



Venture Builder VC and MOIC Partners Forge Alliance to Accelerate Innovation in the Energy Sector

Houston, TX, September 3, 2024 — MOIC Partners, a top sales support solution provider with expertise in enterprise software sales in upmarket Energy Industry accounts, has partnered with Venture Builder VC, a trailblazing technology accelerator. Together, they are set to drive innovation, accelerate growth and empower young companies to meet the growing technology demands of major corporate clients in the energy sector.

Venture Builder VC consists of a team of highly experienced entrepreneurs, technologists and venture capital experts. The company leverages deep expertise in corporate innovation and growth-stage startups to drive value creation through its corporate startup accelerator programs. By partnering with corporate clients to align accelerator initiatives with their business priorities, Venture Builder VC enables startups to deliver disruptive ideas and innovative pilots across diverse industry sectors.

Dave Levitt of MOIC Partners stated, “Throughout our careers, we’ve encountered various approaches to achieving the broader innovation objectives of Venture Builder VC and, in our judgment, this program truly stands out as a model that has the potential to introduce significant innovation to the energy sector in an abbreviated timeframe.”

Billy Grandy, founder and General Partner of Venture Builder VC added, “We deliver disruptive solutions to enterprise R&D and innovation leaders by targeting growth-stage startups solving their specific problems. While founder-led models excel in driving change, they often struggle with scalability and change management with corporate customers. Our partnership with MOIC Partners provides essential tools to help small and mid-sized SaaS companies overcome these challenges and achieve sustainable growth.”

This collaboration is set to revolutionize the energy sector by combining the acceleration expertise of Venture Builder VC with MOIC Partners' mastery in sales strategy and execution. Together, we offer energy startups a powerful, all-in-one solution for rapid growth and unparalleled success, setting a new industry standard.

About Venture Builder VC

Venture Builder VC is a consulting firm, investor, and accelerator program operator that offers a structured approach to corporate innovation. By identifying strategic challenges, matching corporations with the right startups, and ensuring seamless integration of solutions, Venture Builder VC empowers corporations to unlock new growth opportunities and achieve measurable outcomes faster while minimizing innovation risks. This venture client model provides immediate access to a network of early-stage startups and emerging tech companies, delivers tailored solutions aligned with corporate objectives and offers flexible, agile engagements. Additionally, it mitigates financial risk by emphasizing procurement over direct investment and enables rapid scalability for faster market entry.

About MOIC Partners

Founded in early 2024, MOIC Partners specializes in guiding SaaS companies transition from early-adopter success to upmarket success by implementing Go To Market products and services designed specifically for this market. With a combined 100+ years of successful enterprise software investing, selling and executive expertise in enterprise sales processes, MOIC Partners fosters a proven 21-step sales methodology to accelerate ARR growth and provide a very high degree of sales forecast predictability at the same time. Their product suite includes MOIC Sales Engine, MOIC Pipeline Grader, MOIC Pricing Engine, Virtual Dave and MOIC Exit Engine.

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