



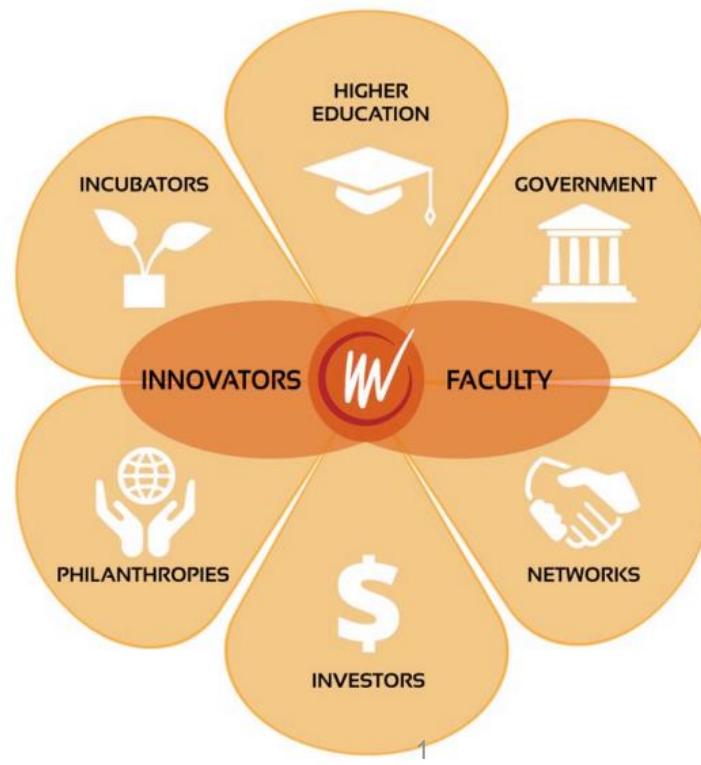
From Idea to Impact: Highlights of VentureWell Initiatives to Develop Innovation Ecosystems

Phil Weilerstein

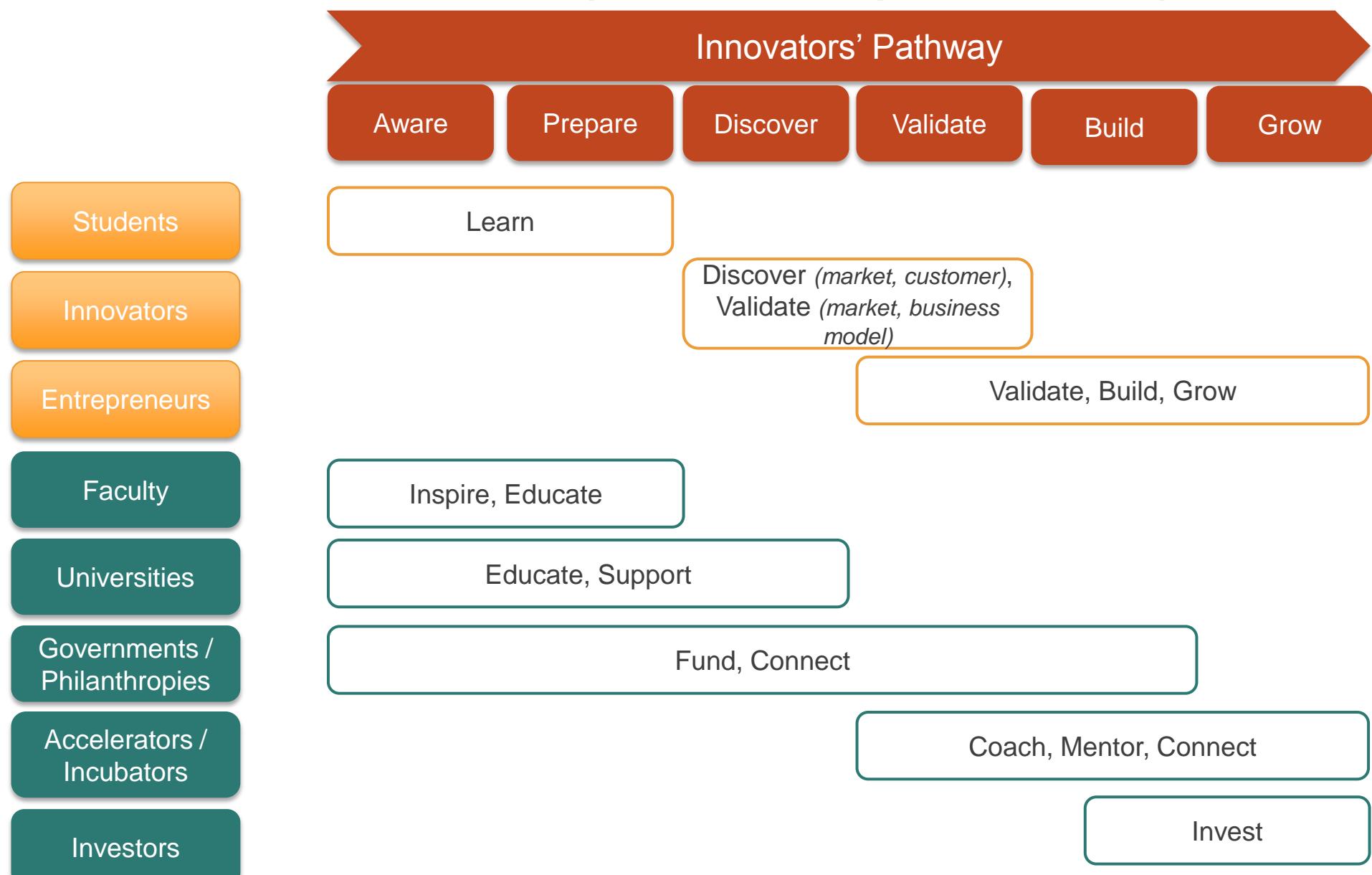
November 17, 2016

Our Mission

VentureWell supports early-stage, socially beneficial science and technology innovators, their ventures, and the innovation and entrepreneurship ecosystems that are critical to their success.



Innovation & Entrepreneurship Landscape



Our Programs & Initiatives

Early Stage Innovator Programs

I-Corps

E-Teams

Xcelerator

GIST

ASPIRE

BMEidea /
DEBUT

Faculty Initiatives Programs

Faculty Grants

OPEN
Conference

Lean
LaunchPad®

I&E Network Initiatives

Pathways in
Innovation

National
Innovation
Network

BME-IDEA
Meeting

TTA Advisory

GIST Network

Our Funders and Partners

The
Lemelson Foundation
improving lives through invention



Ewing Marion
KAUFFMAN
Foundation

BILL & MELINDA
GATES foundation

 AUTODESK.
FOUNDATION


EUROPEAN
INVESTMENT
FUND




National Institutes
of Health

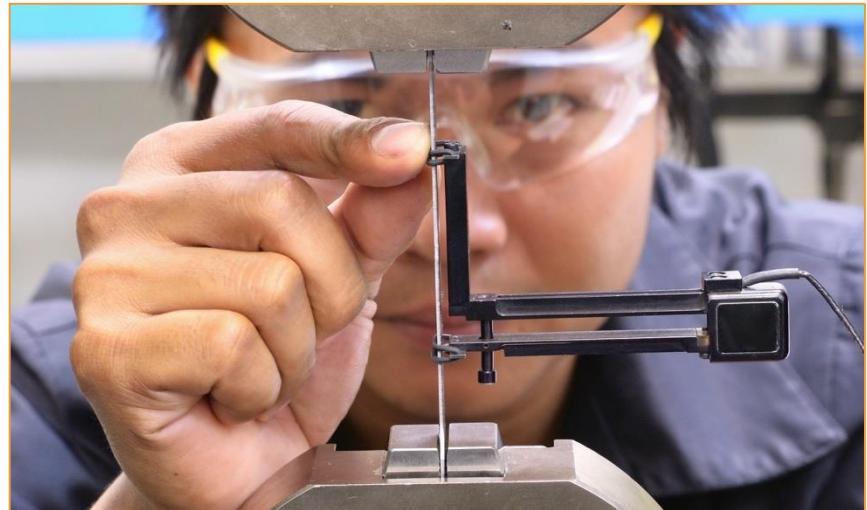




Early Stage Innovator Programs

- Direct work to support inventors in bringing their ideas to market through:
 - Workshops and training
 - Coaching and mentoring
 - Funding or awards

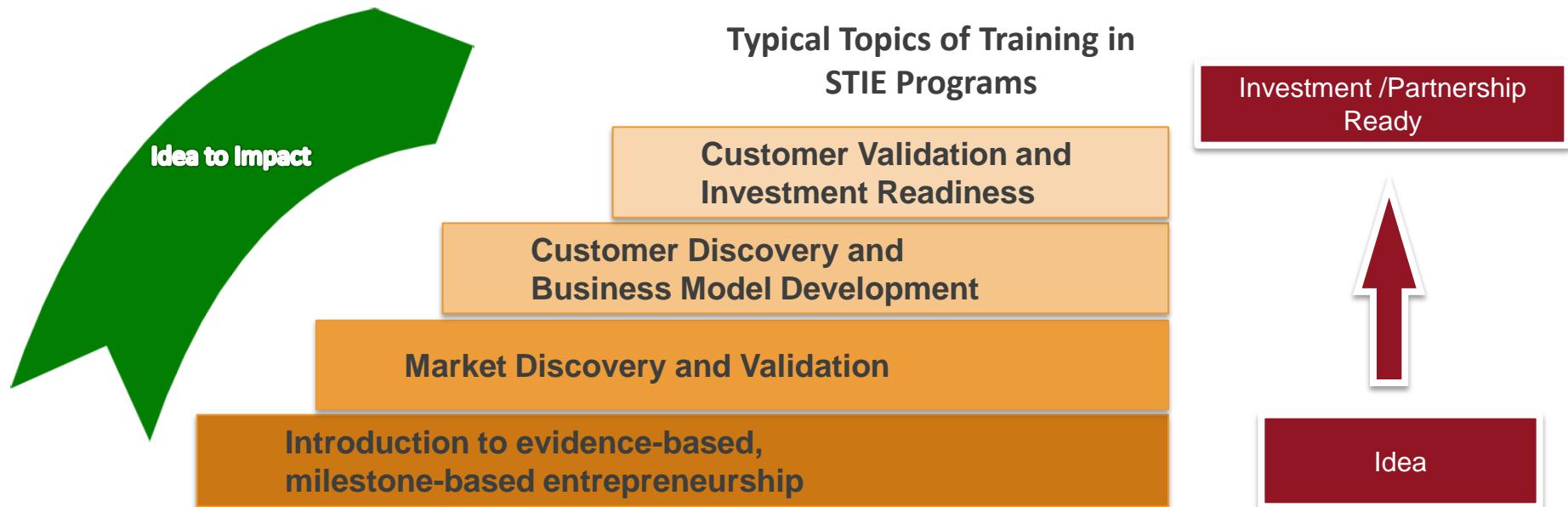
- E-Teams
- ASPIRE
- Xcelerator
- GIST
- I-Corps™ National Course
- BMEidea / DEBUT



Training to support Early Stage innovators

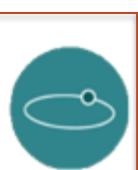
Goals are:

- Develop start-up competency in commercialization
- Expanding the pipeline of early stage innovations



E-Team Grants Program

The E-Team Program cultivates opportunities for collegiate entrepreneurs to move ideas out of the lab and into the marketplace.



Stage 1 Market Discovery

- 50 teams
- \$5,000 in funding

Key objective:
Discover the best market
for the invention.



Stage 2 Business Model Development

- 20 teams
- \$20,000 in funding

Key objective:
Develop and validate
business model.



Stage 3 ASPIRE

- 9-10 teams
- opportunity for further funding

Key objective:
Develop a case for
partners and investors to
invest in the business.

Presented with support from The Lemelson Foundation.

Stage 3 ASPIRE presented with additional support from the Ewing Marion Kauffmann Foundation.

ASPIRE Program

ASPIRE is a series of intensive workshops conducted in partnership with hardware-focused incubators and accelerators.

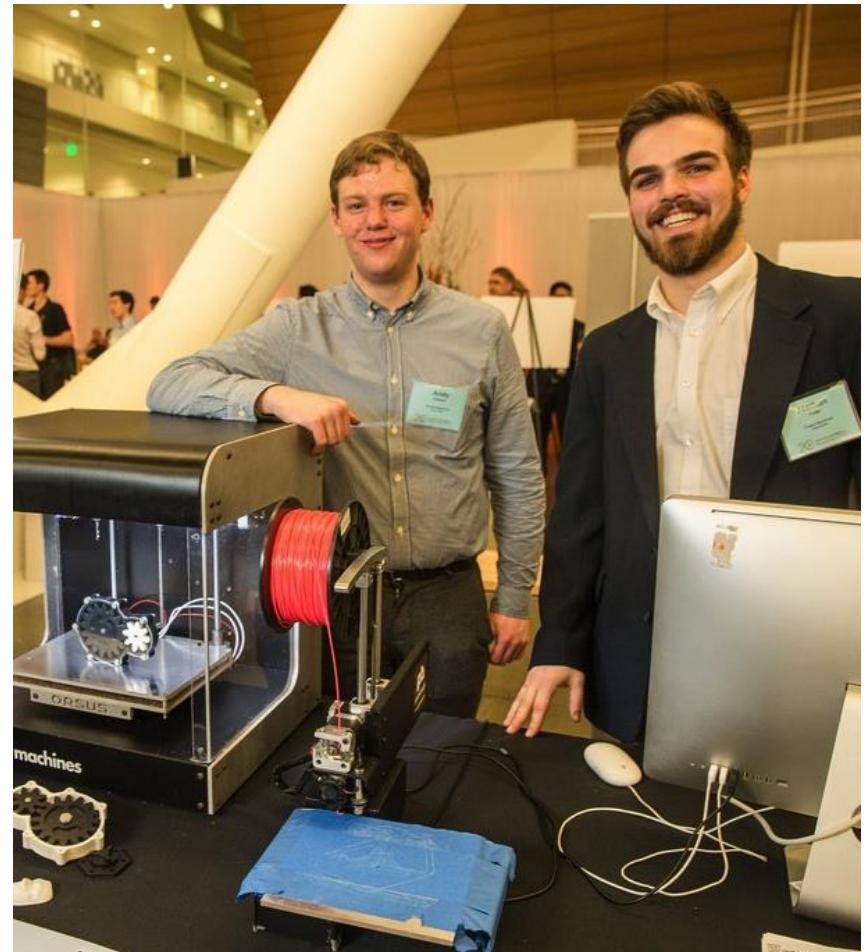
Participants leave the workshops with:



- ASPIRE creates advanced, sector-specific training programs and prepares high-potential, emerging hardware ventures for investment.

E-Team Outcomes

- **583** grants awarded to teams from **161** schools
- **\$7.5mm** awarded to date
- **140** companies formed
- over **\$750mm** raised by companies



E-Team Seed Investing Program

Our seed-stage investments are **tools for learning** that also provide **catalytic risk capital**.

Goals:

1. Help innovations with high-potential for impact to get into the market
2. Catalyze investment into high-risk but potentially high-impact companies
3. Realize financial returns to help us further our mission
4. Use investments to create a regenerative effect and teach venture funding to investment-ready teams

GIST Startup BootCamps

We implement the US Department of State's **Global Innovation through Science & Technology (GIST)** Startup Boot Camps.

GIST BootCamps empower young science & technology innovators & entrepreneurs around the world through on-the-ground training and mentoring.

Recent BootCamps:

- Peru
- Senegal
- South Africa
- Tunisia
- Vietnam



BMEidea

The BMEidea competition offers up to \$10,000 in prizes and challenges collegiate biomedical entrepreneurs to pioneer a health-related technology that addresses a real clinical need.

**Next Application
Deadline:
April 5**



DEBUT

The Design by Biomedical Undergraduate Teams (DEBUT) competition offers \$65,000 in prizes and challenges teams of undergraduate students in biomedical engineering programs to solve real world problems in healthcare.

**Next Application
Deadline:
May 2017**



National Institute of Biomedical Imaging
and Bioengineering

20 VENTUREWELL
20 years of idea to impact

Faculty Initiative Programs

- Initiatives to support faculty in developing programs that cultivate & support student innovators and promote institutional change through:
 - Grants
 - Workshops & Training
 - Conferences

- Faculty Grants
- OPEN Conference
- Lean LaunchPad®

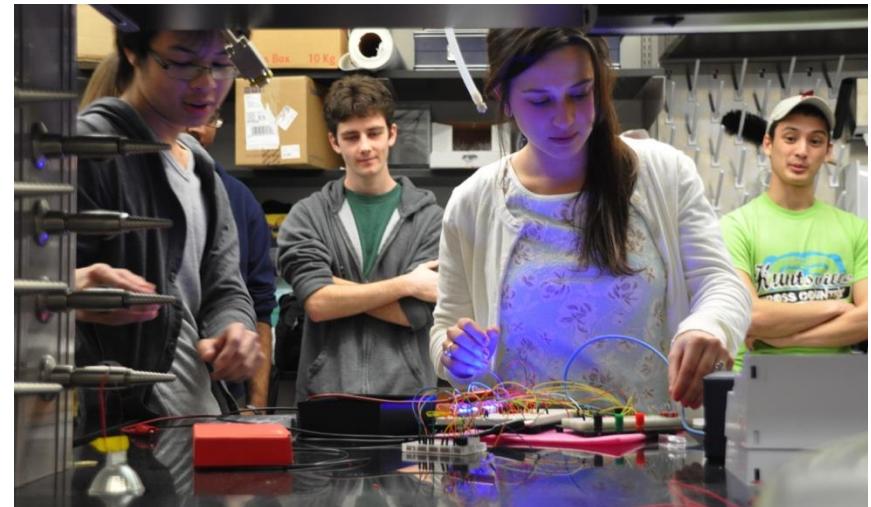


Faculty Grants

VentureWell grants of up to \$30,000 challenge faculty to create new courses and programs in which students develop ideas and gain the skills to bring them to market.

These grants support experiential learning and foster student invention, innovation, and entrepreneurship that leads to the creation and support of VentureWell student E-Teams.

Next deadline:
Spring 2017



Faculty Grants Outcomes

Since 2011:

- **156** grants awarded
- **\$4.5MM** total
- **94** institutions
- over **14,000** students impacted
- **3 out of 4 of the** courses & programs created through the grant continue after the grant period

OPEN Conference

Open is an annual gathering of faculty, students and others engaged in technology entrepreneurship in higher education.

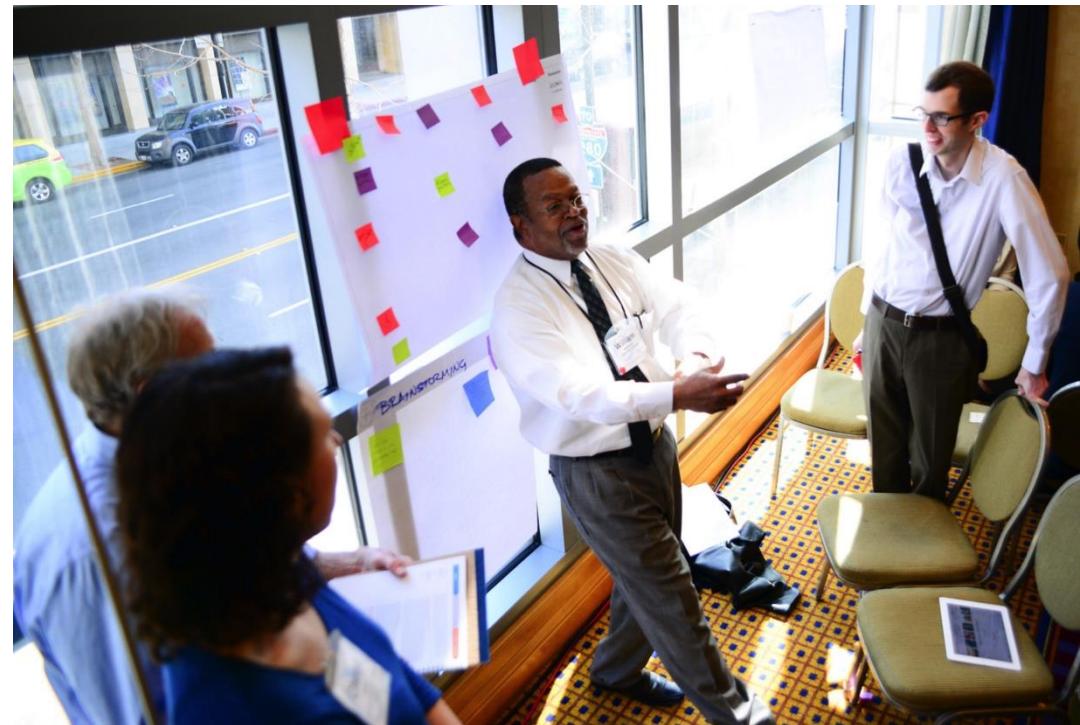
Next Conference:
Washington, D.C.
March 23-25, 2017



Lean LaunchPad®

The Lean LaunchPad educators seminar teaches you how to integrate Lean Startup principles into your curriculum, helping your students learn how to design, test, iterate, pivot and innovate.

Next seminar:
December 5-7



I&E Network Development Programs

- Initiatives to create and build networks to strengthen the overall innovation & entrepreneurship ecosystem.

- Pathways in Innovation
- National Innovation Network
- BME-IDEA Meeting
- TTA Advisory
- CleanTech Innovation Challenge
- GIST Network

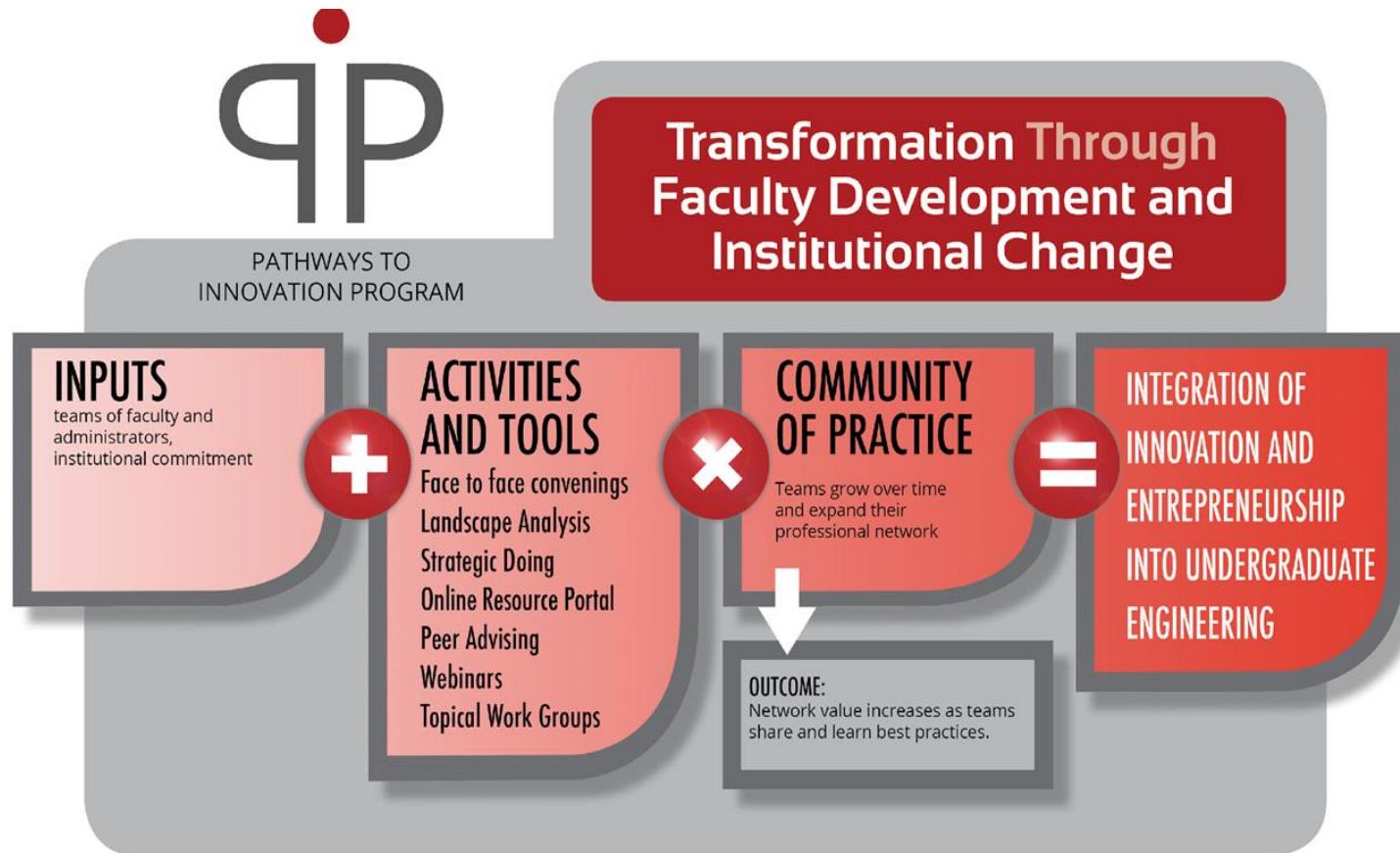


Pathways in Innovation Program

Faculty Development & Institutional Change Initiative

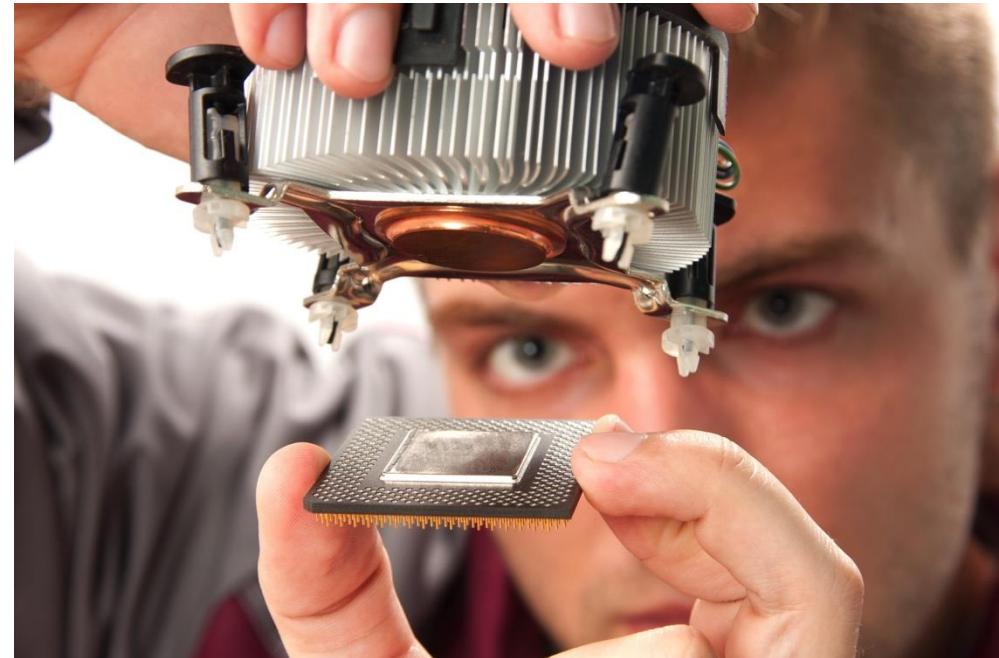
Goal: Enable institutions to broaden and deepen their innovation and entrepreneurship (I&E) ecosystem

Pathways Elements



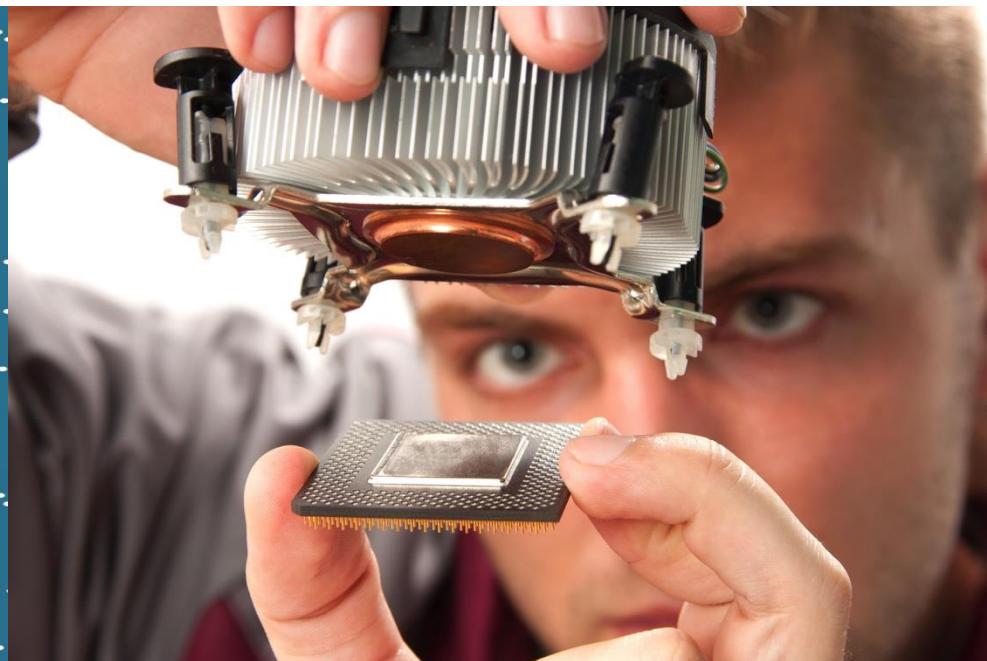
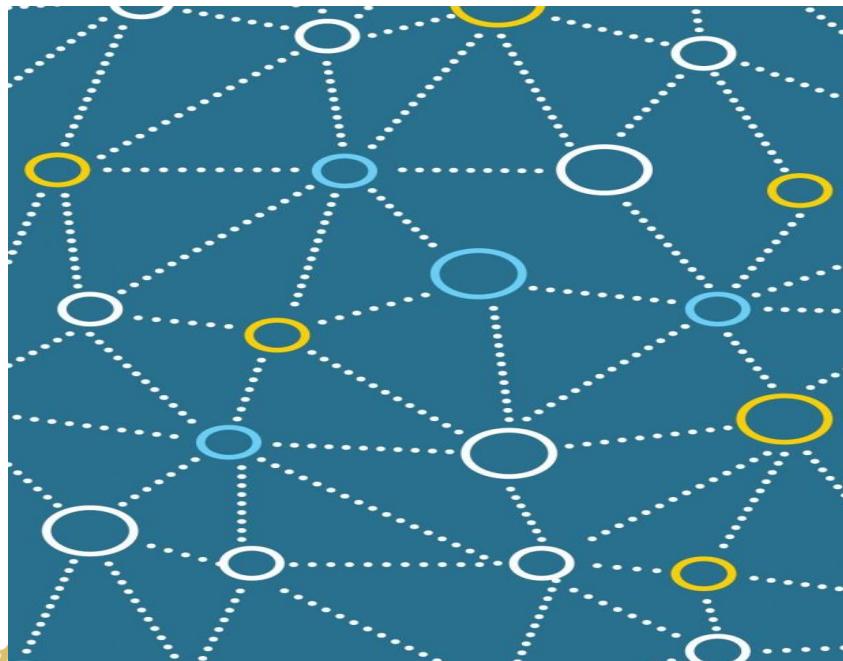
National Innovation Network

Hundreds of NSF-funded researchers from I-Corps™ Teams, Nodes, and Sites participate in the National Innovation Network (NIN). This network of thinkers is addressing America's needs for innovation education, infrastructure, and research.



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CORPSTM

NSF Innovation Corps

7 Nodes, 51 Sites



 NODES

The SITES logo consists of a stylized yellow star with a white outline and a yellow circular base, followed by the word "SITES" in a bold, black, sans-serif font.

As of May 2016 ...

- **38** courses held
- **749** teams trained
- **203** colleges and universities sending teams
- **2,392** individuals trained
- **42,000+** customer discovery interviews conducted

Expansion Across Agencies



2013

2014

2015

2016

including 12 teams from
DOE, DOD, NIH, or USDA
ARS.



I-Corps L
3 courses



I-Corps @ NIH
2 courses; 38 teams



Lab-Corps
8 Labs



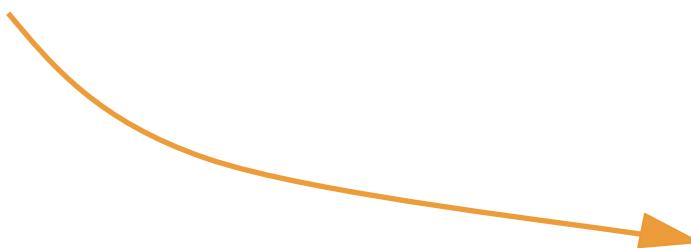
I-Corps Energy &
Transportation
Kicks-off in May



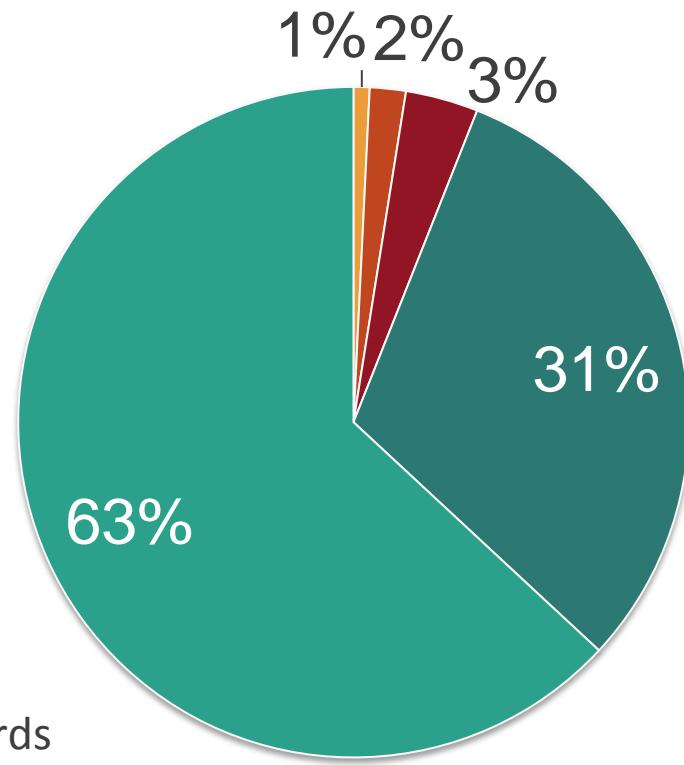
I-Corps @ DOD
Pilot
Accepting
applications

As of April 2016 ...

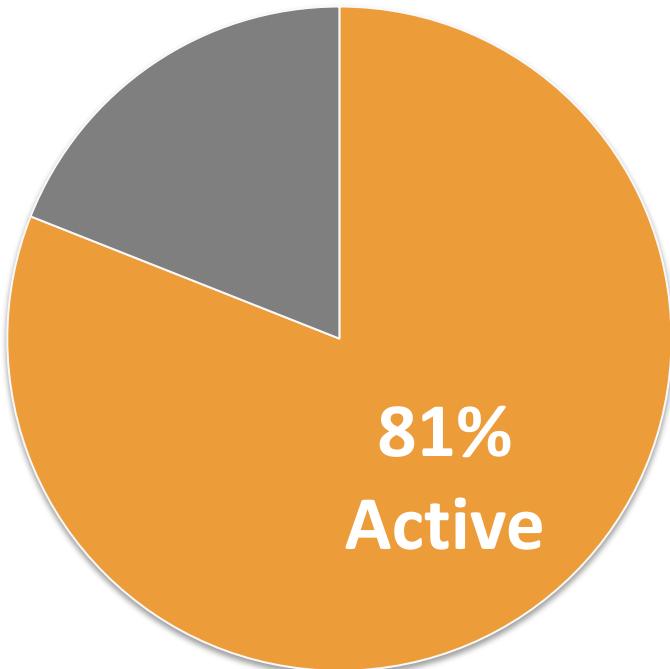
- **324** companies.... and growing
- **3** acquisitions
- **\$83 million** raised



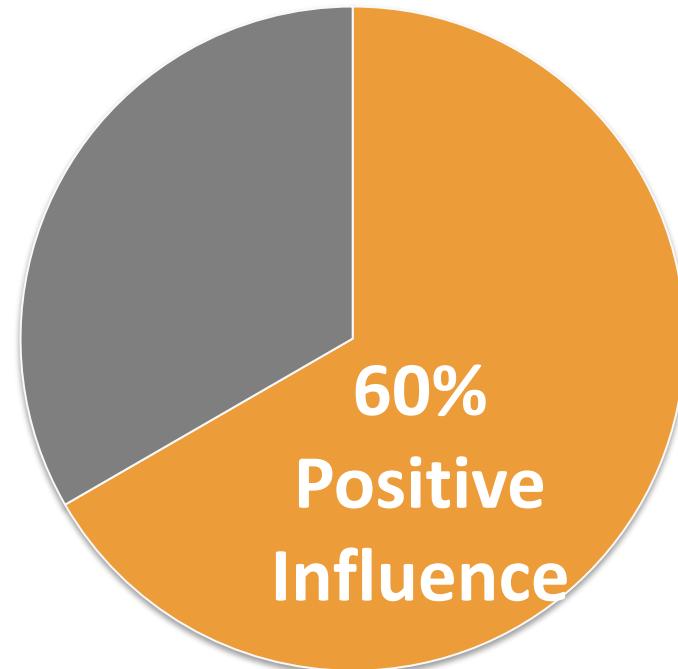
- Awards/contests
- Revenue
- Grants
- Angel/VC funding
- Government awards



81% of I-Corps Teams
are **active** 13-21
months after the
course



60% of PIs say I-Corps
positively influences
their teaching





CORPSTM

NSF Innovation Corps

7 Nodes, 51 Sites



 NODES

 SITES

European Investment Fund - TTA

Country-wide early-stage innovation support and training program. Focus on developing:

- Technology Transfer Capacity in Country
- Building Funding Capability of Angel and VC groups to support Early Stage Innovators
- Advisory to Governmental Agencies on the support of early stage innovators.





Thank you !

Phil Weilerstein

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