



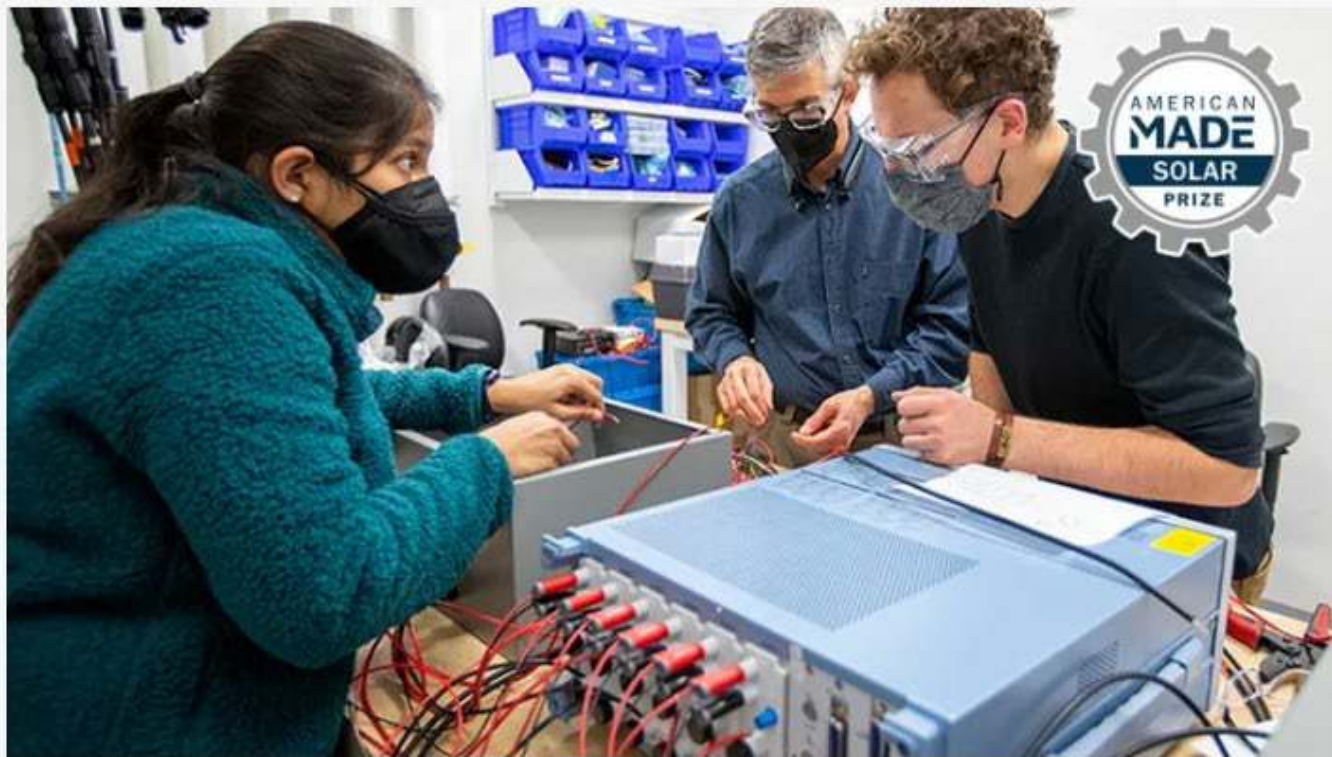
## Inventions and Commercialization

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Ken Dulaney

Director of Industry and Innovation

*February 20, 2023*



## Solar Prize Round 6

The Solar Prize Round 6 offers \$4.1 million in cash prizes to competitors over three progressive contests.

Energy, Environment & Resources

Government

Technology

Stage:  
Enter

Prize:  
\$4,100,000



**5K+**  
**INVENTION**  
**DISCLOSURES**



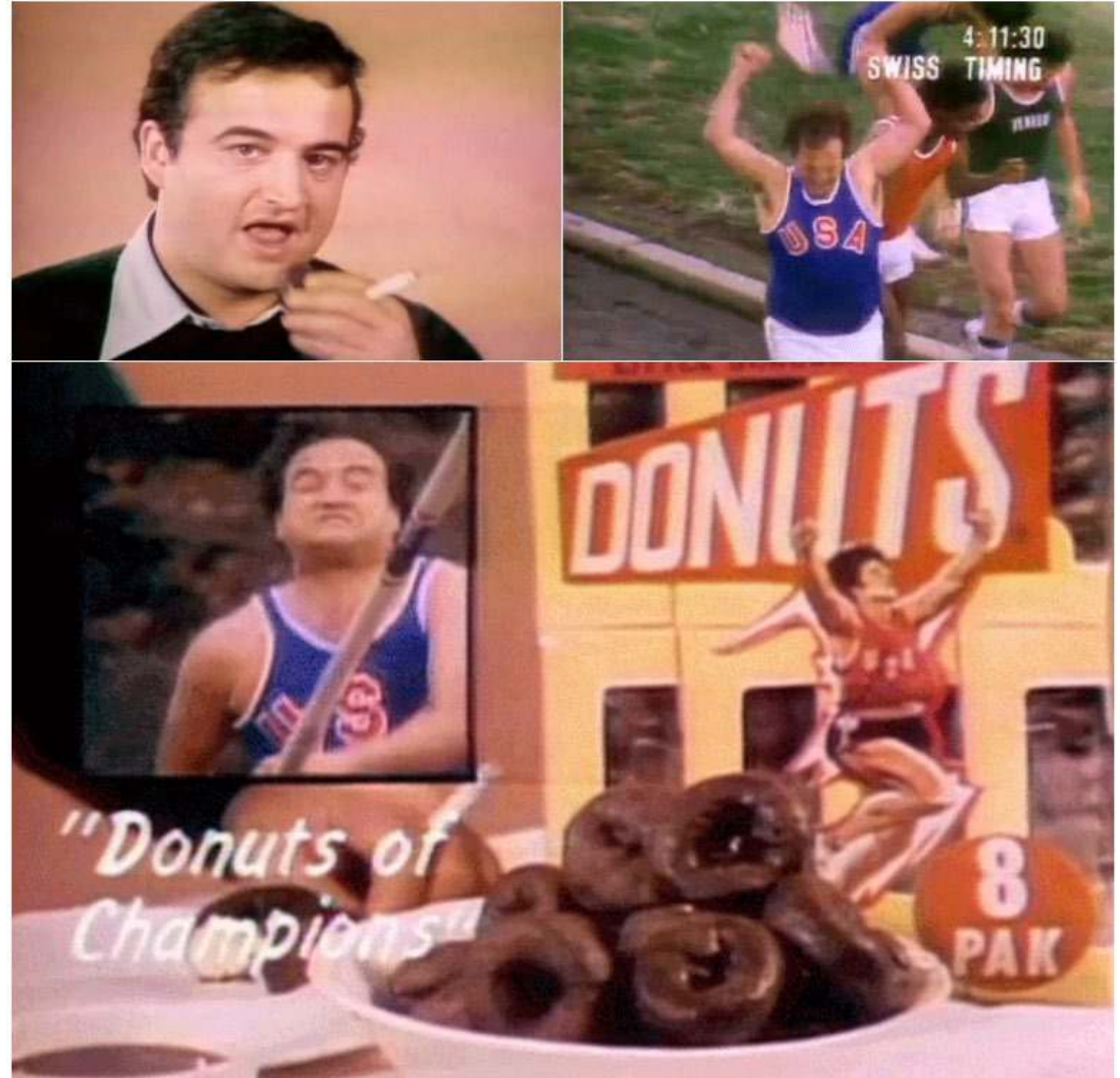
**1.5K+**  
**PATENTS**  
**ISSUED**



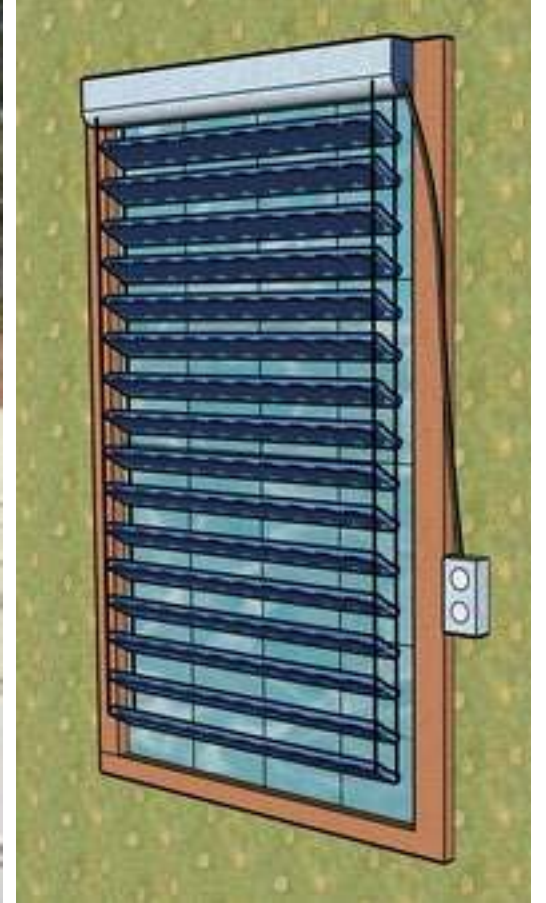
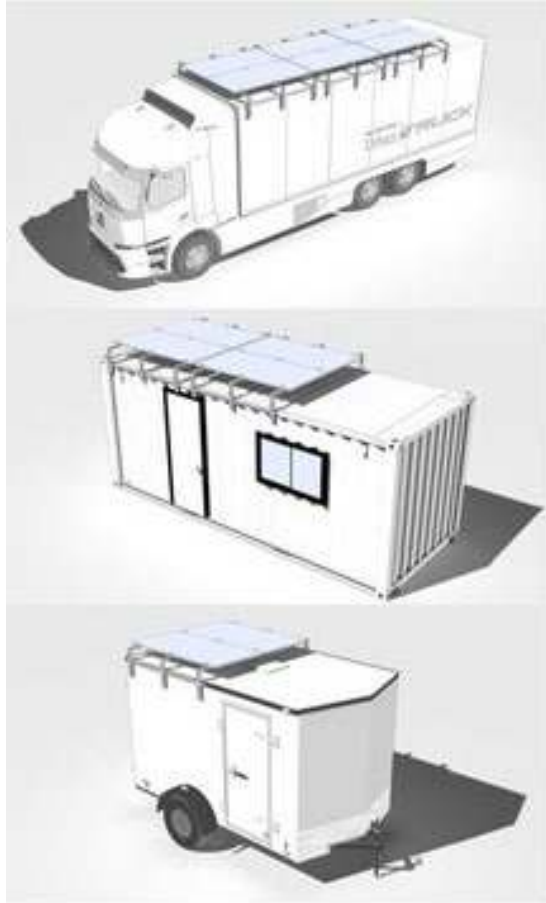
**800+**  
**COMMERCIALIZATION**  
**AGREEMENTS**

**190+**  
**STARTUPS LAUNCHED**

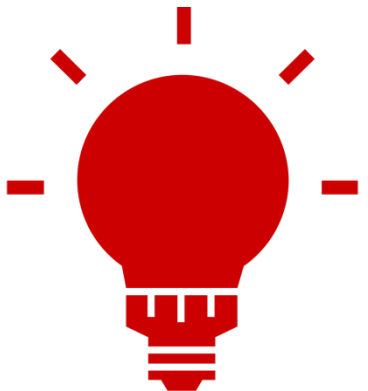
- Every invention is not a patent.
- Every patent is not a startup.
- Every athlete is not an Olympian.







- 1 year from public disclosure
- Provisional patent offers idea protection for one year
- Utility filing likely to be rejected the first time
- Patent is issued 2-3 years later





**NORTH CAROLINA**  
Department of the Secretary of State

To all whom  
presentments shall come

State of North Carolina  
a true copy of

NC  
RE

IRS DEPARTMENT OF THE TREASURY  
INTERNAL REVENUE SERVICE  
CINCINNATI OH 45209-0002

NC Solar Inverters, LLC

Business Plan

January 6, 2022

this notice: 12-14

Identification Num  
635

SS-4

of this notice: CP

Chapel Hill, NC 2760  
4th Floor | Chapel Hill, NC 2751  
Atlanta, GA 30308

December 16, 20

NC Solar Inverters LLC  
Attn: Ken Dulaney  
[inverters@gmail.com](mailto:inverters@gmail.com)

Ken Dulaney:  
We are pleased that you have selected Hutchison  
Inverters LLC (the "Company"). This letter is our  
professional undertaking which our firm will provide legal services to

[insert company name]  
[insert individual name]  
Hutchison PLLC, we will strive to represent  
effectively. We will utilize the attorneys  
on with effective legal services  
"Recor"

I, ELAINE F. MARSHALL  
certify the following

**MUTUAL NONDISCLOSURE AGREEMENT**  
This Mutual Nondisclosure Agreement (this "Agreement") is effective as of the date of execution by and between NC Solar Inverters, LLC, a North Carolina limited liability company, and [insert full legal name of counterpart company or state of formation/incorporation for company or resident].

1. **Purpose.** The purpose of this Agreement is to protect the confidential or proprietary information of the parties entering into a business relationship with the Company as confidential.

2. **Confidential Information.**

**Coming Soon**

Thank you for visiting our site!

We are working hard to  
provide the best experience.

TRUIST

Debit

- Legal Services
- On campus office space
- Marketing and Design
  - Web content
  - Logo
  - Video





- Who is going to write the check to buy our solution?
- Are we solving the right problem?
- Why does our industry tolerate the problem that we aim to solve?
- How will we sell our product or service?










## The Business Model Canvas

Designed for:

Designed by:

Date:

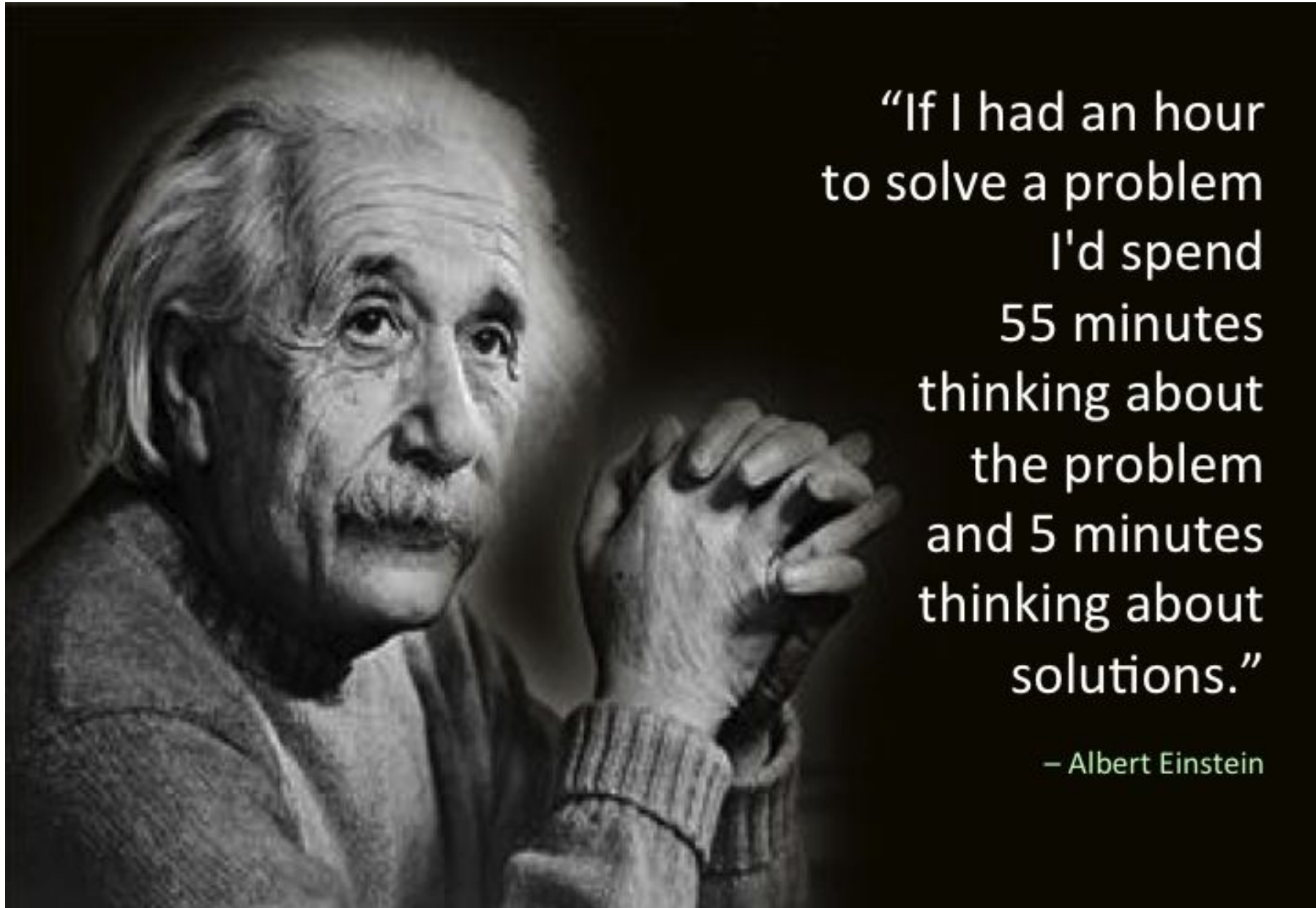
Version:

Key Partners 	Key Activities 	Value Propositions 	Customer Relationships 	Customer Segments 
	Key Resources 		Channels 	
Cost Structure 			Revenue Streams 	

Key Partners	Key Activities	Value Proposition		Customer Relationships	Customer Segments
Contract Mfg  Device Suppliers	Performance Documentation	Lower Maintenance Costs  Higher kWh			EPC  Commercial Installers
	Key Resources			Channels	
	IP			Distributors	
Costs			Revenue		
Testing			Product sales		
			Pricing:10% under competition		

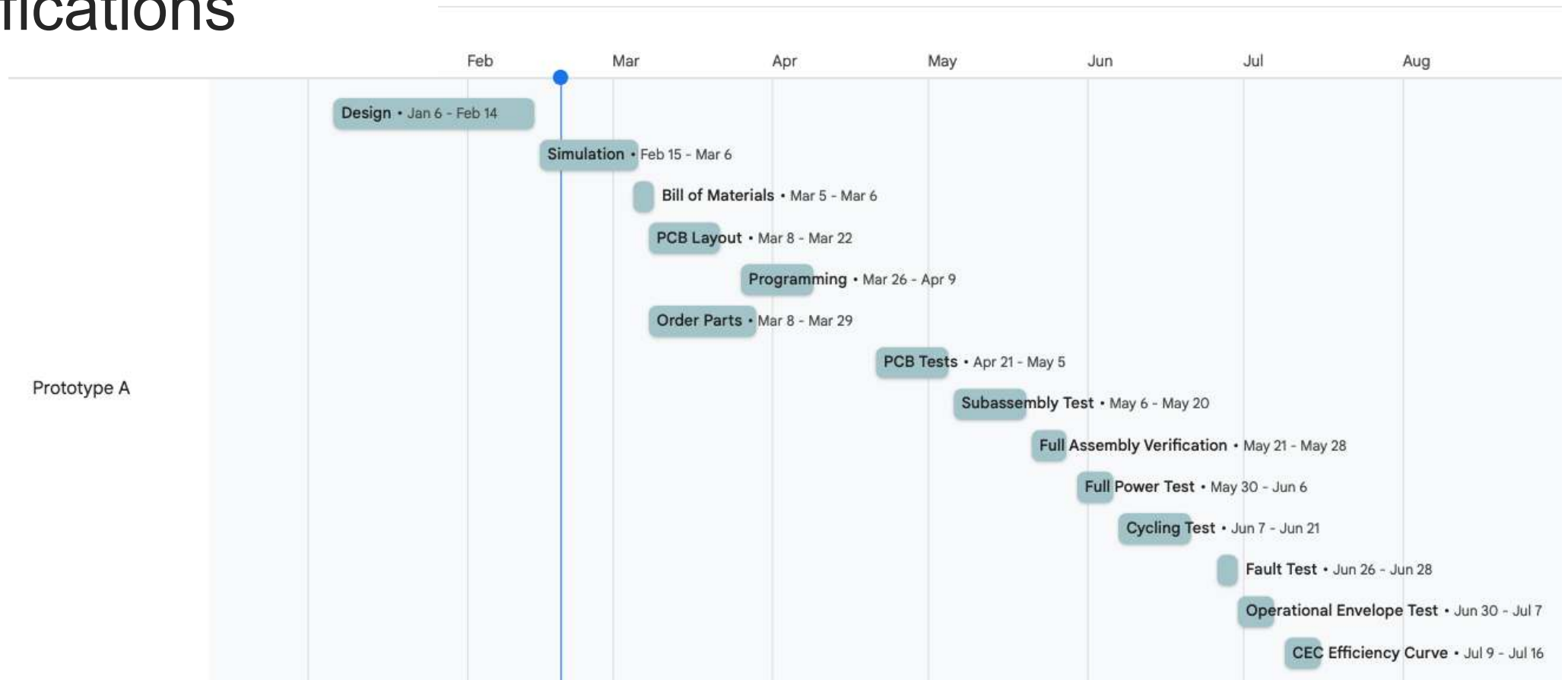
- List out your assumptions so they can be tested
- Is this really a problem and who cares?
- What's the value of solving this problem?
- “Nobody wants to hear their baby is ugly.”





- Federal grants: SBIR, STTR
- Startup Incubators and Accelerators
- Chancellor Innovation Fund
- State Grants
- Funding Consultants
- Bootstrap
- Investors: Corporate, Venture Capitalists

- Prototypes
- Testing
- Certifications



- List of IP to license
- Portion of project funding includes total cost of ownership which involves calling end users
- Help from an experienced entrepreneur
- Use our network: Schneider, Duke Energy



- You can't do it all by yourself. Get help.
- Network is key.
- Fall in love with the customer; not your solution.
- Plan and prepare but pivot if necessary.

