



U.S. DEPARTMENT OF ENERGY

# **American-Made Perovskite Startup Prize**

## **GUIDELINES FOR CONNECTOR RECOGNITION REWARDS**

# 1. INTRODUCTION

The American-Made Perovskite Startup Prize is designed to support the government-wide approach to the climate crisis by driving innovation that can lead to the deployment of clean energy technologies, which are critical for climate protection. Specifically, DOE's Solar Energy Technologies Office (SETO) is launching the American-Made Perovskite Startup Prize, a part of the American-Made Challenges, to accelerate the growth of the domestic perovskite industry and support the rapid development of solar cells and modules that use perovskite materials. The American-Made Perovskite Startup Prize consists of two consecutive contests that accelerate efforts to develop new, innovative perovskite solar companies with the potential to manufacture commercially viable products in the United States.

The American-Made Network will support competitors' efforts by connecting them with the U.S. DOE national laboratories, including their world-class research facilities and experts, as well as a private-sector stakeholder community that is already actively assisting entrepreneurs to bring innovative ideas and concepts to market. This community includes incubators, investors, philanthropists, laboratory spaces, lab equipment user facilities, and seasoned industry leaders, all of whom will provide technical insight, business development expertise, product validation, and other support.

The American-Made Network will cultivate resources and build connections that enhance, accelerate, and amplify the efforts of the competitors. The objective is to link competitors with potential new team members, resources, financing, perspectives, and relevant industry expertise, all of which are necessary for long-term success.

## 2. CONNECTORS AND MENTORS

### Connectors

Connectors are the core component of the American-Made Network and are organizations that seek to support the efforts of competitors in the Perovskite Startup Prize. Connectors must be U.S.-based organizations (not individuals) that have the capacity to connect competitors to business resources, manufacturing resources, or introduce them to possible sources of funding. Connectors that are successful in supporting competitors in any of the Perovskite Startup Prize Contests will earn Recognition Rewards. Connectors can be incubators, universities, think tanks, industry groups, or any enabler seeking to help competitors win by performing support activities such as:

- Attracting leading, world-class perovskite researchers to become contest competitors
- Helping competitors respond to perovskite R&D challenges, develop business plans, work with mentors, and connect with investors and industry partners
- Raising non-federal funding to further support perovskite startup companies
- Connecting competitors with shared lab spaces, facilities, and tools to establish a manufacturing base for their perovskite technology, and connecting competitors to established mentors in the field

Connectors who support competitors in the Countdown or Liftoff Contests will be financially rewarded, as shown in the table below. Entities interested in participating as a Connector can visit the following site to sign up and apply: <https://americanmadechallenges.org/connect.html>.

### Mentors

Mentors are individuals with skills, expertise, or past relevant experience who can coach and advise competitors as they build their business. Mentors in the American-Made Network participate in their personal capacity and do not represent a Connector organization. Mentors can help competitors by:

- Bringing deep and relevant prior experience in thin-film solar manufacturing and entrepreneurship, especially in solar, to the team
- Filling an expertise skill gap on the team
- Advising or coaching teams on their technical and business plan and targets

Mentors who support competitors in the Countdown or Liftoff Contests will be financially rewarded, as shown in the table below. In order to be eligible for Recognition Rewards, Mentors must be a part of the Perovskite Startup Prize-managed Mentor Network. These guidelines will be updated soon with information on how to access this Mentor list.

### Connector/Mentor Recognition Reward Opportunities:

Recognition Reward Name	Anticipated Number of Awards	Dollar Amounts	Details*
<b>Recruit</b>	Up to 1 per winning Countdown team	\$1,000 per team	Distributed to Connectors who recruit a perovskite research team that wins the Countdown Contest.
<b>Support**</b>	Up to 1 per winning Countdown team	\$10,000 per team	Can be split between up to 3 Connectors or Mentors identified as significant supporters by Countdown Contest winners.
	Up to 1 per winning Liftoff team	\$15,000 per team	Can be split between up to 3 Connectors or Mentors identified as significant supporters by Liftoff Contest winners.
	Up to 1 per non-winning Liftoff team	\$5,000 per team	Can be split between up to 3 Connectors or Mentors identified as significant supporters by competitors who competed in but did not win the Liftoff Contest.
<p>* Power Connectors and National Labs are ineligible to receive recognition rewards.  ** Teams in the Liftoff Contest may only receive up to \$15,000 total in recognition rewards.</p>			

Competitors and reviewers participating in the Perovskite Startup Prize cannot also be a Connector or Mentor. If a Mentor or Connector formally joins a team, they forego any financial incentive and recognition payment for that round.

Entities interested in participating as Connectors or Mentors can visit the following site for details: <https://americanmadechallenges.org/network.html>.

**Recruit Countdown Winners** – Connectors who recruit a perovskite research team that wins the Countdown phase may receive Recruit Connector Recognition Rewards if the following conditions are met:

- The Connector must be on the list of approved Connectors on the American-Made Perovskite Prize website.
- To receive payment, the Connector must be listed in a winning competitor's submission package for the Countdown Contest in response to the question "Did a Connector refer you to the Perovskite Startup Prize? If so, who?"

Connectors may receive \$1,000 for recruiting a Countdown competitor who wins the Countdown Contest. A Connector may recruit multiple teams who win and receive multiple Recognition Rewards.

It is the expectation of the Prize Administrator that competitors will identify the single Connector that recruited them.

If no Connector recruited a winning competitor of the Countdown Contest, there is no obligation for a competitor to identify a Connector. A competitor should identify a Connector only if a Connector recruited them for the contest. If a competitor does not designate a Connector, no recognition rewards will be disbursed. Power Connectors are ineligible to receive Recruit payments, even if a winning team lists them on their submission.

**Support Countdown/Liftoff Winners** – Connectors/Mentors who significantly help a team during the Countdown or Liftoff phase may receive Support Recognition Rewards if the following conditions are met:

- The Connector must be on the list of approved Connectors on the American-Made Perovskite Startup Prize website. The Mentor must be on the approved list of Mentors provided by the American-Made Perovskite Startup Prize Power Connectors.
- If the Mentor or Connector formally joins a team, they forego any financial incentive and recognition payment for the Countdown or Liftoff round.
- To receive payment, the Connector or Mentor must be listed in a winning competitor's submission package for the Countdown or Liftoff Contest as a supporting organization.

It is the expectation of the Prize Administrator that competitors will identify Connectors or Mentors that have significantly helped them win a contest. Such assistance may include mentoring, coaching, crafting their submission package, identifying SMART goals, exploring vouchers opportunities, and introductions to investors, partners, researchers, experts, or potential customers.

Connectors or Mentors may receive \$10,000 for helping a Countdown competitor win the Countdown Contest, and they may receive \$15,000 for helping a Liftoff competitor win the Liftoff Contest. A Connector or Mentor may help multiple teams win and receive multiple Recognition Rewards.

The winning competitor will be asked to identify up to three Connectors or Mentors who provided the most support, and the winning competitor will designate how to split the prize if they select three Connectors or Mentors. Thus, the total amount a Connector may receive, may be less than the amount above if a team chooses to do this. After winning the contest, teams will be contacted by the Prize Administrator to confirm the Connectors and Mentors listed in the submission and desired payment split if multiple Connectors and Mentors are listed.

If no Connector or Mentor assisted a winning competitor in an impactful way, there is no obligation for a competitor to identify a Connector or Mentor. A competitor should identify a Connector or Mentor only if a Connector or Mentor helped them win the contest. If a competitor does not designate a Connector or Mentor, no recognition rewards will be disbursed. Power Connectors are ineligible to receive Support payments, even if a winning team lists them on their submission.

**Support Liftoff Non-Winners**– Connectors/Mentors who significantly help a team during the Liftoff Contest may receive Support Recognition Rewards even if the team does not win the Liftoff Contest if the following conditions are met:

- The Connector must be on the list of approved Connectors on the American-Made Perovskite Startup Prize website. The Mentor must be on the approved list of Mentors provided by the American-Made Perovskite Startup Prize Power Connectors.
- If the Mentor or Connector formally joins a team, they forego any financial incentive and recognition payment for the Liftoff round.
- To receive payment, the Connector or Mentor must be listed in a non-winning competitor's submission package for the Liftoff Contest as a supporting organization.
- If a competitor completes a submission package to the Liftoff Contest and is not selected, they are eligible to submit one more time to a future Liftoff round. Recognition Awards for Connectors that help teams that do not win the Liftoff Contest will be redeemable once the team is no longer eligible to compete for the Liftoff prize. See official rules for more details.

It is the expectation of the Prize Administrator that competitors will identify Connectors or Mentors that have significantly helped them during a contest. Such assistance may include mentoring, coaching, crafting their submission package, identifying SMART goals, exploring vouchers opportunities, and introductions to investors, partners, researchers, experts, or potential customers.

Connectors or Mentors may receive \$5,000 for helping a Liftoff competitor during the Liftoff Contest. A Connector or Mentor may help multiple teams and receive multiple Recognition Rewards.

The non-winning competitor will be asked to identify up to three Connectors or Mentors who provided the most support, and the non-winning competitor will designate how to split the prize if they select three Connectors or Mentors. Thus, the total amount a Connector may receive, may be less than the amount above if a team chooses to do this. After the contest, teams will be contacted by the Prize Administrator to confirm the Connectors and Mentors listed in the submission and desired payment split if multiple Connectors and Mentors are listed.

If the prize closes before a team can apply to Liftoff, the Connectors and Mentors can still receive a Recognition Award. The Prize Administrators will contact the teams to collect a Connector Recognition Form to disperse the prize money among up to three eligible Connectors and Mentors.

If no Connector or Mentor assisted a non-winning competitor in an impactful way, there is no obligation for a competitor to identify a Connector or Mentor. A competitor should identify a Connector or Mentor only if a Connector or Mentor helped them during the contest. If a competitor does not designate a Connector or Mentor, no recognition rewards will be disbursed. Power Connectors are ineligible to receive Support payments, even if a winning team lists them on their submission.