SolarX: Developing Next Generation Solutions
Radical Disruption in Solar Sector

Enabling disruption through Innovation

- Solar Costs to fall by 60% till 2025
- $422 B Market (2022)
- 24.2% CAGR (2022)
- 5671 Startups
- $14+ B VC Funding
- 23% Solar Efficiency

Startups
- sunnova
- SUNPOWER
- HINDUSTANPOWER
- 1366 technologies

Investors
- IFC
- NEA
- KLEINER PERKINS
Open Innovation Model

Demand Driven Technology Scouting

Identify problem statements
Sourcing the Problems & Challenges from the Member Countries/Partner Organization's

Connect with innovator ecosystem
Reach out to Innovators & Startups across the globe to invite interest in developing solutions

Provide most implementable solutions
Work with management to identify solutions that are most implementable and scalable
SolarX Lifecycle
Connecting opportunities to innovation

Solar application in Agriculture
Solar Mini Grids
Solar Rooftop
Affordable Finance
Solar E-mobility & Storage

**Cross-border collaboration and market access for solar energy entrepreneurs**

**Development of start-up ecosystem in ISA member countries**

**Mechanism**
- Equity and grants to innovators
- Sponsorship and implementation support for pilot projects
- R&D infrastructure support
- Technology (solution) acquisition
- Government-led mass public procurement for the solution

**Intended solutions**
- Infrastructure and efficiency enhancement
- Technology applications
- Affordable innovative products
- B2C models – platforms
- Energy service delivery
Open Innovation Model

**STEP 1** Solar Sub Sector Identification & Problem Statement Finalization

**STEP 2** Defining Incentives / Outcomes for Winners (e.g. : Cash grant, Pilot Opportunity, Funding, Acceleration, Incubation)

**STEP 3** Creation of Online Platform & Launch of Challenge ( i.e. Invite Solutions to Problem Statements Defined in Step 2)

**STEP 4** Marketing of Open Innovation Challenge (e.g. : Social Media, Digital Outreach, Vast Innovator/Startup Network )

**STEP 5** Evaluation of Solutions (to be reviewed by expert committee pre-decided by partners)

**STEP 6** Announcement of Winners

**STEP 7** Commencement of Pilot Opportunity / Incubation of Idea (as per incentives defined in step 2)

**Partners**

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<tr>
<th>Partners</th>
<th>ISA and Invest India</th>
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**ISA and Invest India**
Leveraging the Extensive Network for Support
Case Study: International Startup Challenge

INDIA ISRAEL
INNOVATION BRIDGE

6 Problem Statements

- Health management for Non-Communicable Diseases
- Low-cost diagnostics in rural areas

800+ Applications

- Reducing post-harvest loss & improving market linkages
- Enhancing productivity & increasing farmers’ earnings

18 Indian Winners

- Wastewater treatment of large water sources
- Producing potable drinking water at point of use

₹ 54 Lakhs Cash prize

Digital Health

Agriculture technology

Water technology

Hon. Prime Ministers of India and Israel launching the initiative on 6th July 2017

800+ Applications

Timelines

- JUL 2017: Announcement
- SEP 2017: Launch
- NOV 2017: Solution Submission
- DEC 2017: Review of Submissions
- JUN 2018: Incubation Period
- JUL 2018: Demo Day

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Support Needed

SolarX

- Problem Identification
- Stakeholder Outreach
- Solution Screening
- Incubation
- Cross Country Market Access
- Grant Financing

All Partners
ISA Member Countries
### Taskforce on R&D and Entrepreneurship

<table>
<thead>
<tr>
<th>Objectives of the taskforce</th>
<th>Terms of Reference of the taskforce</th>
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<tbody>
<tr>
<td>Devise a <strong>strategy and action plan</strong> to promote R&amp;D and entrepreneurship in the solar sector.</td>
<td>Setting policies &amp; guidelines: Policy framework and a roadmap for knowledge creation.</td>
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<td>Develop a <strong>roadmap to build entrepreneurship ecosystem</strong> and R&amp;D infrastructure.</td>
<td>Enabling ease of financing: Collaborations with multilaterals and financial institutions for financing.</td>
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<td>Identify <strong>key risks and suggest risk mitigation measures</strong> to promote growth of R&amp;D and start-ups.</td>
<td>Market access &amp; Procurement: Development of public procurement model; Annual International event to showcase technologies.</td>
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<td>Capacity building: Support enablers, incubators, and accelerators with periodic boot-camps and other sessions.</td>
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<td>Access to Infrastructure: Access to public funded National Laboratories and R&amp;D facilities.</td>
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<td>Miscellaneous: Developing ISA strategies, facilitating partnerships in member countries, and other area assigned.</td>
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