

Technology to Market (T2M) overview

Madhav Acharya

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If it works...

will it matter?

Technology To Market Role



SCOPE

Provide strategic market insights necessary to create innovative, commercially relevant programs

MANAGE

Manage project teams' T2M efforts through T2M plans and jointly developed milestones

ADVISE

Support project teams with skills & knowledge to align technology with market needs

PARTNERSHIPS

Engage third-party investors and partners to support technology development towards the market

Key Elements of T2M

- Technology to Market Plan – technology, user(s), value proposition?
- Techno-Economic Analysis (TEA)/Life Cycle Analysis (LCA) – cost model, sensitivity analysis
- IP Management – assess landscape, file patents and report
- Outreach – interface with partners/investors/customers
- Pitch deck – follow on funding

ARPA-E Impact Indicators 2021

Since 2009
ARPA-E has
provided

\$2.6 billion

in R&D funding to
more than **1,000 projects**



177 Projects have
attracted more than

\$4.9 billion

in private-sector follow-on funding

*Does not include \$3.5 billion in exit valuations
from 13 mergers, acquisitions, and IPOs



88 companies

formed by
**ARPA-E
projects**



237 projects

have **partnered**
with other
government
agencies
for further
development



4,614

peer-reviewed
journal articles
from ARPA-E
projects



716 patents

issued by U.S.
Patent and
Trademark Office



As of February 2021

THANK YOU!

ANY QUESTIONS?