

American-Made Solar Prize Technical Assistance Request



U.S. DEPARTMENT OF ENERGY

Jumpstart Energy

Democratizing solar finance

Jumpstart is a clean energy AI company that has built a deep-learning underwriting algorithm to better evaluate residential solar customer default risk, and as a result, better serve low-FICO borrowers. Jumpstart's analytics platform takes in alternative data to return a "probability of default" percentage. Jumpstart opens up previously inaccessible markets for the solar industry. With American-Made Solar's support, Jumpstart aims to increase the flow of capital throughout the solar sector and reenergize the US solar industry.

Jumpstart needs the most help with regards to 2 aspects: network development, and algorithm improvement.

Network development:

Jumpstart currently relies on cold outreach plus personal contacts for customer onboarding. Jumpstart is looking to leverage American-Made Solar's diverse and powerful support network of solar companies to get introductions to companies looking for alternative financing mechanisms. Jumpstart also hopes to leverage American-Made Solar's network of energy incubators to make introductions to grow out a talented team (we are currently looking to hire an additional data scientist and a financial engineer to continue R&D of the algorithm), and to connect Jumpstart with investors in the solar financing space (Jumpstart has been bootstrap developed for the past year).

Algorithm improvement:

Jumpstart is building a machine-learning algorithm to establish an alternative methodology for calculating solar loan/lease default probability, for the purpose of providing financing to underrepresented homeowners in the US. Jumpstart is looking to leverage American-Made Solar's network of national laboratories to provide the utility payment data and customer profile data to strengthen Jumpstart's machine-learning algorithms.

Jumpstart plans to use the American-Made Solar Prize award to fund continual product improvements and innovation. With the help of American-Made's network, as well as the experience and data provided by national labs, Jumpstart hopes to rapidly commercialize solutions that will drive down customer acquisition costs for solar systems, and support solar developers across the country. With the help of the solar industry's brightest innovators, particularly through their technical insight, their network, and their product strategy, we can accelerate cycles of learning manifold.

Team and contact information:

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