

Early-Stage Venture Services in Overview

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MISSION

To pair solution-oriented research with real-world needs for the enrichment of society through the protection, acceleration, and commercialization of Northeastern innovation.

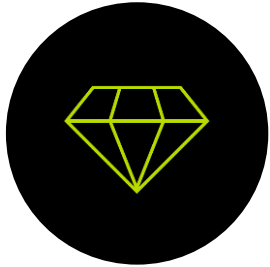
Overview of the CRI

- ✓ Protect Intellectual Property
- ✓ Accelerate Early-stage Research
- ✓ Commercialize Innovation
 - ✓ Industry Engagement
 - ✓ Venture Development



Venture Support & Services

Key Factors and Questions to Consider



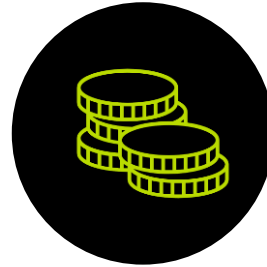
COMMERCIAL VALUE

Is there a clearly stated value proposition?



TECH READINESS LEVEL

At what stage of development is the invention?



FUNDING

What are the potential sources of funding?



MARKET LANDSCAPE

What does the landscape look like?



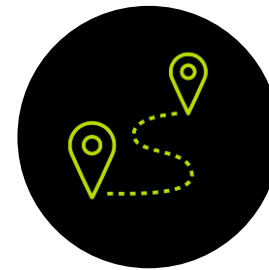
MARKET OBSTACLES

What commercial obstacles exist in the market?



CUSTOMER DISCOVERY

Is there industry/market buy-in or are changes needed?



BEST PATH TO COMMERCIALIZATION

License to industry versus commercialize through a venture

CRI Spinout Success

Established Ventures



Successful Acquisitions

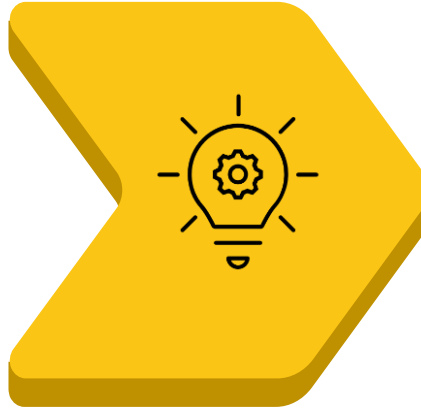


Benefits of Venture Development

Value for Entrepreneur

Your Ingenuity

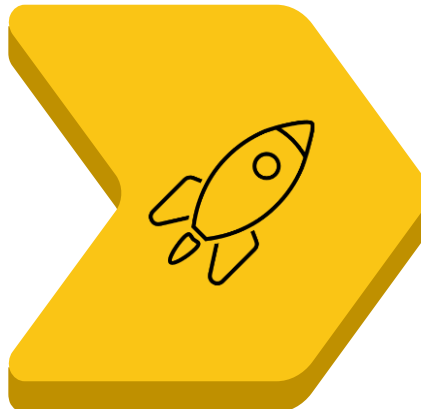
- *Improve:* create offerings better than the current state-of-the-art
- ***Influence:*** inform the business build based on your expertise
- *Impact:* bring your research beyond the walls of your lab



Value from CRI

Our Expertise

- Protect intellectual property
- Advise on commercialization opportunities
- Connections to relevant resources



Amplifying Impact

- Societal
- Economic
- Reinvestment

Who is Eligible

- Faculty
- PhD Candidates
- Postdocs
- Graduate Students

Ignite Program Process

Connecting inventors and spinouts with relevant, vetted resources from inception to exit.

**Services available for all deep science and technology spinouts based on business needs and venture stage.*



Testing and validating product market fit



Road mapping for team formation and fundraising



Launching out of lab at Northeastern, building business operations

CRI Online Marketing

[CRI Website](#)

CRI Social Media



[CRI Newsletter](#)

[AUTM Tech Marketing Platform](#)

[IN-PART Matchmaking Platform](#)

Maximizing marketing efforts to promote Northeastern technologies.

Marketing channels combined receive 1.2+ million views by industry experts

CRI's Spark Fund Fast Facts

Bridging the gap
between
promising lab
results and a
commercially
viable prototype



Maximum of **\$50K** per grant



Minimum of **5** grants awarded per cycle



Commercialization
considerations:

- Commitment to increase societal impact
- No requirement to start company



Company considerations:

- No equity requirements for grant
- Spinout support services available



Starting a Company

Aspects to Consider

Early Stages

Developing a Business Plan

- Executive Summary
- Description of Core Technology
- Market Analysis
- Business Strategy
- Exit Strategy
- Risk Management Plan
- Financial Statement



Choice of Entity

LLC or Corporation

- Legal representation and/or accountant
- All types of entities will require IRS Tax Identification No.
- Annual fees to be considered
- Principal Place of Business (Address)
- Shareholder Agreement or LLC Operating Agreement
- Roles: Officers/Director (Corp) or Manager/Members (LLC)



Adversity

- Issues with Conflicts of Interest; additional considerations for SBIR/STTR awards
- Raising Capital
- Issues with IP Assignment
- Relationships Deteriorate Amongst Business Partners
- Segregating business interests from commitment under faculty appointment



NU-RES BOSTON CONFERENCE

EARLY-STAGE VENTURE SERVICES IN OVERVIEW

VENTURE FUNDING PROGRAM

OPPORTUNITY MATCHING

Federal, State, Local
Non-dilutive Grants

PROCESS MANAGEMENT

CRI advises and guides
submission process and
timeline requirements



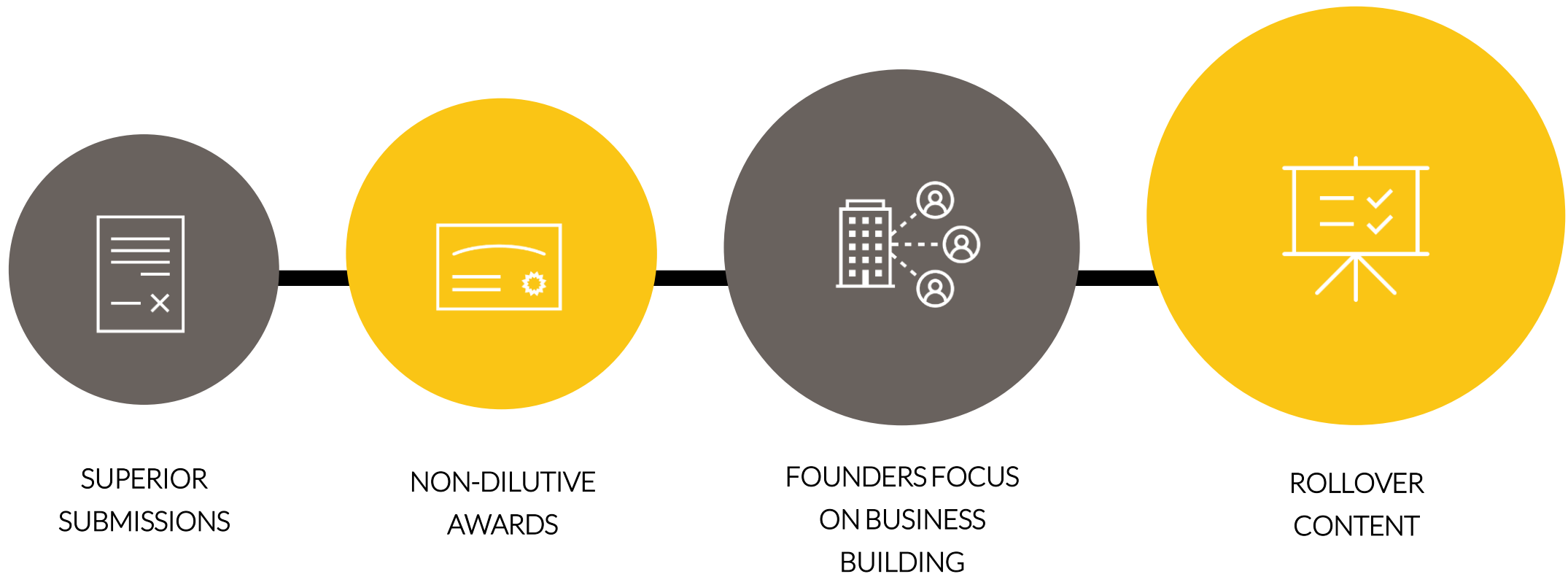
RELATIONSHIP MANAGEMENT

Relationships with agency
contacts, understanding
agency aims, ethos,
terminology

GRANT WRITING SUPPORT

Support for non-technical
grant content and facilitation
and review of scientific
content

BENEFITS & OUTCOMES



Contact



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Thank You!

For more information:

Check out our [website](#).

Let us know how else we can help:

Get to know the rest of the [team](#).

