



SUCCESS STORY: CONNECTMYEV

Background

In February of 2012 an electric vehicle (EV) charging company was established under the name Green Dot Transportation. The founder and CEO, Satyajit Patwardhan had just received a grant through the California Energy Commission, and he began the development of world's first conductive EV charging unit. The main benefit of this technology is that it provides park and walk charging convenience to EV drivers. The system differs from previous inductive approaches in that it uses robotically directed conductive connector and is electrically compliant with the existing J-1772 standard. Unlike inductive charging units, that require large magnetic coils, the technology in ConnectMyEV is efficient, safer, smaller, less expensive, and can easily handle larger power charging loads.

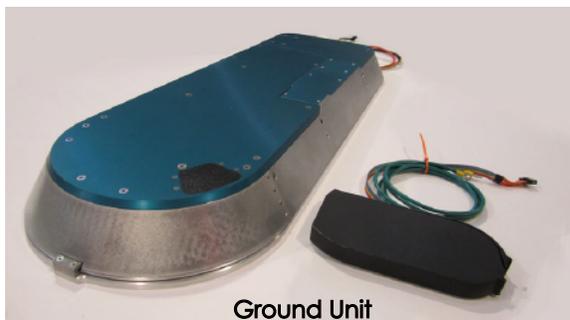
Needed: Networking

Although Satyajit was a robotics expert, he didn't have enough resources or connections to deliver his message at the right place in large automotive companies. Here at ProspectSV, we knew that once he got in front of key players at automobile company, he would be able to make successful connections. The technology features, including a compact search robot, low cost of goods, thoroughly compliance tested, and bi-directional charging capability would make this technology very attractive to investors and development partners. The main goal of our commercialization services was to facilitate strategic industry networking and provide direction on effective marketing. Satyajit was able to quickly convince auto manufacturers that this is the direction EV charging is headed, and they need to jump on board now to advance this forward-thinking approach.

Relationship Development

After he began working with ProspectSV and began pitching his technology, he decided to rebrand the company and change the name to ConnectMyEV (Summer '15). This seemingly minor change immediately made his product more identifiable. With the help of his Client Champion, Mike Harrigan, his next step was getting in front of automobile companies. Satyajit actively participated in networking opportunities at ProspectSV, which fostered interaction between tech scouting companies and start-ups.

During one of our quarterly networking meetings Satyajit met and developed a relationship with Toyota. This eventually led to his partnership with Toyota and they paying for the development of a prototype unit for internal testing. Within seven months, ConnectMyEV delivered a new, revised system, which made the product more compact and convenient. Another major automotive Tier 1 supplier also funded a prototype for testing and evaluation.



Ground Unit

Results: 2 Pilot Programs

Through meetings here at ProspectSV, Satyajit was able to receive two pilot programs that he is currently in operations with. We're proud that our efforts put him in front of the right contacts that have allowed him to focus on further product development. Working with ProspectSV has, **"allowed me to focus on engineering development, while significantly expanding my customer outreach,"** says Satyajit.