#### Business Incubation A Research Triangle Park Resource



# Models for Early Stage Growth

- University based Tech Accelerator/Incubator
- Private/For Profit Incubators, generally gone
- On your own...
- Non-Profit General Purpose Incubators, most common model
- Non-Profit Hi-Tech Incubator, fairly rare...First Flight Venture Center, selected by the EU based Science-Alliance as Best Science Incubator in the world

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## **Tenant Company Profile**



- Tough like a Cockroach: hard to kill
- No control over Macro Economic Environment: Like riding a wave
- On Their Own: Small fish in big ocean
- Need lots of support: From FFVC –Cultural Environment
- Cash Flow is KING

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### **Selection Criteria**

- Market opportunity Market Size
  - Must provide a need, or
  - Must be solution to a problem
- Solution Product or Service
  - Market Readiness
  - Intellectual Property protection/Patents
- The Entrepreneurial Team People
  - Experience, complete skill sets
  - Entrepreneurial Retreads
- Notice, NO Technology Review

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## **Facility Services**

- Facilities Management, 24 hours a day, 7 days a week
- Advanced Digital Systems: voice/data
  - 10Meg bandwidth
  - Complete flexibility
- Business services
  - Receptionist, copier, fax, etc
  - Conference facilities, LCD Projector, and phone
- Extreme Flexibility, turn key operation

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## **New Venture Advisory**

- Legal Guidance...structuring the deal
- Customized Business Guidance
- Financial: strategy, the business model
- Business Plan development
- Presentation Development and Coaching
- Locate and Qualify Investors
- Area Networking Tenant Functions

# Entrepreneurial Development

- Supportive Culture, help Entrepreneurs through the Ups and Downs – for most a huge Environment Shift
- Advise Entrepreneur, learn about his/her venture
- Go through the risks of the venture
  - Solve a problem, market size
  - The solution, technological risk
  - People/team FFVC can fill in voids
  - Money how much, where from, the DEAL

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#### **Graduation**

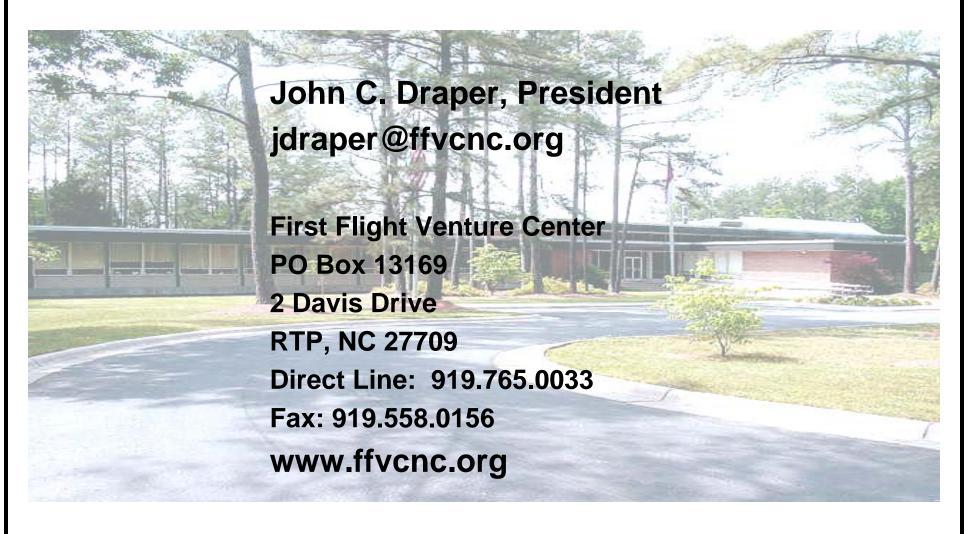
- Product completed
  - Clear Focus to Completion to Market Acceptance
- Equity to Grant to Revenue Funding
  - Ideally cash flow positive
- Complete Management team
- Typically 18 to 30 months
- Failed Company
  - Failing Fast = Better
  - 6 months

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#### **FFVC Success Stories**

- Medical Devices: Advanced Liquid Logic
  - 2 Duke PhDs enter, 350SF
  - 25 Months, Angel, Series A and Grant Funding
  - 14 Employees, now over 30 with over 5,000SF
- Drug Discovery: Cognosci
  - Duke PhD enter, 300SF, grew to 1,200SF
  - 89 Months, \$10M in grants
  - 8 Employees, now over 5,000SF
  - Working on Pharma Partnership and/or Equity deal; \$11M to \$50M
- Healthcare Services: Radarfind
  - 2 Independent Scientists and Serial Entrepreneur MBA
  - 6 Paying customers
  - 43 Months, Self Funded, Angel and Series A, over 5M
  - 14 Employees, now over 20 with over 6,000SF

#### **Contact Information**



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MIGRATING TECHNOLOGY TO THE MARKETPLACE