



# The Startup Journey

## Charging a Battery Start-Up

October, 2020

David Grant





Batteries Now Power  
Everything

Everything Takes  
Too Darn Long to Charge





# My Background

- Startup 1 – Sight Systems
  - Machine Vision Metrology Systems
  - Hard Disk Drive Industry
  - Sold to Zygo, 1997
- Startup 2 - Tamar Technology
  - Novel Optical Metrology Sensors
  - Semiconductor Industry
  - Sold to Rudolph Technologies, 2013
- Startup 3 – Battery Streak
  - Ultra Fast Charging Technology, Nano-structured Materials
  - Professors Bruce Dun & Sarah Tolbert, UCLA





# Disclaimer

- Nothing Personal
- Just my job
- Starting a company is not fun or easy
- We are all Entrepreneurs!



# Why A Startup

- I want to be my own boss!
- I want the freedom!
- I want to make Millions of \$\$

Kylie Ora Lobell, September 04, 2020



# Nothing Like Dining Out

- It was a great meal!
  - The salad was perfectly chilled
  - The soup was perfectly heated
  - The duck was perfectly crispy
  - The Crème Brulee was delectable
  - The wines were perfectly paired



- The Bread was stale



# Nothing Like Dining Out

- It was a great day!
  - Five Experiments failed
  - Four customers are late paying their bills
  - Three bills that are annual arrived on the same day
  - Two deliveries are early and two are late
  - And the one water heater sprung a leak

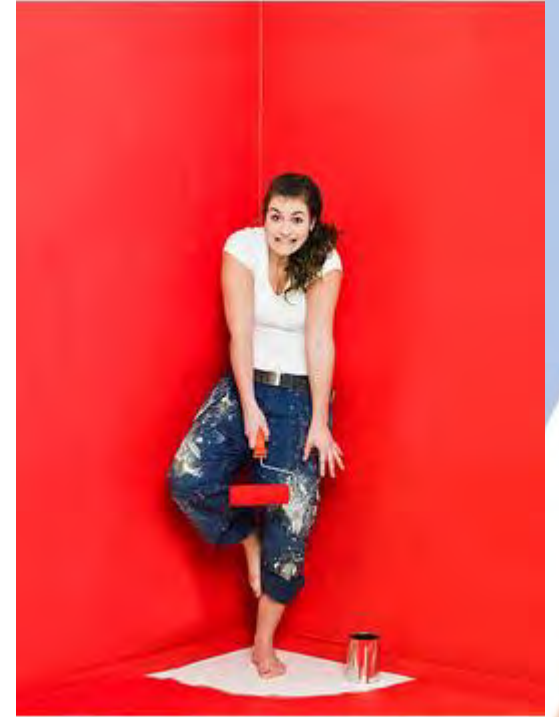
- Apple sent an email!





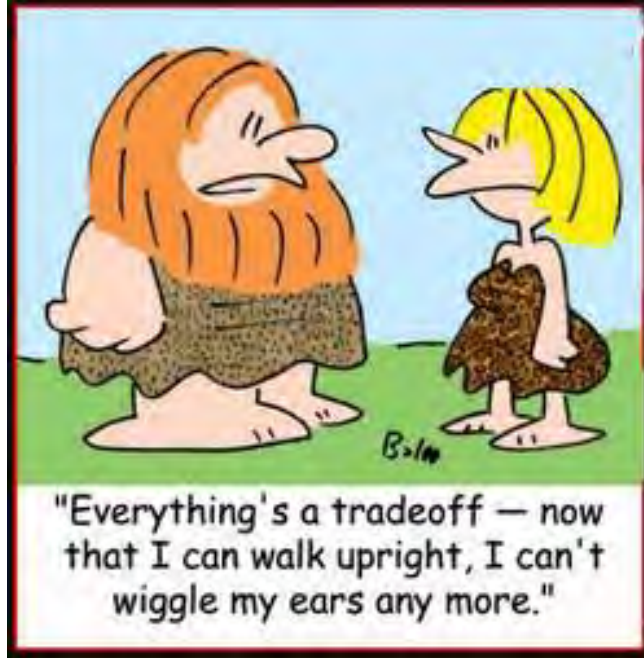
# The Secret

- Priorities
  - Easy to say, Really hard to do
- Don't spend too much time on things that don't matter
- There are some things that just never need to be done

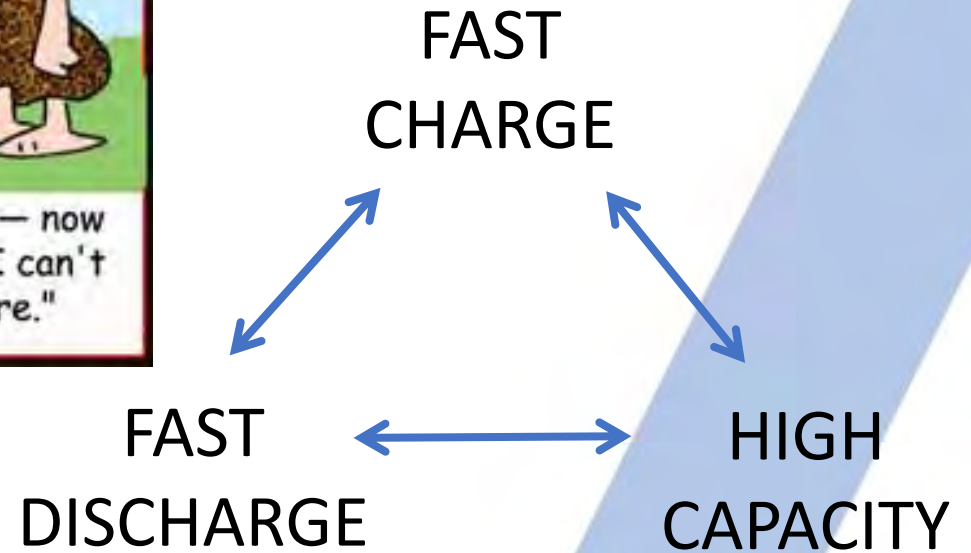
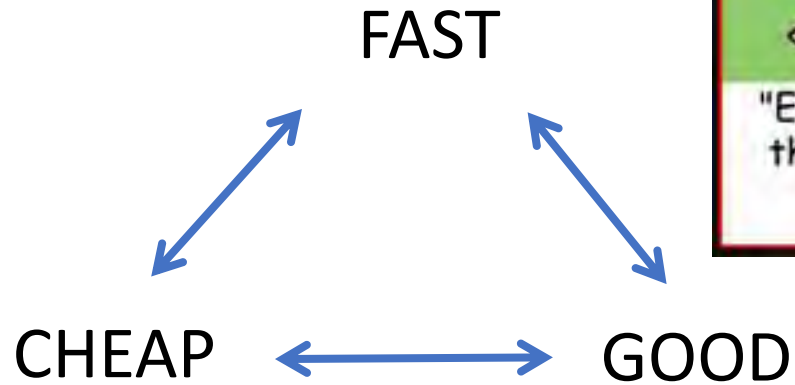




# A Wise Man Once Told Me .....



"Everything's a tradeoff — now that I can walk upright, I can't wiggle my ears any more."





# Battery Streak Origins

- Entrepreneur-In-Residence at UCLA
- Investor in Act One
- UCLA and Act One made me an offer I couldn't refuse
  - No pay
  - Long hours
  - Technology was lab scale only

**UCLA**





# Funding

- Backed by Act One & two private investors
- <\$2M spent so far
- Raising Series A Round – Announcement Soon
- Venture Capitalists



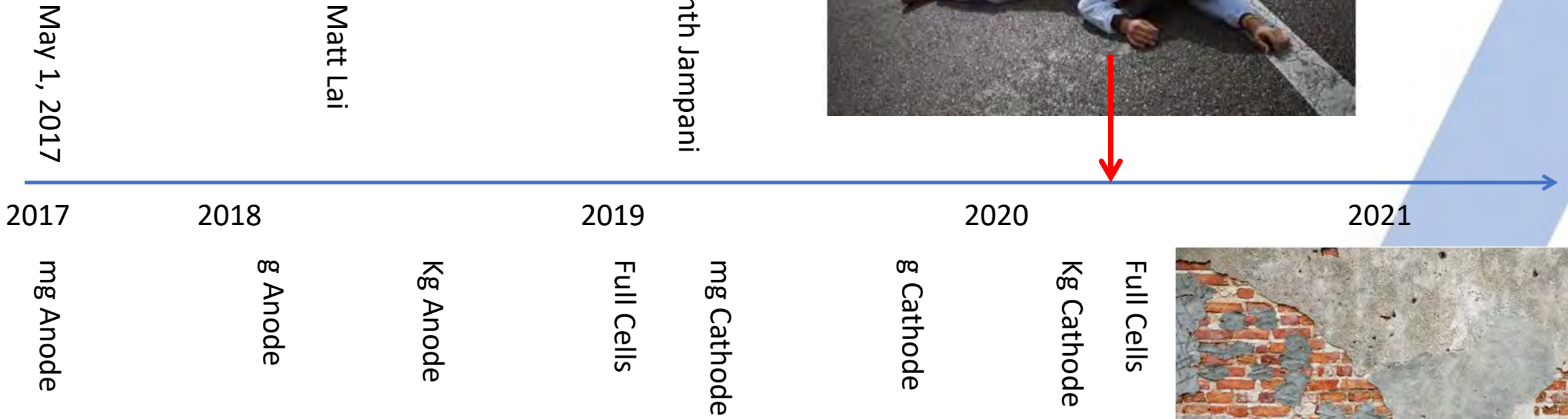
# Some Hurdles

- UCLA Licensing
- Academic Speed & Covid Closed the Labs
- New Office & Manufacturing Facility
- California Environmental Requirements
- Customer Education





# Battery Streak



# Success !!

- Products being evaluated at:
  - Power Tool companies
  - EV companies
  - Consumer Electronics companies
- First ideas always seem to be wrong
- Keep your eyes and your mind open to change
- 10X rule of thumb



# Vision For The Future

- Improved carbon footprint, reduced pollution, world over
- All devices, including EVs, charge in minutes, not hours
- Battery will outperform gas power
- Everyone can own an electric vehicle with “Battery Pump” replacing gas pumps





# **BATTERY STREAK**

**CHARGE LIGHTNING FAST**

Thank you For Your Time

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