

I ILLINOIS

Technology Entrepreneur Center
COLLEGE OF ENGINEERING



— **CREATING** —
INNOVATORS
ENTREPRENEURS
& LEADERS

Technology Entrepreneur Center

tec.illinois.edu

Agenda

- Introduction
- Vice Chancellor of Research Office
- Intellectual Property
- Idea Validation
- Funding
- Leveraging Campus Resources
- FAQs
- Q&A

Vice Chancellor for Research

- Your Friend
- Conflict Management Plan
- Report of Non University Activities (RNAU)

“A great resource and will help keep you out of trouble.”

Intellectual Property

- Office of Technology Management
- Services provided by the OTM

Idea Validation

- You want to avoid building something that **NO ONE CARES ABOUT**
- Identifying Customers and Value propositions

A strong and direct value proposition for a well defined customer segment is the single biggest indicator of start-up success.

I-CORPS AT ILLINOIS



IN PARTNERSHIP
WITH THE NATIONAL
SCIENCE
FOUNDATION



NSF I-CORPS teaches university researchers to get out of the building with a targeted Lean Launchpad curriculum to identify valuable product opportunities that can emerge from academic research.

Team =
Faculty +
Grad Student +
Mentor

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING

NSF I-Corps at Illinois

Learn more at go.illinois.edu/programs/icorps

PARTICIPATING TEAMS RAISED

\$45M

\$32M VENTURE CAPITAL
\$11M SBIR FUNDING **\$2M** OTHER

120
TEAMS

PARTICIPATING COMPANIES HIRED

130+
EMPLOYEES

22 TEAMS STARTING COMPANIES

13 COMPANIES SHIPPING PRODUCT

7 COLLEGES ACROSS CAMPUS REPRESENTED

22 DEPARTMENTS ACROSS CAMPUS REPRESENTED

1:129 \$

FOR EVERY \$1 INVESTED IN THE PROGRAM BY NSF & COLLEGE OF ENG., TEAMS RAISED \$129

\$300K FROM NATIONAL SCIENCE FOUNDATION
\$30K (APPROX.) FROM COLLEGE OF ENGINEERING

250+

STUDENTS AND FACULTY RECEIVED EVIDENCE-BASED ENTREPRENEURSHIP EDUCATION

Regional I-Corps Node

MWIN MIDWEST I-CORPS NODE

I ILLINOIS
M UNIVERSITY OF MICHIGAN
PURDUE
UNIVERSITY

BIG DATA
SUMMIT

AGRICULTURE TECHNOLOGY INNOVATION SUMMIT | 2017

I-CORPS energy & transportation
In partnership with Michigan I-Corps™

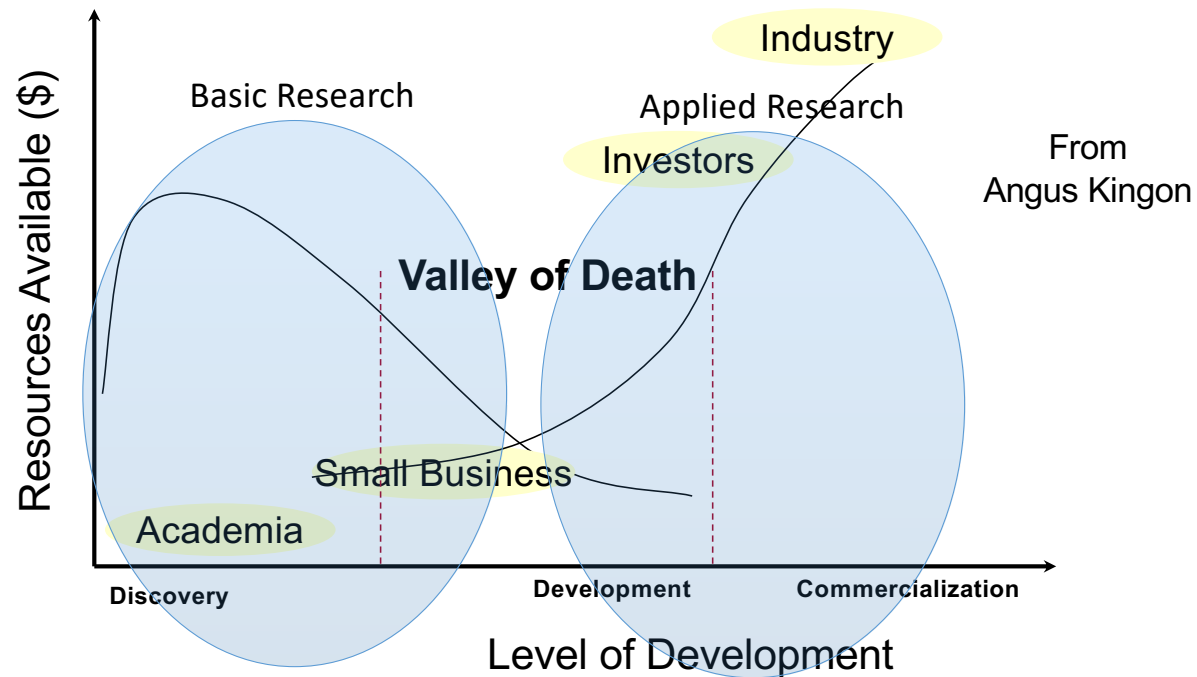
A training program to move ideas out of the lab and into the market

tec.illinois.edu

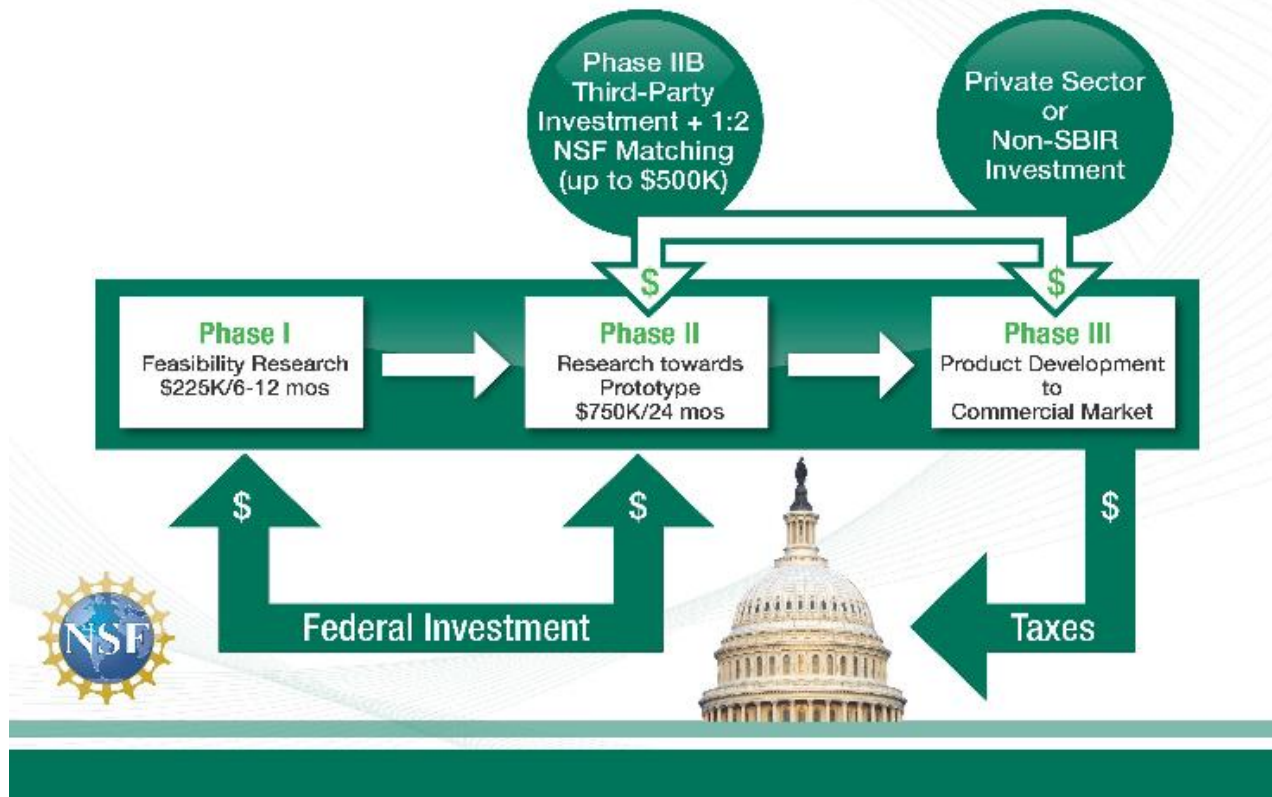
Funding

- **SBIR – Small Business Innovative Research grants**
- **Equity free funding from Federal Government**
- **Money flows to the small business**
- **PI has to be 51% with the small business**
- **Major federal departments have SBIR programs**
 - **Differences between the various SBIR programs**
- **Other funding mechanisms**

The World According to Vannevar Bush



NSF SBIR/STTR INNOVATION MODEL



Other Campus Resources

- Research Park / EnterpriseWorks (incubator)
- Entrepreneur-in-Residence Program
- I-Startup
- SBIR Consultants
- Programming at EnterpriseWorks
- Illinois Ventures
- Technology Entrepreneur Center

Frequently Asked Questions

- When should I form a company?
- Should I sign an NDA before I talk to a XXX?
- When should I talk to a Venture Capitalist?
- I'm nervous to talk to the OTM. If I start a company will the University try to take all of the ownership of the company?
- Do I need to wait until I have tenure?

Questions

ACADEMICS: COURSES



1200+
STUDENTS
TAKE TEC COURSES
EACH YEAR

SYLLABUS

TE 100 Intro to Innovation, Leadership & Engineering Entrepreneurship

TE 230 Design Thinking & Need-Finding

TE 250 High Tech Ventures: From Idea to Enterprise

TE 298/598 Communications for Technology Innovators

TE 333/598 Creativity, Innovation & Vision

TE 360/460 Lectures in Engineering Entrepreneurship

TE 398 From Bootstrapping to Venture Capital: A Practical Guide to Funding Your Startup

TE 398 Innovation & Engineering Design

TE 401 Developing Breakthrough Projects

TE 450 Startups: Inc., Fund, Contracts, IP

TE 461 Technology Entrepreneurship

TE 466 High Tech Venture Marketing

TE 498 Leading Sustainable Change

TE 565 Technology Innovation & Strategy

TE 566 Finance for Engineering Management

TE 567 Venture-Funded Startups

TE 598 Advancing Creativity

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING

tec.illinois.edu

FACULTY ENTREPRENEURIAL FELLOWS



TAKING EMBEDDED
ENTREPRENEURSHIP
TO A NEW LEVEL



- Faculty proof of concept activity
- Relief from teaching and committee work for 12 months
- \$50K For *Proof-of-concept* Development
- Involving students in the commercialization, exploration and innovation process
- Mentoring from alumni

Learn more at go.illinois.edu/fef

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING



tec.illinois.edu

SOCIALFUSE



800+
PARTICIPANTS
ANNUALLY



I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING

tec.illinois.edu

SILICON VALLEY WORKSHOP



180

STUDENTS HAVE
PARTICIPATED SO FAR

- TEC and the College of Engineering send a select group of students to Silicon Valley each year for a five-day technology entrepreneurship workshop that includes visits to startups and leading technology companies. The Silicon Valley workshop, which started in 2009, exposes students to technology entrepreneurship, innovation and leadership, and continues to build an entrepreneurial community at Illinois.
- About 25 Company Visits Throughout the Week
 - *Past visits included:* Yelp, Andreessen Horowitz, Malwarebytes, Affirm, Bloom Energy, Giant Pixel Corporation, Bit Torrent, Tiny Prints, Twitter, Palantir, Founders Fund, Tesla
- January 7-13, 2018
- Learn more at tec.illinois.edu/programs/silicon-valley
- First workshop held in 2009
- 25 students attend each year
- 200+ students have participated since inception
- 100+ alumni have participated in a presentation or panel discussion since inception
- Students who attended previous workshops are now hosting current students at companies in Silicon Valley as alumni
- Unique engagement opportunity for alumni

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING

tec.illinois.edu

SILICON VALLEY WORKSHOP



180

STUDENTS HAVE PARTICIPATED SO FAR



ROGER DICKEY, GIGSTER



TOM SIEBEL, C3 IoT



MAX LEVCHIN, AFFIRM



MARCIN KLECZYŃSKI, MALWAREBYTES



SPENCER GORE, ROHAN GUPTA, CAROL REGALBUTO, CHRIS WALT, TESLA

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING

tec.illinois.edu

COZAD NEW VENTURE COMPETITION



\$200,000+
IN FUNDING & PRIZES



- \$1.7M has been awarded since 2000
- Mentoring and workshops are provided throughout the process
- ~100 teams, 250+ students each year
- 1200 teams have competed since 2000

I ILLINOIS
Technology Entrepreneur Center
COLLEGE OF ENGINEERING



tec.illinois.edu