



Make-IT Alliance

Promoting Tech Entrepreneurship Worldwide

New Energy Nexus – Action Statement

Do you already promote start-ups / tech-entrepreneurs in developing countries? If yes, why?

New Energy Nexus (NEX) is an international organization that supports clean energy entrepreneurs with funds, accelerators and networks. We started in California and also operate programs in China, India, Southeast Asia, and East Africa. It is our mission to support energy tech entrepreneurs globally with a focus on developing countries. We believe these new energy companies will be a great factor in the energy transition.

How did you promote start-ups / tech-entrepreneurs so far (worldwide and in developing countries)?

NEX in California has been funding and supporting early stage energy start-ups via the CalSEED program funded by the state. In Indonesia, Thailand, Vietnam, Philippines, we have been running a series of energy start-up bootcamps and hackathons which lead into a longer-term incubation / acceleration program for supporting local energy entrepreneurs. NEX China has launched the Energy Internet Innovation and Entrepreneurship Center (EIIEC) with Tsinghua University (EIRI) designing need-based innovation programs for local Chinese corporations and utilities. We are also gearing up for energy start up programs via partners in Uganda and India which will kick off later this year.

What are your experiences and best practices you might want to share with the Make-IT-Alliance?

Entrepreneurship programs require a very customized strategy for each country and needs to

be adapted to local challenges and opportunities. Supporting energy entrepreneurship requires more patience and a longer-term strategy than digital start-ups. Many of our entrepreneurs will be developing hardware / software prototypes which require specialized support to increase the chances of their success.

How do you want to promote start-ups / tech-entrepreneurs in the future? What is your vision?

New Energy Nexus strives towards an abundant world with a 100% clean energy economy for 100% of the population in the shortest time possible. To do this we fund, connect and grow diverse new energy entrepreneurs and innovators worldwide. We know that focusing on justice and sustainability, while bringing clean energy access for all, will yield greater social and economic dividends. The future of clean energy is 100% for the 100%. We want to create an energy entrepreneurship support centre in every corner of the world.

What are your expectations from the Make-IT Alliance together with the Federal Ministry for Economic Cooperation and Development?

By teaming up with the Make-IT Alliance & the Federal Ministry for Economic Cooperation and Development, we hope to tap into a network of successful forward-looking companies that share our vision of supporting local energy entrepreneurs. We would like to collaborate with each organization in specific regionals or countries they are strong in and work together to create more innovative companies that will enable the energy transition into a cleaner economy.