

Fed Tech Brief

BEN SOLOMON



FedTechTM



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SPAWAR

Argonne
NATIONAL LABORATORY



GODDARD
SPACE FLIGHT CENTER



ARL



MITRE



Lawrence Livermore
National Laboratory

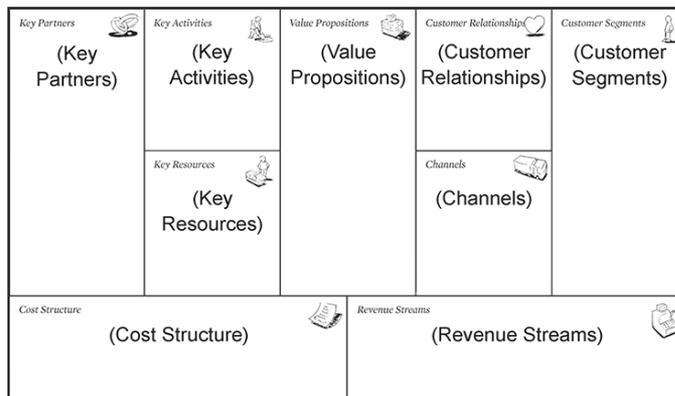
NAVSEA
NAVAL SEA SYSTEMS COMMAND



Process



- **6-8 weeks**
- **50-100** customer interviews
- **Weekly** pitches to teaching team
- **Lectures** on a range of spinout related topics (ex: fund raising, IP, company formation)
- **Office hours** throughout cohort
- **Assistance** on company formation and licensing



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CURRICULUM



Week #1: Intro to Lean Startup Practices



Week #2: What makes a successful business “model” (not plan)



Week #3: A day in the life of your customer. Developing empathy that drives value.



Week #4: Intellectual property and other legal basics for licensing-based startups



Week #5: Product development isn't cheap: Raising transition capital



Week #6: Who do you need on your side? Building a network for the transition of technology



Week #7: The secrets of great presenters

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PROCESS

SOURCES OF ENTREPRENEURS



GRAD STUDENTS
(MBA, PHD, MS)



UNLUCKY PHASE 1
SBIR FIRMS



"SWAT TEAMS"
FROM LARGE FIRMS



REGIONAL
ENTREPRENEURS

PAIRED WITH TECHNOLOGIES FROM OUR FEDERAL PARTNERS



ENTREPRENEURS MATCHED
BASED ON BACKGROUND AND
SKILLS



LAB TECHNOLOGIES CHOSEN
BASED ON POTENTIAL FOR
FUTURE DUAL-USE ADOPTION

COHORT



- I-Corps-like cohort
- 6-8 weeks
- 50-100 interviews per team
- Modules on intellectual property, government funding and other key elements of startup formation

COMPANY FORMATION AND LICENSING



- Assistance with company formation, the licensing process and marketing/sales strategy
- Connection to small batch production facilities
- Emphasis on early adopter acquisition

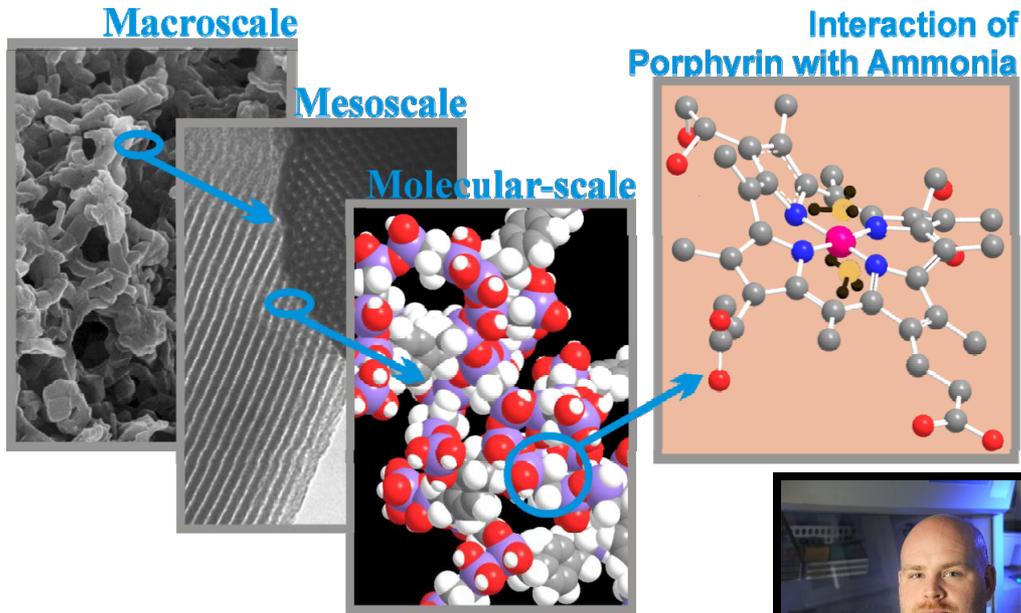


COMPANIES HANDED TO INCUBATOR COMMUNITY



FOLLOW-ON GOVERNMENT FUNDING,
PRIVATE CAPITAL RAISES

Functionalized Organosilicate Materials



Inventor
Brandy J. White

Clothes that self-decontaminate

TEAM #19 Customer Interviews

**Total: 51
4/25/2014**



Tech Transfer
Cameron Childs



Naval Research
Laboratory



Entrepreneurial Lead
Thomas Luginbill



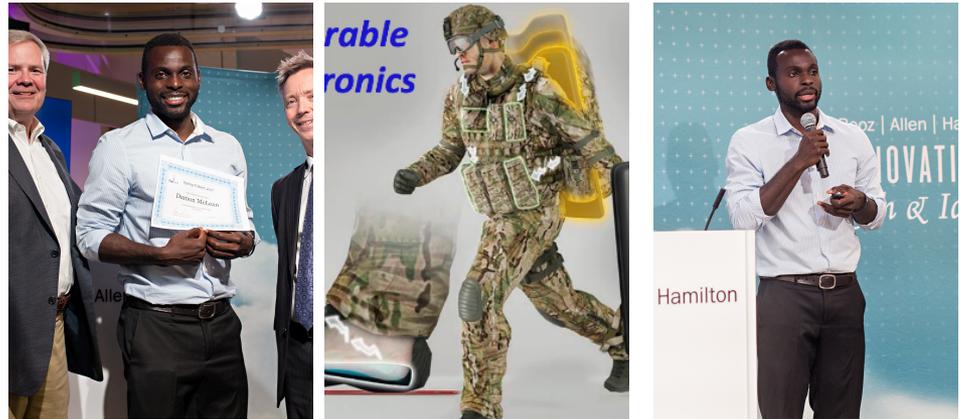




AFRL Flex Battery Team

Spring '17 Cohort

- Princeton educated chemist paired with battery tech from AFRL (Dayton)
- Accepted into National I-Corps program
- Funded by DoD (\$70K+)





Mitre team/Trensa Genomics

Spring '17 Cohort

- PhD in Music theory (Princeton) paired with cyber engineer from Navy (MIT)
- Starting a “23 and Me” company focused on bovine and salmon testing





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Steven Witt, Partner, DataTribe



Brian Kenner, Deputy Mayor, City of DC



Mystery guest, Department of Defense





Calling all technologies!!

Spring '18 cohort

Starts in March

Contact Ben asap to express interest!
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