

February 12, 2021

Senator Delores G. Kelley
Chair, Finance Committee
3 East
Miller Senate Office Building
Annapolis, MD 21401

Dear Senator Kelley:

I am writing to request your favorable support for SB 0460 “Economic Development – Advanced Clean Energy and Clean Energy Innovation Investments and Initiatives.”

My name is Nikki Mehta and I have my own business, Mehta Consulting Services. My company helps clean energy technology companies commercialize their innovations and overcome barriers that might lead to failure. I have tenured career in product management and marketing with technology companies including Cisco Systems, Deltek, and Textura.

In 2020, I participated in a Maryland Clean Energy Center program called the Maryland Energy Innovation Accelerator. This unique program accelerates the commercialization of new technologies created in Maryland-based universities and Federal Labs with the goal of creating new Maryland-based technology and manufacturing businesses that will have a positive impact on Maryland’s climate goals.

The MEIA gave me a unique opportunity to coach and mentor entrepreneurs who had very unique innovations to reduce our carbon emissions. The process that MEIA established allowed each team within six months to determine the best commercial path. We went through a rigorous process of customer discovery, defining the business model, determining product market fit, eliminating markets where the barriers would be too high, and then working on go to market strategy (company name, value proposition, funding possibilities, etc). This allowed me to establish credibility and I know have several contracts with clean energy technology companies in the DC area.

MEIA is critical program needed to ensure that we continue to innovate and commercialize clean energy technology. Your consideration and favorable support of SB 0460 will be much appreciated.

Sincerely,

Nikki Mehta
Mehta Consulting Services
703-439-4115

