

Final Program

UTEN Training Workshop

New Paradigms in University-Based Technology Business Incubation

May 25-26, 2010

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This UTEN Training Week focused on University-Based Technology Business Incubation will present different perspectives and practical overviews of trends in incubation models and key tasks and responsibilities of incubators and TTOs regarding company growth and internationalization.

Brief presentations will be augmented by group discussions and hands-on assignments focusing on:

- (1) Internationalization and soft-landing
- (2) Incubator formation, growth, and sustainability
- (3) Regional context and business incubation
- (4) Company selection and growth: Challenges and Successes

Learning Objectives/Areas to be addressed:

- A. How do we move beyond the current paradigm of business incubation to launch more high-growth global companies?
- B. How do we select and service companies for success?
- C. How do we utilize international partnerships to leverage commercialization resources, capital, research, technology, infrastructure, market access, and talent?
- D. How can we best support portfolio companies to prepare to go global?
- E. How can we facilitate successful engagements between companies and international partners? Landing pads? Commercialization partners?
- F. What is required to foster trust with international partners?
- G. How can we prepare our companies so that they are able to form partnerships quickly and minimize time-to-market internationally?

Please see each speaker's section in the schedule color coded for your convenience:

Laura

Omar

Aruni

Team

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DAY 1: Monday, May 25

9:00 Registration and Networking with speakers

9:30 Opening Session – AvePark and UTEN

9:45 New Models for Incubator Internationalization

Laura Kilcrease, Founding Director, ATI

Topics: New models and trends in incubation management, dealing with changes in context and environment, global partnerships, and pathways to new venture creation

10.30 Q&A

11:00 Coffee-break

11:30 Operating and Growing a Successful (University-Based) Incubator

Speaker 1: Aruni Gunasegaram, Director of Internal Operations, ATI (Austin Technology Incubator)

Speaker 2: Omar Hakim, General Manager, RVIC (Research Valley Innovation Center)

Topics: the context, model and stories of ATI and RVIC

12:30 Q&A

13:00 Lunch

14:30 Internationalization of tech Start-ups

Omar Hakim (RVIC)

Topic: Focusing on quantifying demand to effectively incubate and internationalize technologies and firms

15:30 Q&A

16:00 Coffee-Break

16:30 Funding high growth start-ups

Laura Kilcrease (Triton Ventures)

Topic: Funding high-growth technology ventures

17:30 Q&A

18:00 End session for the day

DAY 2: Tuesday, May 26, 2010

9:00 On-shoring to the US: models and company services

Omar Hakim (RVIC)

Topic: Soft-landing models, certifications, and international gateways to grow companies and provide support services at different stages of the company life cycle

10:00 Selecting partners for successful incubation

Aruni Gunasegaram (ATI)

Topic: Leveraging best practices in due diligence to select and support winning companies

10:45 Q&A

11:00 Coffee-break

11:30 Case Study/Roleplay (hands-on work: breaking out in groups)

UTEN Texas Team (Laura, David, Aruni, Omar, and Eli)

Topic: Negotiations for successful venturing, from company formation to growth: Addressing key stakeholder interests to effectively establish and internationalize technology ventures

13:00 Lunch

14:30 Pathways to Venture Creation

Laura Kilcrease

Topic: Establishing leading-edge programs to form and launch global technology ventures: The state-of-the-art and where we are headed

15:30 Coffee break

15:45 Case Studies in technology venture creation, incubation, and internationalization

UTEN Texas Team (Laura, David, Aruni, Omar, and Eli)

Topic: Speakers will present living mini-cases (real companies) that illustrate the lessons shared and discussed in days one and two of the workshop.

17:45 Wrap-up session

18:00 End session for the day

DAY 3: Wednesday, May 27, 2010

9:00 – 18:00 – Meetings with speakers

UTEN strongly encourage the participants to take this opportunity to present and discuss their most promising/most challenging opportunities for US on-shoring with our guest speakers (the entrepreneur, innovator and other (select) stakeholders should also be present when possible, please RSVP all meetings/attendees with UTEN in advance, thx!).

These meetings can also address other topics such as those identified on the UTEN Needs Assessment Survey, namely:

- building university and community involvement
- defining a mission and governance structure
- establishing incubator staffing policies
- establishing incubator financial policies
- strategies for generating revenue to achieve financial self-sustainability
- selecting and working with a board of directors
- developing graduation and exit criteria
- metrics for evaluation: University, Client Companies, Community