

# Global Cleantech innovation Programme 2016

## MSME GEF UNIDO Initiative

### Terms of Reference

- Entries are invited for the third India Cleantech Open Competition to identify the most promising entrepreneurs across the nation. This platform will provide SMEs and entrepreneurs the facilitation needed to launch and create successful and sustainable clean technology ventures and start-ups. An ecosystem approach will be followed whereby a common platform will be established; policy framework will be strengthened; and local capacity will be built to forge close partnership between government, academia, business and various key stakeholders including state and non-state players.
- The Programme is focused on enhancing both emerging Cleantech startups and the local entrepreneurial ecosystem and policy framework. It aims at promoting clean technology innovations and entrepreneurship in selected SMEs in India through Cleantech innovation platform and entrepreneurship acceleration programme.
- Interested Indian Small and Medium Enterprises (SMEs), as well as emerging startup and entrepreneurs are being invited to enter their application by the closing date of 15<sup>th</sup> May 2016. The entries for the SMEs will be made under the three clean technology areas:
  - **Energy efficiency** – Innovations include technologies that enable to save energy in industrial processes. Examples include advanced light sources and controls; smart / user-friendly energy management systems; efficient heating, cooling and heat transfer technologies; power management; enterprise energy management; material efficient solutions etc.
  - **Renewable Energy** – Innovations which replace inefficient fuels with cleaner and economical alternatives which have more stable supplies. Examples include conversion from expensive fuels to those with more stable prices and supplies i.e. switching from steam or compressed air to electricity; natural gas to residual oil or residual oil to coal or coal to solar, wind, biogas etc.
  - **Waste to Energy** – Innovations which reduce reuse and recycle technologies, as well as innovative business models and approaches to materials usage. Waste examples include: waste management equipment; sorting; resource recovery processes; pollution prevention, control, and treatment technology; as well as waste reduction through innovative recycling processes and new recyclable materials, such as bio-based plastics, reduced packaging; and decrease resources used for packaging such as ink, plastic and paper.
  - **Water Efficiency** – Innovation include technological solutions which address drinking water distribution, usage or treatment. Solutions can include purification-, water saving and monitoring systems.
- Special Recognition and mentorship will be given to Women Entrepreneurs in Clean Technology.
- All submissions will be adjudicated by a panel (Round 1 Judging) representing business, industry,

government, academic and R&D fraternity who will meet 30 semi-finalists.

- One of the main objectives of the Indian Cleantech Competition and Accelerator Programme for SME's and startups is to equip entrepreneurs with critical skills that will enable them to take their innovation to the commercialization stage, or – if this stage has already been reached - to help them scale up their innovation. Therefore, the 30 semi-finalists will be attend mentoring programme and business clinics from June to August 2016.
- The workshop will provide assistance refining their applications, helping them to present a sound business case and fine tuning the respective technologies. Focus will be placed on but not limited to addressing intellectual property concerns, development of a sound business plan and model, advice related to marketing strategies, etc. On completion of the coaching, semi-finalists will revise and resubmit their entries.
- A second round of adjudication (Round 2 Judging) will take place in September 2016, from which three finalists will be selected. The selected three finalists will receive assistance in connecting with critical stakeholders and will be supported in preparing their presentation for the Global Forum.

## Parameters for Selection

- ✓ Nature of innovation (Product/Process)
- ✓ Patents/design/obtained or applied for
- ✓ Technology involved (Innovative/R&D)
- ✓ Product/Process feasibility
- ✓ Financials and Scalability
- ✓ Market outreach
- ✓ Sustainable Innovation

*This is not an exhaustive list of selection parameters but an indicative one, and is subject to change and modification.*

## Key Benefits

- Shortlisted Semi Finalists will gain access to Mentors, Investors and Sustainability Programs.
- Mentor Programme - Each semi-finalist team will be matched with one general mentor and multiple specialist mentors based on mutual areas of interest and proper matching of team needs and mentor strengths. Its aim is to maximize every participant's chance of winning the business competition, of raising investment capital and of achieving sustainable commercial success.
- Cleantech training workshops for competing semi-finalist which would serve as a guide for them. The end goal is an effective business strategy and a succinct, clear pitch, so that each semi-finalist company emerges from the competition and accelerates with the best shot at success.
- Semi-finalist Micro, Small or Medium Enterprises will be connected to the Global Forum; and business models developed for attracting financing by banks, venture capitalists and institutions.
- National Winner for Best Innovation in Energy Efficiency, Renewable Energy and Waste to Energy from amongst the participant semi-finalists.
- The top three finalists will be competing at Global Cleantech competition i.e. "Cleantech Open Global

Forum 2016" to be held in November in California, USA.

**Entries and Enquires (The closing date for entries 15<sup>th</sup> May 2016 )**

✓ To apply for the competition please register your entry online

**CLICK HERE!**

✓ You may even send us your entries via hard copy as per the attached

**Registration Format**

Please send hard copies of your entries to the below mentioned address and also feel free to contact for any clarifications regarding registration format-

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*You may visit the website for more information*

 - <https://www.facebook.com/indiacleantech>

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