Entrepreneurship in the Energy World

35th USAEE/IAEE North American Conference

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Rice Alliance for Technology and Entrepreneurship

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My Road to Entrepreneurship

From Elvis in Memphis

CSC Index Management Consulting

Internet Startup: IPO ‘99

Downstream / Planning Marketing / Financial

EXXON

VANDERBILT

NORTHWESTERN UNIVERSITY Kellogg

School of Management
Rice Alliance Mission

Launch successful technology ventures, Build the entrepreneurial ecosystem, Provide entrepreneurship education, Connect entrepreneurs to investors and mentors.

Drive job creation, economic development, and wealth creation.
Rice Alliance Startups

594 startups
$2.5 billion raised
42 acquisitions
10 IPO’s

Energy Startups

2,100 startups
$4.9 billion raised

Total Startups
Lessons Learned

• **It takes longer than you think**
  - ✓ Product development
  - ✓ Adoption curve

• **It takes more money than you think** -- cash flow is king

• Need to address key customer pain points

• Now is a great time to be an energy entrepreneur