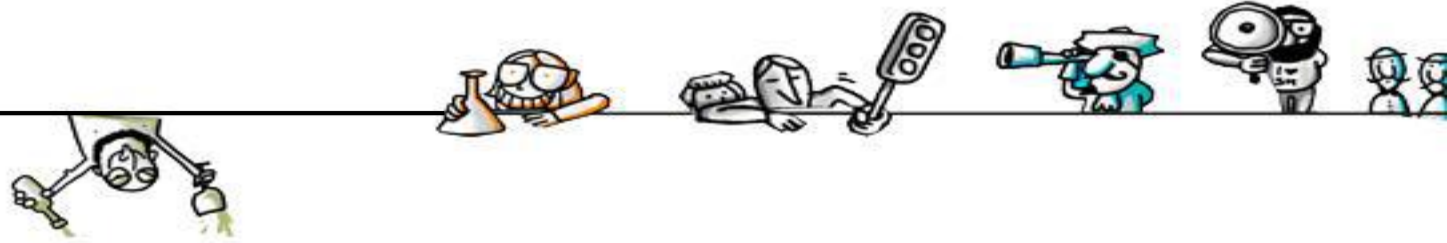


# 15.366 ENERGY & CLIMATE VENTURES



## MIT Energy & Climate Ventures

(Formerly MIT Energy Ventures)

Fall Term 2020

Tod Hynes, Francis O'Sullivan, Libby Wayman

# What is 15.366: Energy and Climate Ventures?

A unique team-based class that equips students with the knowledge and skillset to launch new enterprises focused on commercial opportunities in the energy and climate space

Cutting edge innovation and deeply motivated students

**15.366: Energy and Climate Ventures**  
Multidisciplinary & Cross-Sectoral

An unparalleled ecosystem and support infrastructure

Ideas from MIT & other leading innovation centers



A broad community dedicated to having impact at scale



How to assess new technologies



How to target new opportunities



How to understand and leverage policy

Ideas from MIT & other leading innovation centers



# Over the years 15.366: Energy and Climate Ventures has...

Created a community of over 400 energy and climate-focused alumni equipped to become entrepreneurial and corporate innovation leaders

Some of the companies that have been founded by alumni...



Some of the companies where alums have landed...



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# What will taking 15.366: Energy and Climate **Ventures** involve?

You'll learn about the scale of the commercial opportunities involved in the energy and climate transition, and the skills needed to create and grow an early stage venture to accelerate these transitions

## Key elements of class content

- **Cross-sector syllabus including technology, business, policy**
- **Mix of prepared lectures + guest speakers**
- **Energy & climate background**
- **Overview of core business attributes**
- **Key concepts for commercializing innovation**
- **Ecosystem introductions**

## Deliverables developed as part of the class

### Key materials to launch & pitch a business:

- **Technical and business proposals**
- **Customer interviews**
- **Product & competition analysis**
- **Techno-economic analysis**
- **Deployment/project economic model**
- **Go-to-market strategy**
- **Enterprise financial model**
- **Comprehensive business plan**
- **Investor presentation**

# Who will be teaching 15.366: Energy and Climate **Ventures**?

The 15.366 faculty team bring together decades of academic, commercial, policy and early stage entrepreneurial and investing expertise in energy and climate

**Tod Hynes**



*Entrepreneurship*

- Founder, XL Fleet
- Founder, MIT Energy Prize
- MIT 2002
- Board of Woods Hole Research Center

**Francis O'Sullivan**



*Analysis + Science & Tech*

- SVP, Orsted Onshore
- Former Dir of Research, MIT Energy Initiative
- McKinsey & Company
- MIT PhD in EE

*Guest*  
**Libby Wayman**



*Investment + Policy*

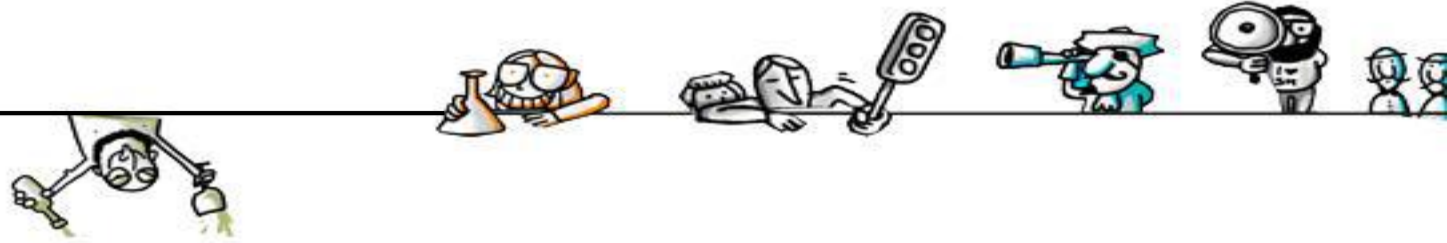
- Breakthrough Energy Ventures
- Former head of clean technology, GE
- Former USDOE
- Founder, MIT Energy Club

**Bill Aulet**



- Head of Martin Trust Center
- Author, Disciplined Entrepreneurship

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