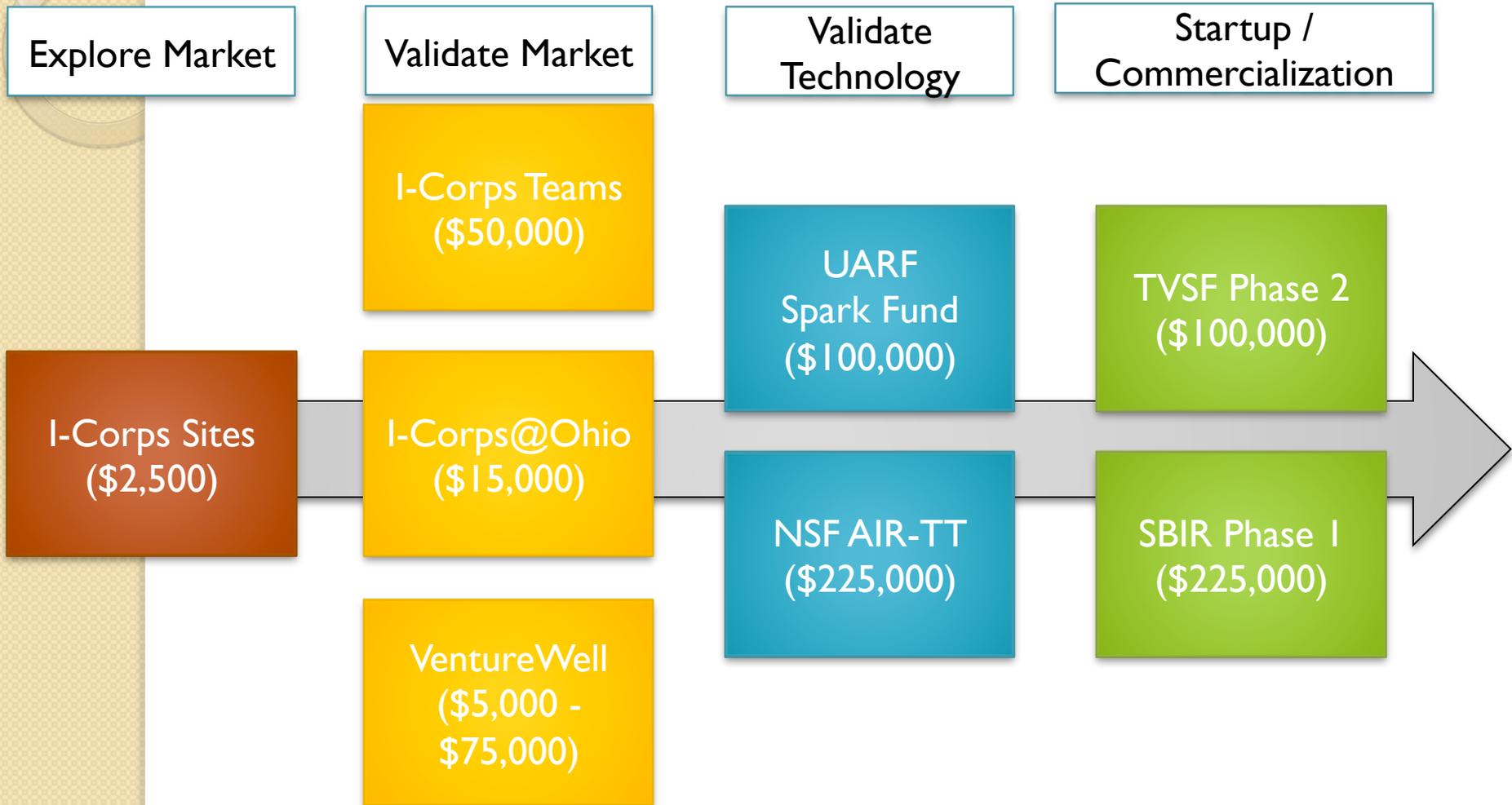# Funding Sources for Technology Commercialization

- Market Exploration
- Market Validation
- Technology Validation
- Company Formation

Tech Commercialization Pathway

Explore Market	Validate Market	Validate Technology	Startup / Commercialization

I-Corps Teams ($50,000)

I-Corps Sites ($2,500)

I-Corps@Ohio ($15,000)

VentureWell ($5,000 - $75,000)

UARF Spark Fund ($100,000)

NSF AIR-TT ($225,000)

TVSF Phase 2 ($100,000)

SBIR Phase 1 ($225,000)

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UA's NSF I-Corps Site

- Agency: National Science Foundation via existing award to UA
- Award amount: $2,500
- Project period: 6 months
- Frequency: 3 times per year
- Restrictions
  - Invention must be disclosed to Office of Technology Transfer
  - Team must have faculty member and graduate student
  - Must participate in 7-week training (about 3-5 hours per week)
- Increases likelihood of winning all other awards in these slides
- Process for submitting
  1. Submit 2-page application
  2. Answer any additional emailed questions from UARF personnel, including agreeing to add a mentor to your team
  3. I-Corps course (meet for ~2 hours every Friday for 7-weeks and complete 15+ customer interviews with guidance from instructors)
- http://www.nsf.gov/pubs/2012/nsf12602/nsf12602.htm

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NSF I-Corps Teams

- Agency: National Science Foundation
- Award amount: $50,000
- Project period: 6 months
- Frequency: rolling application
- Restrictions
  - Must have NSF lineage – I-Corps Sites counts
  - Team must have faculty member and graduate student
  - Must participate in 6-week intensive training
- Increases likelihood of winning SBIR/STTR
- Process for submitting
  1. Submit 1-page "executive summary"
  2. One or more conversations with Program Officer
  3. Proposal with 6-page narrative
  4. I-Corps course (3-day intensive training, 6-weeks customer discovery with regular check-ins, 2-day summit to present findings)
- http://www.nsf.gov/pubs/2012/nsf12602/nsf12602.htm

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I-Corps@Ohio

- Agency: Ohio Board of Regents
- Award amount: $15,000
- Project period: 6 months
- Frequency: annually
- Restrictions
  - Must be from an Ohio public university, Case or Dayton
  - Team must have faculty member and graduate student
  - Must participate in 6-week intensive training in Ohio
- Process
  1. Submit 2-page "executive summary"
  2. Proposal with 5-page narrative
  3. Conversation with Program Officer
  4. I-Corps course (3-day intensive training in Ohio, 6-weeks customer discovery with regular check-ins, 1-day summit to present findings)
- http://fisher.osu.edu/centers/tec/i-corps-at-ohio/

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VentureWell E-Teams

- Agency: VentureWell Foundation
- Award amount: $5,000 - $75,000
- Project period: 6 months
- Frequency: 3 times per year
- Restrictions
  - Team must be a US-based college or university with two active students on the team
  - Projects must involve students and be led by students
  - Projects must address a clear path to commercialization
- Process
  1. Set up team in VentureWell's online system, which includes registering key personnel on system in advance
  2. Proposal with 5-page narrative and up to 3 letters of support
  3. Selected teams participate in short workshop and get $5,000
  4. Half of these teams are selected for more intensive training and higher levels of funding ($20,000 - $70,000)
- https://venturewell.org/student-grants/guidelines-stage-1/

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NSF PFI: AIR-TT

- Agency: National Science Foundation
- Award amount: $200,000
- Project period: 18 months
- Frequency: annually
- Restrictions
  - Must have NSF lineage – I-Corps Sites counts
  - Must have at least one team member with explicit business experience.
- Process
  - Submit letter of intent with specific information to program officer
  - If invited, submit full proposal with 15-page narrative and letter of collaboration from one or more business partners
- https://www.nsf.gov/eng/iip/pfi/air-tt.jsp

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TVSF Phase 2

- Agency: Ohio Third Frontier
- Award amount: **$100,000** for most startups, **$150,000** for medical and IT startups
- Project period: 1 year
- Frequency: 3 times per year
- Restrictions
  ◦ Grant goes to a startup company
  ◦ Technology <u>not</u> previously licensed but in process of being licensed
  ◦ No funding for personnel or travel
- Process
  1. Get letter of support from Office of Tech Transfer
  2. Submit 6-page application through web portal
  3. In-person interview with grant reviewers
- http://development.ohio.gov/bs_thirdfrontier/tvsf.htm

SBIR Phase 1

- Agency: all federal agencies
- Award amount: Varies, $225,000 for NSF/NIH, $150,000 for DoD
- Project period: 6-12 months
- Frequency: 1-4 times per year
- Opportunity to submit larger Phase II proposals after Phase 1
- Restrictions
  - Grant goes to a startup company
  - No funding for equipment purchases
- Process
  1. Meet with UARF to discuss registrations needed for your particular agency: EIN, DUNS, SAM, SBA, etc.
  2. Application is generally similar to applications for basic research grants for the agency, but they also require a commercialization plan
  3. Upload all documents to agency web portal and submit
- http://www.sbir.gov

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