



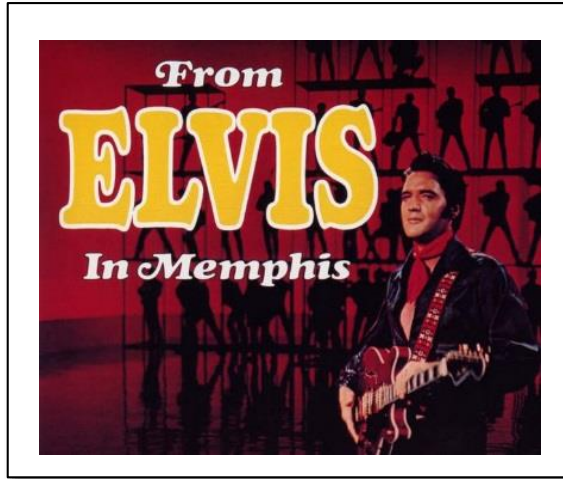
Entrepreneurship in the Energy World

35th USAEE/IAEE North American Conference

**Brad Burke, Managing Director
Rice Alliance for Technology and Entrepreneurship**

November 14, 2017

My Road to Entrepreneurship



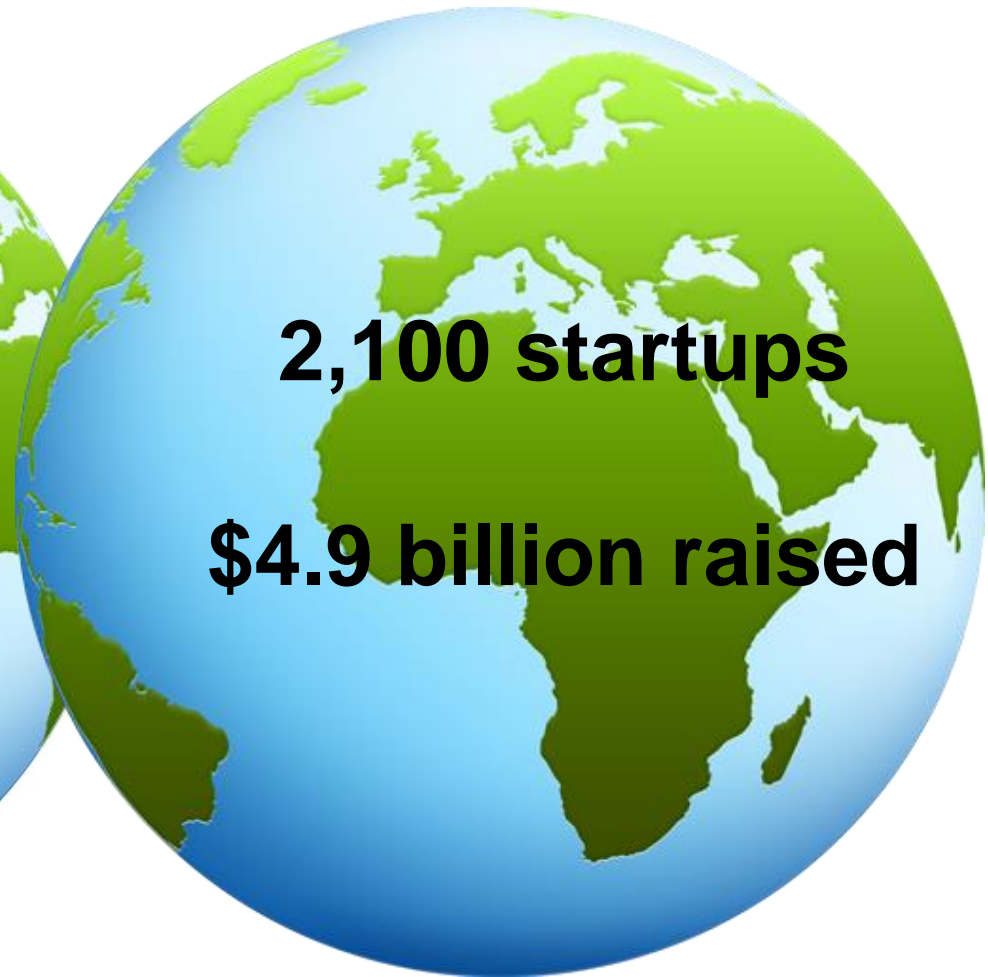
Rice Alliance Mission

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**.



Energy Startups



Total Startups

- **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**