



KINETICA
VENTURES





Interface Fluidics

VEERUM

Supporting Energy Technology Companies

Kinetica Ventures is the bridge for technology developers to connect with industry and move toward product adoption.

We work with you to accelerate success by:

- ▶ Connecting you with potential clients, strategic partners and funders
- ▶ Guiding you through evidence-based insights into your corporate strengths and gaps
- ▶ Accessing market intelligence to hone your value proposition, business model and growth strategy
- ▶ Providing startup and industry experts to guide you through product development, customer acquisition and investor readiness
- ▶ Referrals to corporate development services such as marketing strategy, accounting, legal services and lab and office space

“Interface Fluidics has been extremely happy with the results of our time with Kinetica Ventures. Kinetica has facilitated introductions to experts in our field and helped us understand the fundamentals of how to build our business.”

- Stuart Kinnear, CEO, Interface Fluidics

interfacefluidics.com

“We found solid value in commercialization support from Kinetica Ventures. Our mentors helped us find gaps, proactively worked to fill them, connected us to the right support services and even referred us to investors and government when we needed it. While everyone says they do it, Kinetica actually did it.”

- Amit Varma, Co-founder, VEERUM

veerum.com



Innovation Workshop

Supporting Industry

Kinetica Ventures is the bridge between the energy industry and commercially de-risked technology solutions.

We work with you and the most promising technology developers to help solve your leading challenges:

- ▶ Challenge Definition – identify and understand your innovation needs
- ▶ Technology Scouting – find prospective solutions and understand development potential
- ▶ Innovation and Intrapreneurship Guidance – build growth and innovation capacity, including business model design and tools to understand customer needs

“Our power industry is changing fast. At ATCO we were looking for ways to energize innovation and entrepreneurial thinking that could help our teams chart new pathways to growth.”

Kinetica Ventures listened to our needs and delivered outcomes that really exceeded our expectations. Since the workshop, our teams are more connected with customers, more energized, and better aligned on how we will grow our business through innovation.”

- Loreleigh Kovacic, Director, Sales, ATCO Electricity

[ATCO.com](https://www.atco.com)



What We Do:

Understand Industry's Challenges | Find Potential Solutions | De-Risk The Solutions

Kinetica Ventures guides technology developers and industry in commercializing innovation that will power a thriving and sustainable energy economy.

Key Milestones [Jan 2015 – Dec 2016]



4,834

Mentoring hours provided to client companies



\$3.16 M

Raised in financing by client companies (includes grants, awards, equity, loans)



\$9 M

In revenue generated by client companies



438

Industry Challenges identified



6

Pilot tests completed or underway



52

Clients contracted by Kinetica Ventures

What Sets Us Apart

Kinetica Ventures is a one-of-a-kind energy technology accelerator, and the only organization in Alberta to do comprehensive innovation de-risking and commercialization for the energy and clean tech sectors.

Our collaborative approach includes an extensive network of global industry experts, 10 Associate Members offering over \$300,000 of in-kind services and an Extended Team of business experts to accelerate commercialization.

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