

HYDROGEN EARTHSOT SUMMIT  
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# Lessons from SunShot

**R. Ramesh**

University of California, Berkeley  
Lawrence Berkeley National Laboratory

Founding Director of Sunshot

**Arun Majumdar**

Stanford University  
SLAC

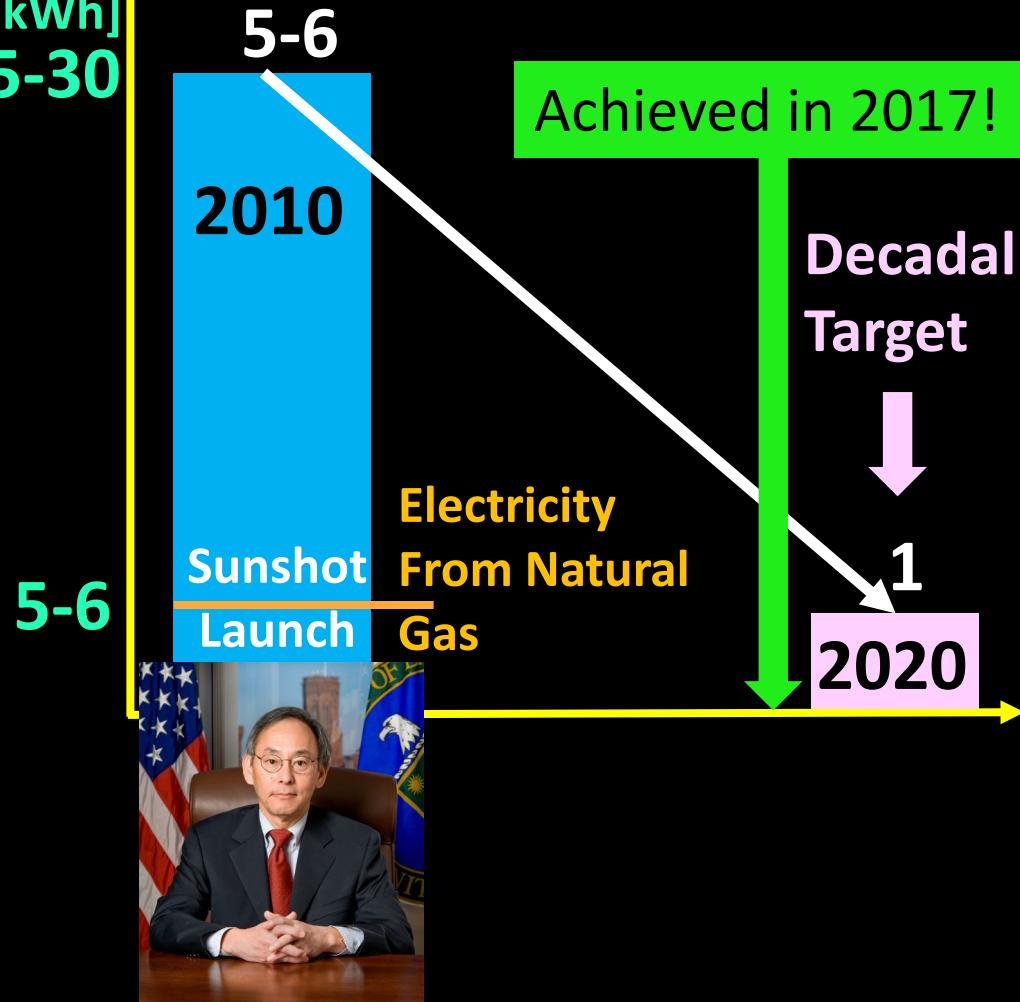
Founding Director of ARPA-E  
Acting Undersecretary of Energy

# What is SunShot?

Levelized  
Cost of  
Electricity  
[cents/kWh]  
25-30

Fully Installed  
Cost [\$/W]

*Utility-  
Scale Solar*

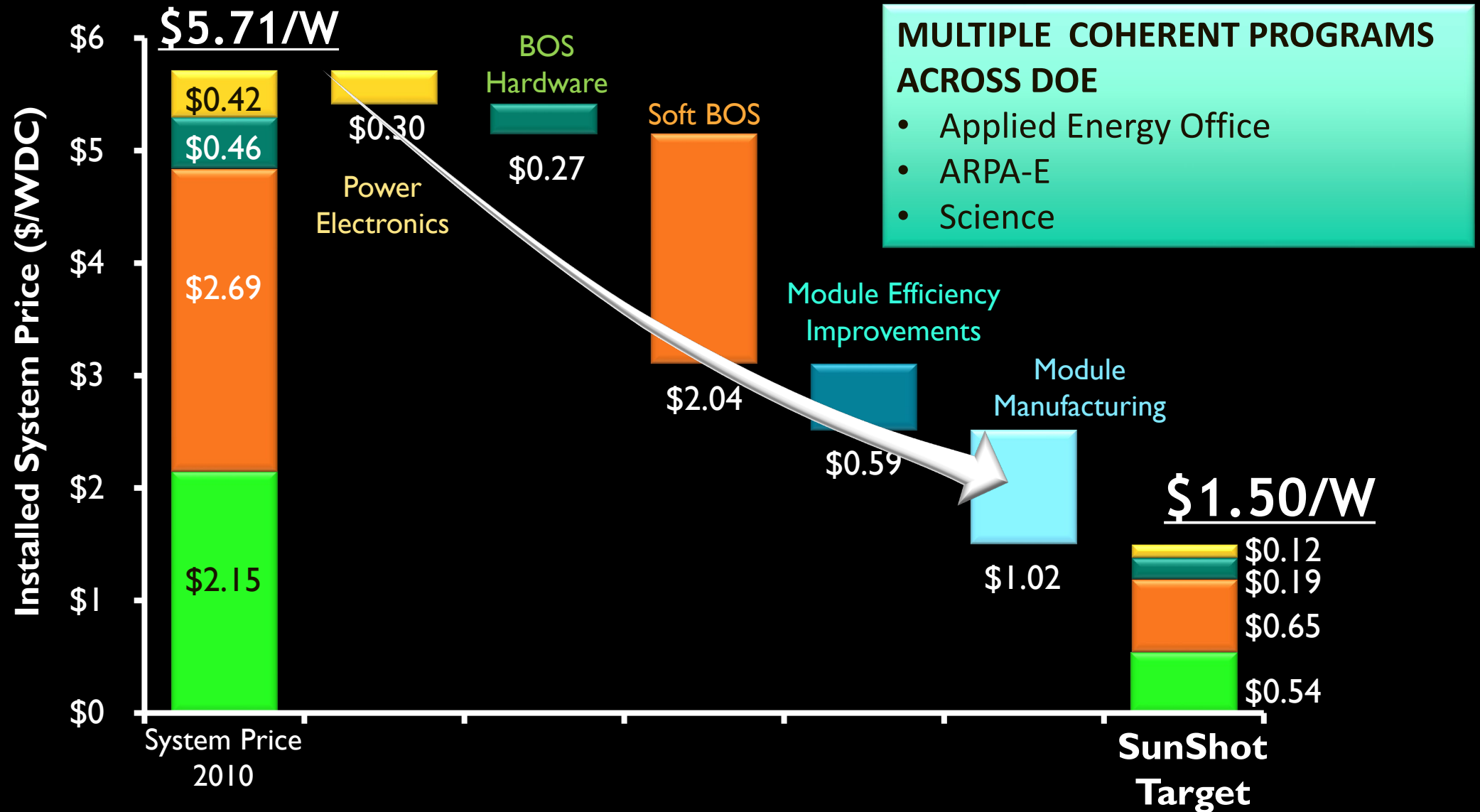


- Urgency
- Challenging stretch goal
- Technology agnostic
- Global competitiveness
- Organizing principle for innovation

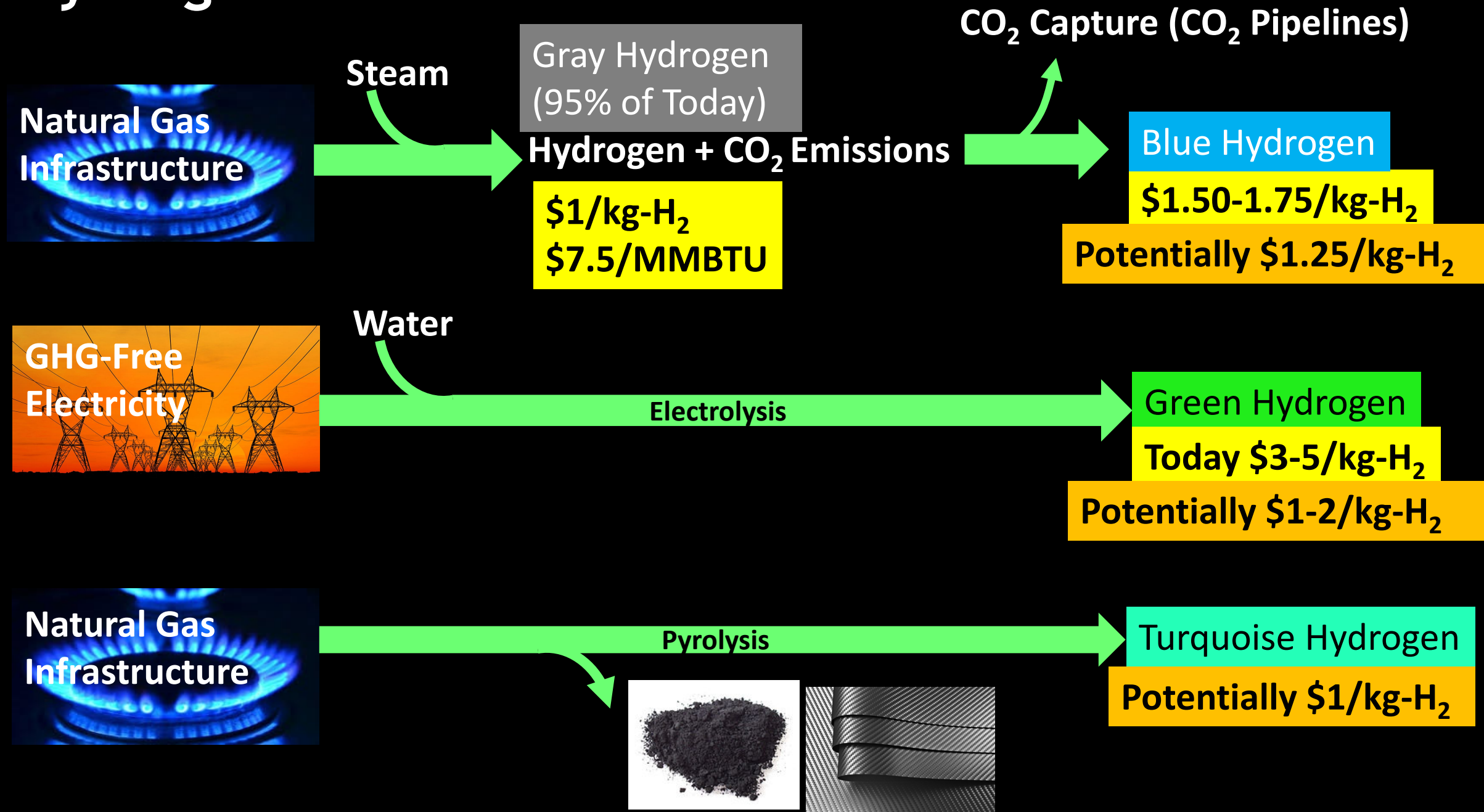
## The SunShot Portfolio



# Example from Residential PV



# Hydrogen Shot



# Lessons from Sunshot

## Internal to DOE

1. Organizing principle to create a **one-DOE coherent approach** (Science, ARPA-E, Applied Energy Offices)
2. **Need the right federal TEAM + LEADER**
3. Identify, focus and fund the right problems on **multiple pathways & along innovation value chain**

## External to DOE

1. Inspires and catalyzes the whole ecosystem to become globally competitive
2. Identifies bottlenecks (regulatory, manufacturing, technology, science) and helps DOE focus on investing in the right problems



# Energy Earthshots: Renewed Sense of Urgency & Purpose



We choose to do these things not because they are easy, but because they are hard, because that goal will serve to organize and measure the best of our energies and skills, because that challenge is one that we are willing to accept, one we are unwilling to postpone, and one which we intend to win...

September 12, 1962  
Rice University