Goal

Empower UMD faculty to transform their research into successful startups by providing resources and customized guidance through rich entrepreneurship ecosystem at the University of Maryland and the State of Maryland.
$600K+ in Funding

$5-15K UM Ventures Seed Grant
$50K NSF I-Corps
$265K TEDCO Maryland Innovation Initiative
$90K Maryland Industrial Partnerships
$150-250K Maryland Momentum Fund

Not counting SBIR and other funding!
# UMD Partners and Resources

<table>
<thead>
<tr>
<th>Partner</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTC</td>
<td>EIRs, MII Site Miners, Tech Managers</td>
</tr>
<tr>
<td>Mtech</td>
<td>Advisors, Incubator space, EIRs</td>
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<tr>
<td>Academy for I&amp;E</td>
<td>Co-working space</td>
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<tr>
<td>Dingman Center</td>
<td>Dingman Angels; Programs</td>
</tr>
<tr>
<td>UM Ventures</td>
<td>Seed Grants; CMAV</td>
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<tr>
<td>USM</td>
<td>Momentum Fund</td>
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<tr>
<td>SBDC</td>
<td>SBIR/STTR assistance, Business Skills, Bank relationships</td>
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<tr>
<td>MAVRIC</td>
<td>Cluster-specific mentors, investors, access to customers</td>
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Step 1: Feasibility

IP is disclosed to OTC or faculty expresses interest in entrepreneurship

**Tools/Resources**
- I-Corps
- UM Ventures Seed Grant
- Co-working space
- TEDCO MII, Technology Validation Phase
- Entrepreneurial lead search
- IP assessment and protection
- EIR mentorship
- Industry experts

**Deliverables**
- “Yes” or “No” on startup
- Business Model Canvas
- Customer discovery results
- MVP design
- Go to market strategy

6-18 months
Faculty decides to form a startup company and license IP from the University

**Tools/Resources**
- MII: Company Formation
- Co-working space
- Entrepreneurial lead search
- IP assessment and protection
- EIR mentorship, Industry experts
- $15,000 in AWS credits
- Incorporation help through MIPLRC
- SBIR assistance through SBDC
- Angel/VC prep, education, introductions
- Business skills workshops: HR, accounting, finance etc.
- Quickbooks through SBDC
- Legal help with trademark registration through MIPLRC

**Deliverables**
- Incorporated company
- Licensed IP
- Funding strategy
- Active fundraising efforts, incl. SBIR
- MVP development
- Alpha/beta customer(s)/user(s) lined up

6-18 months
Step 3: Startup Acceleration

Startup is formed, CXO team is in place, focus on product/service launch and customer acquisition

**Tools/Resources**
- Co-working space/Incubator space
- EIR mentorship
- Industry experts
- Legal assistance
- Angel/VC introductions/venture financing education
- VC pitch coaching
- Business skills workshops
- Assistance with CXO team formation
- Momentum Fund
- R&D funding via MIPS

**Deliverables**
- Management team
- Active fundraising efforts
- Beta deployed
- Customer acquisition
- Early revenues

6-24 months
Step 4: Self-sustaining Startup

Focus is to transition to self-sustaining business showing healthy revenue growth

### Tools/Resources
- EIR mentorship
- Industry experts
- Angel/VC introductions
- Momentum Fund
- Assistance with locating office/manufacturing space
- R&D assistance via MIPs

### Deliverables
- Secured financing
- Active customers/users
- Market share growth
- Revenue growth
- Clear path to profitability
- Mentoring other startups

6-24 months
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