

# WORKING IN THE CLEANTECH INNOVATION ECOSYSTEM

## ACTIVITIES AND SKILLS FOR TECHNOLOGY DEVELOPMENT

<b>KEY ACTIVITIES</b>	<p><b>CONCEPTS AND FUNDAMENTALS</b> <i>Problem definition Collaborative ideation</i></p> <ul style="list-style-type: none"> <li>Brainstorm ideas</li> <li>Test methodologies</li> <li>Translate scientific principles into applied research and practical applications</li> <li>Build partnerships</li> <li>Assess business models and funding options</li> <li>Explore Intellectual property (IP) and user's rights as it applies to concept</li> <li>Understand market potential</li> <li>Create technology development plan</li> </ul>	<p><b>FEASIBILITY AND DEVELOPMENT</b> <i>Proof of concept Design, plan and test</i></p> <ul style="list-style-type: none"> <li>Stage-gate technology development</li> <li>Experimentation to establish proof of concept in laboratory environment</li> <li>Design, plan, and conduct field or lab experiments</li> <li>Integrating and testing new components and technologies in the laboratory</li> <li>Presenting analytical and statistical results</li> <li>Assess commercial readiness and design criteria by engaging target market</li> <li>Apply for patent or define a protection strategy</li> <li>Determine how public policy affects the business</li> </ul>	<p><b>PILOTING AND DEMONSTRATIONS</b> <i>Test and improve Commercial readiness</i></p> <ul style="list-style-type: none"> <li>Integrate and test basic components in a simulated environment to inform commercialization</li> <li>Analyze and solve design, engineering and process challenges</li> <li>Prototype demonstration in a simulated operational environment or laboratory</li> <li>Assess and develop potential routes to market</li> <li>Address regulatory requirements and align with external affairs and overall strategy</li> <li>Prepare regulatory applications</li> <li>Engage with stakeholders and partners</li> <li>Communicate and share successes and failures</li> </ul>	<p><b>COMMERCIAL INNOVATION AND TECHNOLOGY ADOPTION</b> <i>Innovation in field Implement</i></p> <ul style="list-style-type: none"> <li>Build partnerships</li> <li>Use prototype in an operational environment</li> <li>Further development and testing</li> <li>Develop a business and marketing plan</li> <li>Prepare regulatory applications and implement regulatory requirements into operational processes</li> <li>Attract investors</li> <li>Secure supply chain(s)</li> <li>Business development</li> <li>Sales pipeline management</li> </ul>