

Global Incubator Programme Clean Energy Industries USA (New York)

Applicant Briefing
12th August 2026



Innovate
UK

Business
Growth

Agenda

16:00 Welcome & Introductions

Ian Fletcher, GIP Lead, Innovate UK Business Growth

16:05 Innovate UK Clean Energy Industries

James Taplin, Innovation Lead, Innovate UK

16:15 Innovate UK Global Programmes

Joanne Spence, Partnership Manager – North America, Innovate UK

16:25 Introduction to Urban Future Lab, Incubator Programme Overview & Case Study

Steph Jones, Programme Manager, Urban Future Lab

16:45 GIP Dates, Application Process & Eligibility

Ian Fletcher, GIP Lead, Innovate UK Business Growth

16:50 Q & A

17:00 Close

- **INNOVATE UK**
- Clean Energy Industries
- James Taplin
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OUR VISION AND MISSION

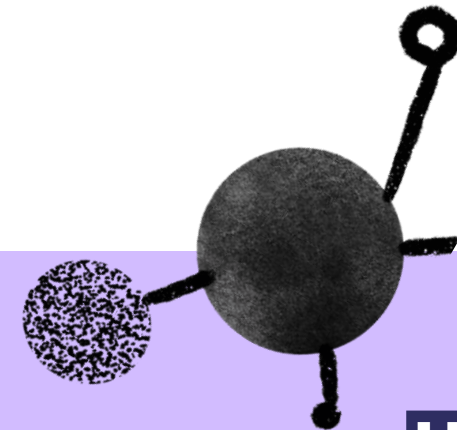
OUR VISION

Our vision is for a UK where breakthrough ideas become industry giants.

OUR MISSION

Our mission is to accelerate business innovation for the nation.

We will help breakthrough technologies become scalable businesses – turning innovation into commercial and economic growth.



WHO WE BACK

- UK deep and hard tech innovators: businesses based on scientific or engineering breakthroughs that deliver step changes in capability and value
- High growth potential businesses
- A strong team to deliver
- Break-through technology
- Market-readiness of ideas, business and opportunity
- **Has a need that we can meet**



VELOCITY

- An end-to-end offer, built around the needs of each business: not a one-size-fits-all approach. We support the journey from innovation to growth.
- A concierge approach where businesses receive the right support, at the right time, from a cohort of like-minded businesses

HOW WE WORK:

THE INNOVATE UK MODEL

1

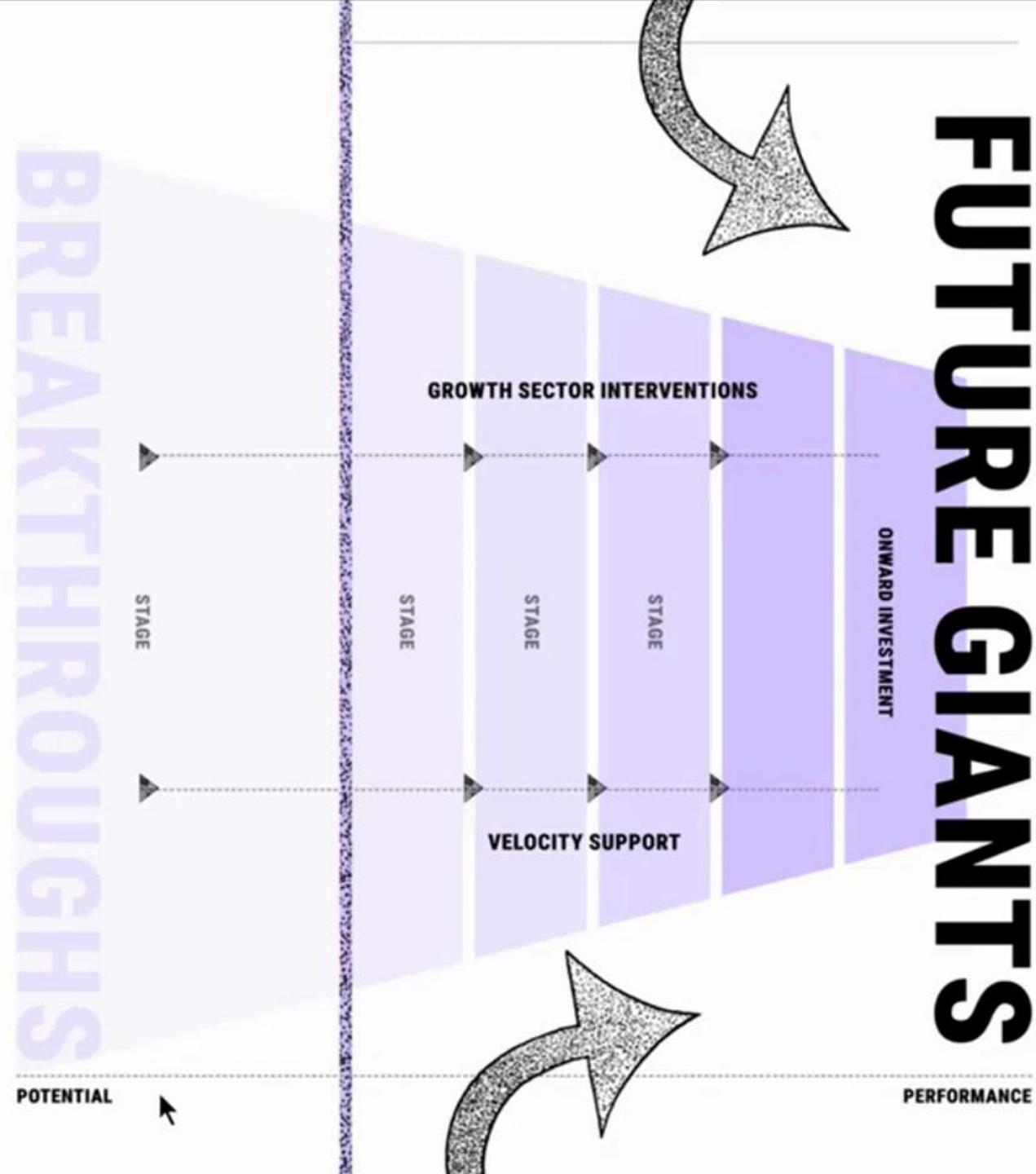
IDENTIFYING INNOVATE UK'S HIGH POTENTIAL BUSINESSES:
SIGNS OF POTENTIAL, SIGNALS OF PERFORMANCE

2

GROWTH SECTOR TEAMS:
DEEP SECTOR EXPERTISE AND ACTIVE PORTFOLIO MANAGEMENT

3

VELOCITY: A CONCEIRGE APPROACH TO GROWING INNOVATIVE BUSINESSES



| INDUSTRIAL STRATEGY SECTORS



**Advanced
Manufacturing**



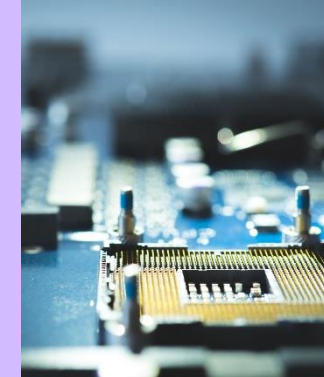
**Creative
Industries**



**Clean
Energy**



Defence



**Digital &
Technologies**



**Life
Sciences**

| CLEAN ENERGY

- A broad scope defined in collaboration with expert delivery partners and team focal areas:
- A) Energy Systems
 - Next-gen energy storage including LDES
 - Low-cost renewable energy generation and solar technologies including off grid power supply and back-up power
 - Grid modernization & transmission technologies & grid reliability solutions
 - Resilience-as-a-service platforms (e.g. critical facility backup, microgrid resilience)
 - Modulation of energy demand including energy flex, demand shift, demand reduction, or digital technologies
 - Energy technologies supporting the EV transition
 - AI and Digital Technologies for Energy Systems

| CLEAN ENERGY

- A broad scope defined in collaboration with expert delivery partners and team focal areas:
- B) Industrial Decarbonisation & Alternative Fuels
 - Hydrogen, Ammonia and Low-Carbon Fuels
 - Energy efficiency solutions including digital solutions (e.g. for real estate/buildings)
 - Low-cost low emission heat technologies (e.g. industry, buildings)
 - Novel production of industrial products including chemicals, cement, and steel
 - Port decarbonisation
 - Carbon Capture, Utilisation and Storage (CCUS)

- **INNOVATE UK**
- Global Incubator Programme
- Joanne Spence
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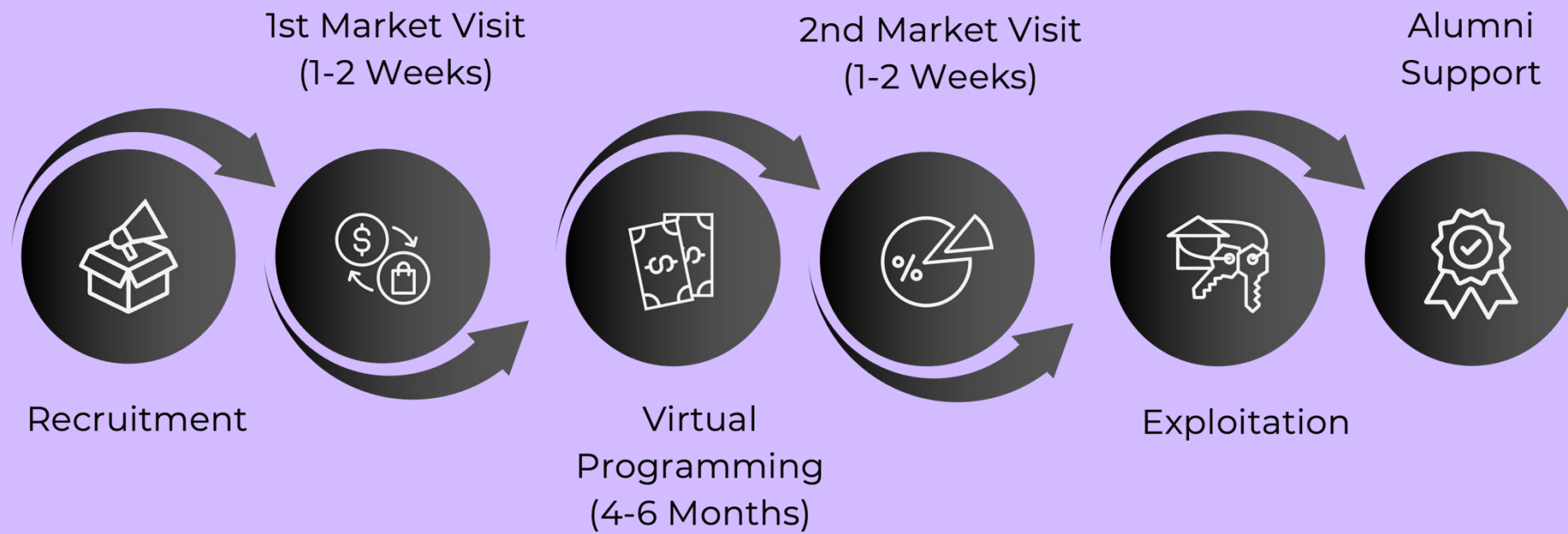
- INNOVATE UK
- Turning Breakthrough
- Ideas into Industry Giants

Global Incubator Programme

An acceleration programme for up to 8 innovative SMEs to grow and scale in specific sectors building long-term relationships and foundations to accelerate future market growth through the exploration Of Global Markets.



| GIP Process : 12-18 Month Programme



| GIP Programme Overview



Raising Awareness

Expanding global visibility and understanding of new markets



Market Validation

Ensuring product-market fit through customer discovery research and feedback.



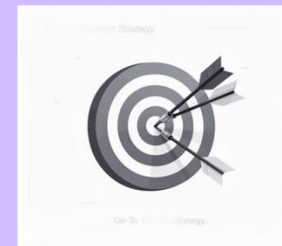
Workshops

Facilitating skill development through expert-led sessions and Mentorship.



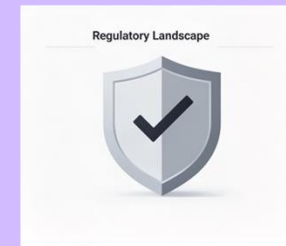
Innovation

Discovering new ideas to meet customer needs and development of new collaborations



Market Strategy

Defining pathways to reach target customers and attract investment



Regulatory Landscape

Navigating legal frameworks for market entry.

UK in a Global World

The Opportunity:

99% of population live elsewhere

97% of WW GDP is elsewhere





URBAN FUTURE LAB

NYU TANDON

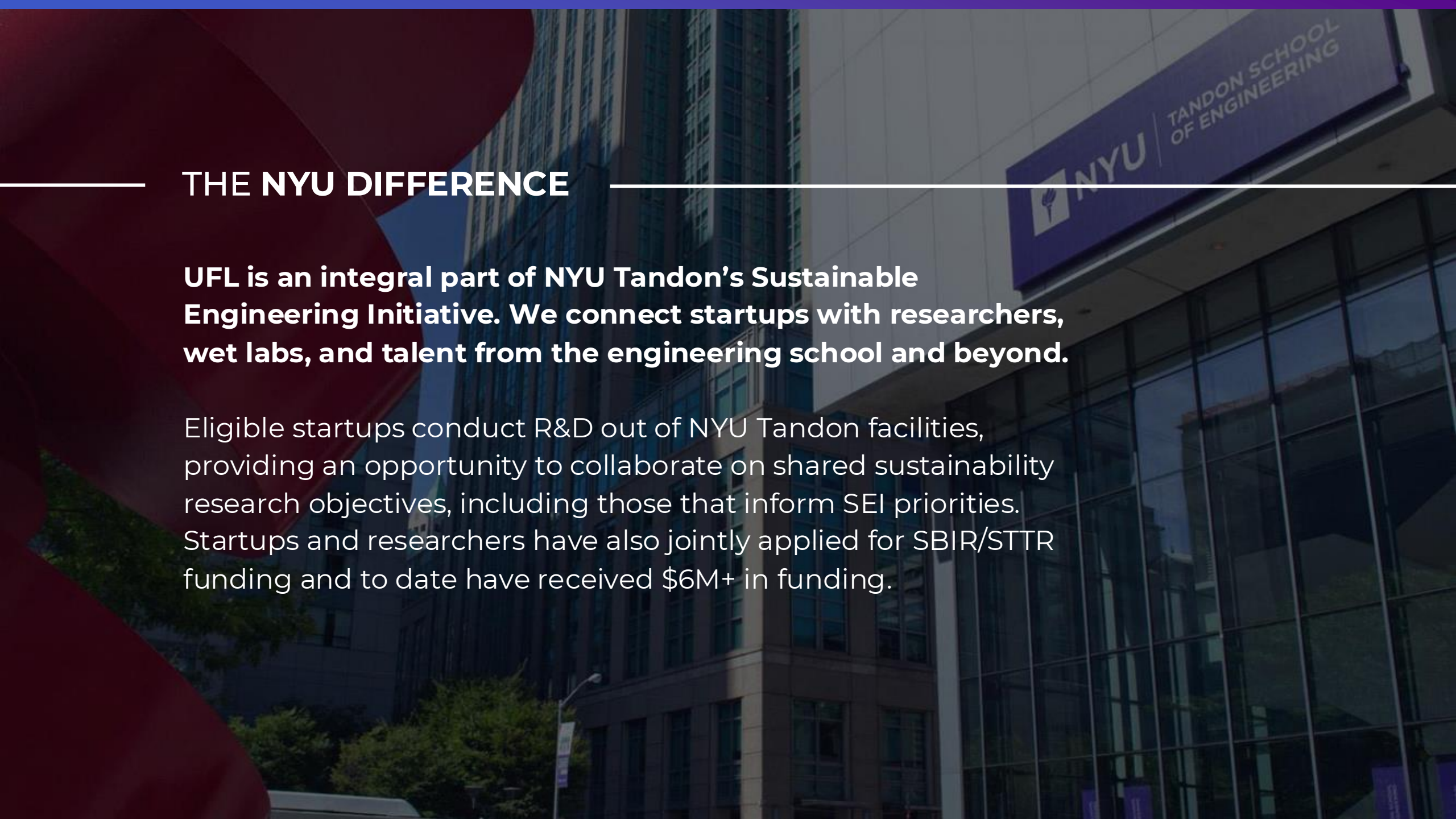
ACCELERATING MARKET READY SOLUTIONS

The Urban Future Lab is a **non-profit innovation hub** for best-in-class **climatetech** startups with a focus on clean energy and sustainable urban infrastructure solutions.

By nurturing and empowering innovators, we are:

- Actively driving the transition towards a low-carbon economy
- Creating opportunities for economic growth
- Driving the market adoption of sustainable technologies
- Helping cities become more resilient, efficient, and livable





THE NYU DIFFERENCE

UFL is an integral part of NYU Tandon's Sustainable Engineering Initiative. We connect startups with researchers, wet labs, and talent from the engineering school and beyond.

Eligible startups conduct R&D out of NYU Tandon facilities, providing an opportunity to collaborate on shared sustainability research objectives, including those that inform SEI priorities. Startups and researchers have also jointly applied for SBIR/STTR funding and to date have received \$6M+ in funding.

WHAT MAKES US DIFFERENT?

- 1 First pioneer in the sector**
ACRE is the longest existing climatetech incubator in New York State
- 2 We don't take equity**
Founder-first culture that focuses on the startup's growth
- 3 We support hard tech + soft tech**
Wide range of innovations across programs
- 4 Deep network connections in New York State**
Government, corporate, non-profits
- 5 Full suite of programs**
Incubator, accelerators, professional development
- 6 Provide startups with a range of services**
From legal, design, marketing, and capital raising



OUR ECOSYSTEM IMPACT

200+

startups
supported

\$4.2B+

raised in venture
capital, project
finance, and
grants

5,700+

jobs
created

92%

survival
rate

6%

acceptance
rate

73

events

2,300+

event
attendees
every year

20

exits

URBAN FUTURE LAB

NYU TANDON

CLIMATE
TECH
INCUBATOR



PROFESSIONAL
DEV PROGRAM



PROGRAM
ACCELERATORS



INNOVATE UK
GLOBAL INCUBATOR
PROGRAMME



An aerial night view of the New York City skyline, featuring numerous illuminated skyscrapers and a body of water in the background. The image has a purple and blue color cast.

URBAN FUTURE LAB

NYU TANDON

Urban Future Lab at NYU Tandon

Contact: info@ufl.nyc



Cohort 7 Focus Areas

- Next-gen energy storage including LDES
- Low-cost renewable energy generation and solar technologies including off grid power supply and back-up power
- Grid modernization & transmission technologies & grid reliability solutions
- Resilience-as-a-service platforms (e.g., critical facility backup, microgrid resilience)
- Modulation of energy demand including energy flex, demand shift, demand reduction, or digital technologies
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- Carbon Capture, Utilisation and Storage (CCUS)

An aerial night view of a city skyline, likely New York City, featuring a river and a bridge. The image is overlaid with a dark purple gradient.

Global Incubator Programme: Expectations of Participants



Expectations of Participants

- **Have at least one person dedicated to the program**
- **Participate in two week-long intensive visits in November and March.**
 - Welcomed and encouraged to visit often
- **Spend 15+ hours per week on US market entry**
 - Conduct 50+ customer interview by March visit
 - Attend at least 80% of all sessions, including 1:1s
 - Coming to meetings prepared
 - Work closely with US and UK advisors
- **Support and challenge your peers**
- **Curiosity and willingness to learn**

An aerial night view of a city skyline, likely New York City, featuring a river and a bridge. The image is dark with a purple tint, and the city lights are visible. The text "Global Incubator Programme: Content and Schedule" is overlaid in white.

Global Incubator Programme: Content and Schedule



Goals

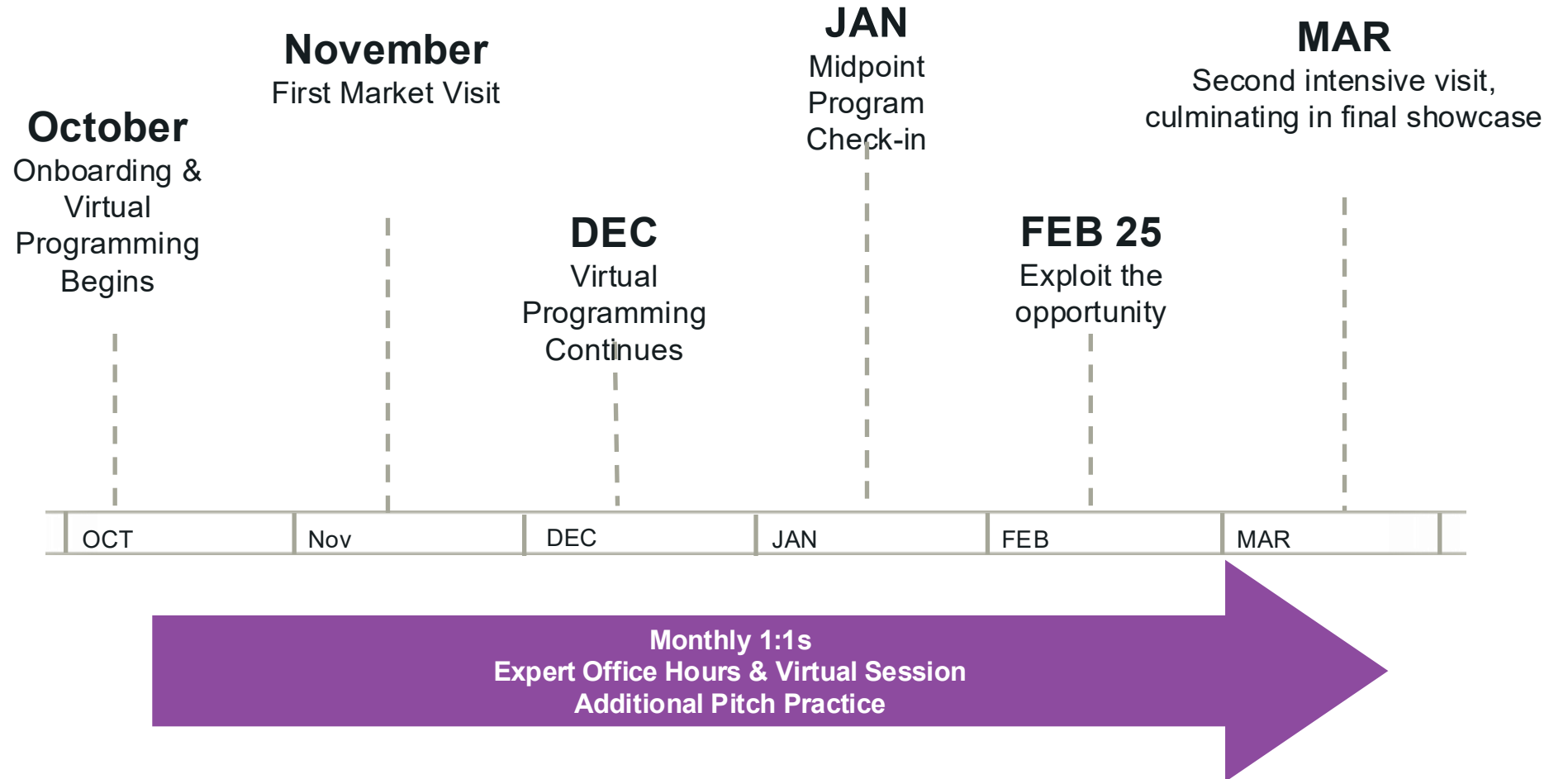
- **Learn how to conduct customer discovery to:**
 - Validate/Invalidate the existence of the problem you are solving with US customers
 - Sharpen customer value propositions
 - Understand and map out the market and ecosystem, including customers, influencers, competitors, partners, etc.
- **Connect with potential local partners and customers**
- **Understand what US investors are looking for**
- **Begin establishing a physical presence in NY**



Resources Provided

- NYSERDA CEN (ClimateTech Expertise Network) and Innovate UK Growth Specialist.
- Advisement on customer discovery, investment readiness, legal considerations, regulations, hiring, and more.
- Opportunities for introductions to customers, partners, investors, and more.
- 1:1 advisement meetings with GIP program managers.
- Office hours with experts in their respective fields.
- Final showcase to gain exposure to the NYC ecosystem.
- Travel costs covered (2 market visits only)

Program Schedule: October 2026 to March 2027





Virtual Onboarding (October 2026)

- Two virtual sessions on Oct 12, 2026 and Oct 29th, 2026
- Group Cohort introductions
- Introduction (or refresher) on customer discovery
- Introduction to NYSERDA CEN program coordinators
- Review of Cohort 7 curriculum
- Planning ahead and highlighting relevant 2026/2027 industry conferences and events
- NYC travel considerations and planning
- Reviewing Strategic Development Plan requirements



Strategic Development Plan

- Outlines objectives for the Program and Actions to be undertaken
- What milestones would you like to hit by the middle of the programme (January 2027) and by the end (March 2027)?
- What are the key questions that you need to have answered about the US market?
- Who do you want to speak to first to begin answering those questions?
- Where do you need the most help/guidance?



Workshop and Session Topics

- US Federal Regulatory Landscape: Information on recent regulations impacting climatetech industry.
- New York State Regulatory Landscape: NYSERDA and Clean Energy Fund.
- Corporate Partnerships: Joint Development, Pilot Projects, Acquisitions. Pathway to partnership, nature of collaboration, time horizons, and expectations.
- Investor Readiness Module
- Fundraising Strategies/Equity Fundraising. An overview of startup capital providers (VC, CVC) and considerations when fundraising.
- Practicing Your Startup Pitch to a Live Audience with a Professional Pitch Coach.

March 2027 NYC Final Showcase

- An opportunity to present to an audience of ecosystem stakeholders (prospect customers, investors, and others)





GIP: Your Partner in Navigating US Market Entry

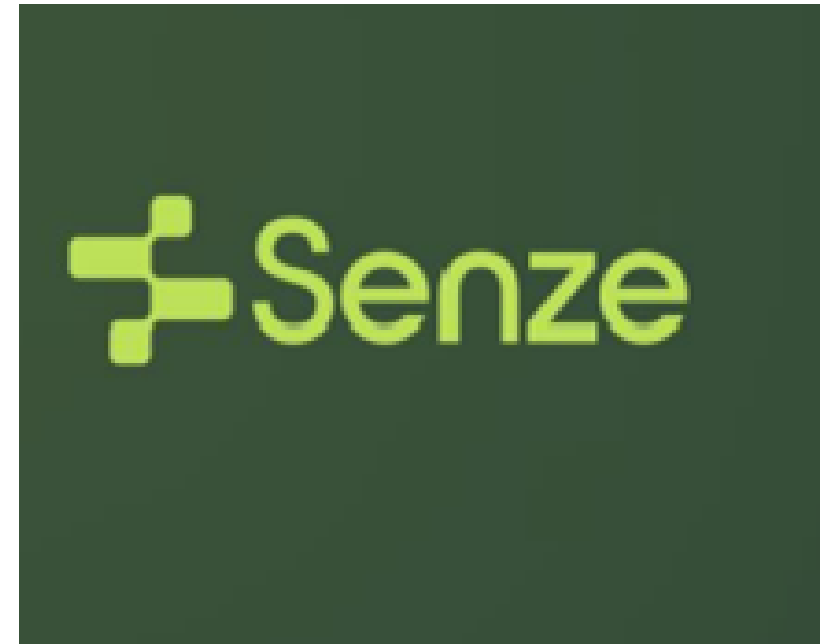
- **Empowered Decision-Making:**
 - Deepened knowledge of US market and relevant stakeholders
 - Exposure to scale-up programs and opportunities in the US
- **Past Cohort Highlights:**
 - Gyroplant (Cohort 6) is working with NASA to explore microgravity trials and secured partnerships with the largest vertical farming operator in the US
 - Qflow (Cohort 4) established impressive partnerships with BW Construction in NJ and Volpatt Construction in Pennsylvania, expanded their US team and achieved B-corp status
 - Sylvera (Cohort 3) has established impressive partnerships in the US with a variety of Fortune 500 companies, such as Salesforce, Chevron, and Cargill.

INNOVATE UK COHORT COMPANIES

YEAR 1 - 6 COHORT COMPANIES



INNOVATE UK
GLOBAL INCUBATOR
PROGRAMME



Tom Fenton, CEO,
Senze

Look Forward To Seeing Your Application!

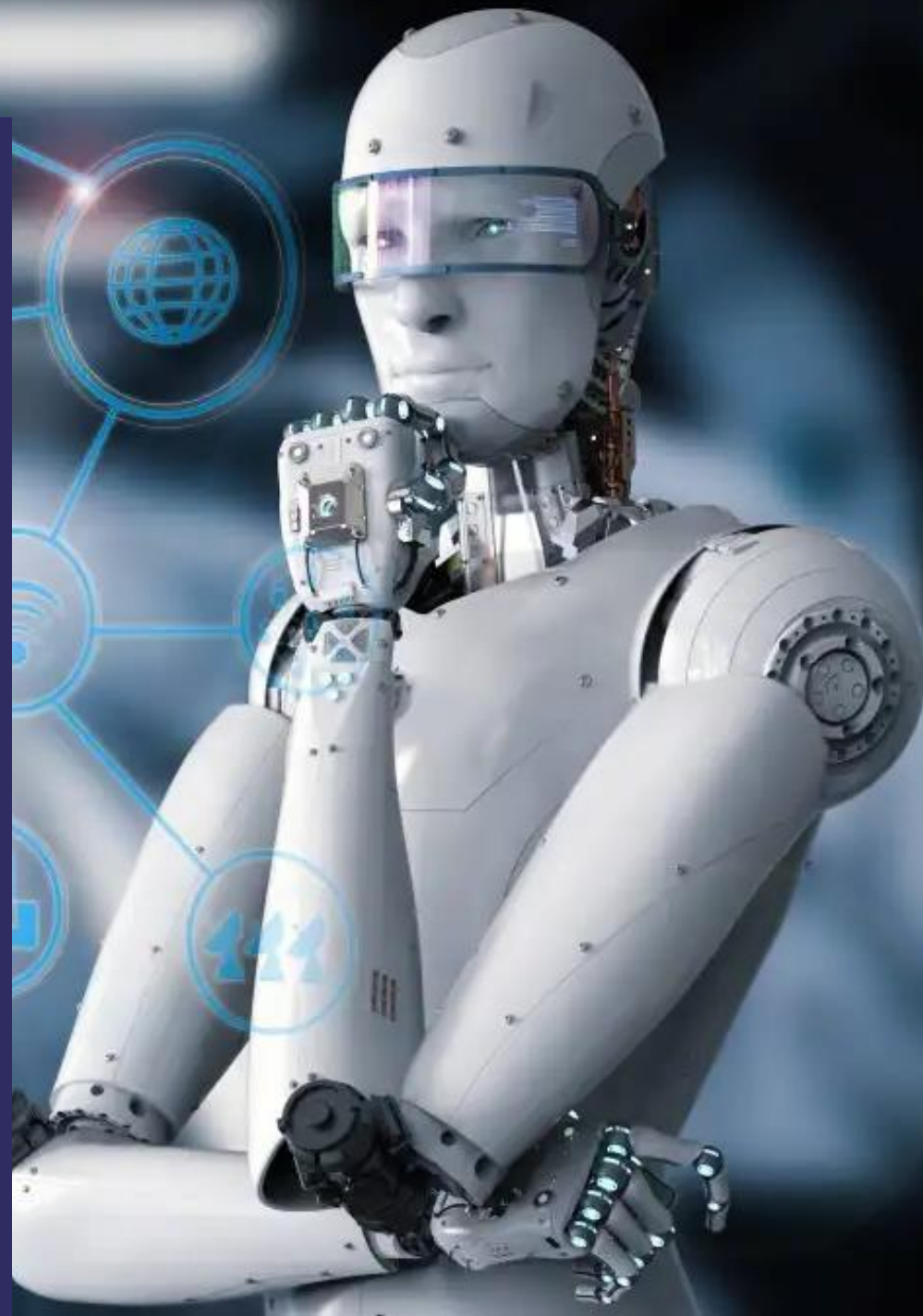


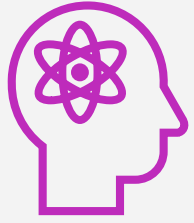
GIP Dates, Application Process & Eligibility

Ian Fletcher, GIP Lead
Innovate UK Business Growth

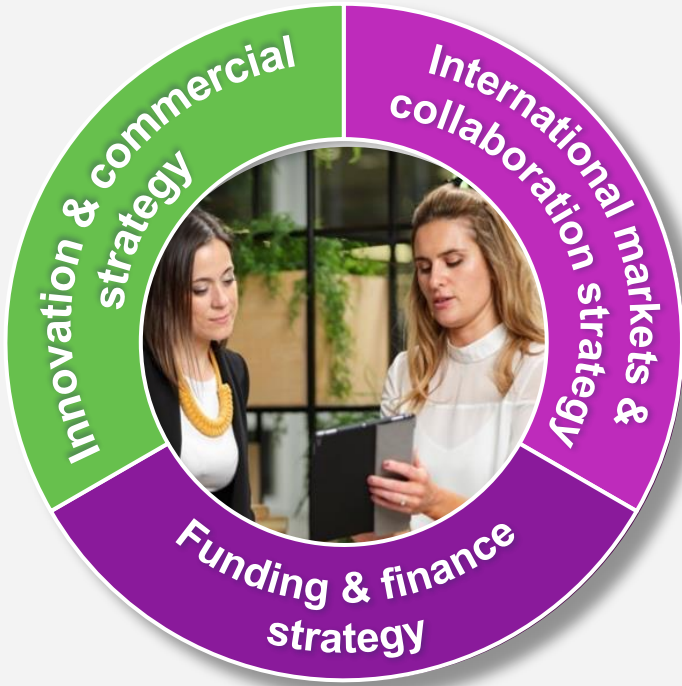


The UK's innovation agency





Specialists with comprehensive expertise to help you hone your strategy



Innovation and growth specialists and scaleup directors nationwide, who are also plugged into technical experts across Innovate UK and beyond.

With the commercial acumen and innovation experience to help clients hone their growth strategies and accelerate their progress in three broad areas.

“Our specialist’s knowledge and experience...has been incredibly helpful and comforting. The...ups and downs can be tough but having that consistent sounding board has made a huge difference.”

Jason Mashinchi, Managing Director at Cambridge Kinetics



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GIP Application Timeline Dates



4th September 5pm – application deadline



23rd – 30th September – shortlist interviews



6th October – application outcome



Early October – sign & return offer letter



Early October – Innovation & Growth specialist (IGS) or Scaleup Director allocated for GIP strategic planning & wrap-around support



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Accessibility and Inclusion

Innovate UK welcome and encourage applications from people of all backgrounds and are committed to making our application process accessible to everyone.

This includes making reasonable adjustments, for people who have a disability or a long-term condition and face barriers applying to us.

[Further information](#)

Eligibility



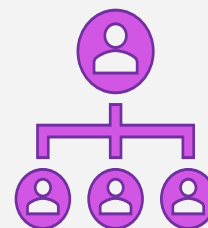
UK based SME (<250 employees) with ambitions to grow and scale globally



Be able to attend and complete all Programme activities in the UK and USA



Be an innovative technology provider within the clean energy industries sector



Applicant must be either CEO, founder, senior exec director or decision maker



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Key Programme Dates



12th October 2026 – **Onboarding Workshop (virtual)**



19th October 2026 – **Incubation Programme Starts**



8th to 13th November 2026 – **Market visit 1**



7th to 12th March 2027 – **Market visit 2**



25th March 2027 - **Exploit the Opportunity Workshop (virtual)**



* All activities are a **mandatory** part of the GIP programme

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What is the cost?

Innovate UK will fund:



International flight – group return economy travel from the UK to New York for the two market visits



Group hotel accommodation in New York during market visits



Group airport transfers



Incubator support for the duration of the Programme

What is the cost?

Companies will fund:



Travel within the UK e.g. UK travel to airport, and in US excl. transfers



USA visa / ESTA



Subsistence / meals outside of hotel breakfast



Travel and medical insurance

A Good Application

Demonstrates:



Fit with the GIP scope within the clean energy industries sector



That now is a good time to expand internationally, particularly to the US, and how you plan to scale as a result

Explains:



- The size of the market opportunity
- Commercial traction and the impact of your technology
- The credentials of team that will be involved in the programme



Your Programme objectives and the organisations you wish to connect with during the Programme



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Considerations

1. **CEO, founder or senior decision maker** must apply and complete all activities
2. Ability to **commit to all Programme dates**
3. Company **resourced** to maximise the opportunities created
4. Commit to **work closely with your innovation and growth specialist (IGS) or scaleup director**
5. Agree to **report back on meetings and outcomes achieved**

Additional information

- For any enquiries, please contact:
ian.fletcher@iukbg.org.uk
- To view further details on this GIP including the application form please use this [link](#)
- To view all GIP opportunities please visit: <https://iuk-business-connect.org.uk/opportunities/>



Q & A



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UK

The UK's innovation agency

