's technology focus includes energy storage, energy conversion, power cycles, heat recovery and integration, power-to-X, decarbonization, digitalization, and system optimization.

**Southern Cross Ventures****John Scull**<http://www.sxvp.com/>

John Scull is a co-founding Managing Director of Southern Cross Venture Partners and is based in Silicon Valley. Previously, he was a Venture Partner and member of the investment committee of the venture capital firm Allen & Buckeridge. As an active board member and investor, he brings a wealth of operational experience to the management and board of an investee company, helping build their management teams, define their strategy and improve their sales and business development efforts, secure follow-on funding and even helping them transition their operations and headquarters to the United States if required. He is or was a Board of Director member or Observer of the following portfolio companies: Aurema (acquired by Citrix), Brandscreen, Bislr, ekit (acquired by Jersey Telecom), Effective Measure, Virsto, Fultec Semiconductor (acquired by Bourns), Liaise, VaST Systems (acquired by Synopsys), Wedgetail/Vintela (acquired by Quest), Xerocoat, and Xumii (acquired by Myriad).

**Silicon Valley Bank****Dan Baldi**<https://new.siemens.com/>

Silicon Valley Bank invests debt capital in institutionally funded technology companies. Dan Baldi is a Deal Team Leader in Silicon Valley Bank's Cleantech Practice. He manages numerous client relationships across the Bay Area and beyond. Dan and his team have primary responsibility for banking and lending activity to venture-backed cleantech companies.

He is experienced in many aspects of early stage and middle market financing including growth capital lending, working capital lending, asset based lending, EXIM finance, USDA lending, utility rebate finance, cash flow lending, international credit products and trade finance. Prior to joining Silicon Valley Bank, Dan spent four years in middle market banking at commercial banks. He also has experience in technology leasing focused on the early stage technology market, partnering and syndications, and public and private accounting.

**UK Global Entrepreneur Program****Alan Lowdon** ★<https://new.siemens.com/>

Alan Lowdon is looking at identifying IP-rich, high-growth-potential cleantech start-ups to establish a U.K. presence via the U.K. Government's flagship Global Entrepreneur Program, for which he is one of 17 Dealmakers.

**Wells Fargo****Matthew Servatius**<https://www.wellsfargo.com/>

Matt Servatius has been with Wells Fargo for over 14 years in various leadership roles, credit and relationship management across technology, CleanTech, general industries and real estate. In early 2015, Servatius assumed responsibility of leading CleanTech Corporate banking nationally with 16 team members and offices in Palo Alto and San Francisco.

Prior to CleanTech, Servatius led and formed a new team, the Credit Originations Group, which focused on supporting technology banking across Wells Fargo's Commercial bank with syndicated and M&A financings. Servatius held a credit officer role in 2011 where he led origination, structuring and underwriting efforts for his team. Prior to that, he was a relationship manager banking C&I and technology companies from venture backed to large corporates. Matt also sits on the Board of the Wells Fargo Innovation Incubator (IN2), is an Investment Advisory Board Member for the National Renewable Labs and is a member of the Bay Area.

**ZipDragon Ventures****Sheeraz Haji**<http://zipdragon.com/>

Sheeraz Daniel Haji is the founder and managing partner of Zipdragon Ventures (ZDV), a San Francisco firm providing seed capital to industry cloud startups. Sheeraz is an investor passionate about the power of software-as-a-service (SaaS) to transform vertical markets such as energy, mobility, and buildings.