



Science Foundation Ireland/National Science Foundation I-Corps@SFI Entrepreneurial Training Programme

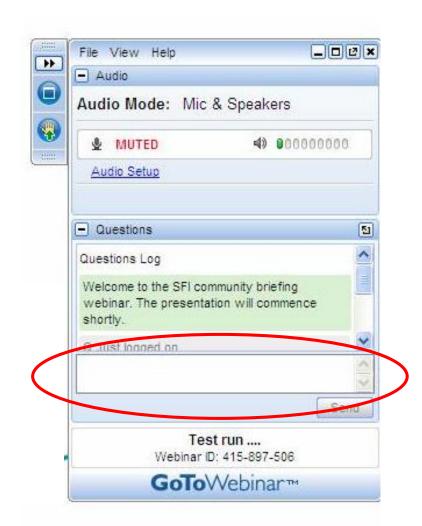
Webinar – Friday 5th August, 2016

Dr Stephen O'Driscoll



Webinar Information

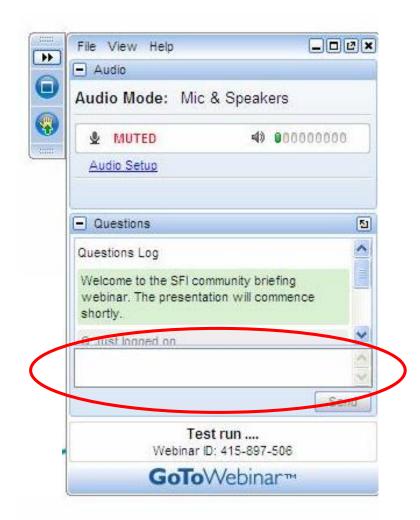
- This webinar consists of a PowerPoint presentation with voiceover (1-way!)
- We will walk you through the presentation and answer questions at the end
- You may submit questions by typing them in the Questions text box on the GoToMeeting control panel – please try to be concise
- A link to this webinar will be made available on the <u>programme webpage</u>





Webinar Issues?

- We will now pause for a short time
- If you experiencing any audio-visual issues please let us know using the Questions text box





Science Foundation Ireland

SFI Legal Remit "... to promote, develop and assist the carrying out of oriented basic and applied research in strategic areas of scientific endeavour that concern the future development and competitiveness of industry and enterprise in the State."

As set out in **Agenda 2020**, SFI has **committed to invest in translational research capability** so as to **enhance the progression of research from discovery to delivery**







Ireland's ambition to be among **most innovative** countries in world

Entrepreneurship plays a central role



Science Foundation Ireland

 Innovation 2020 - focus on building a culture of entrepreneurship and in developing mechanisms to support researchers in making the transition to entrepreneurial or industry careers

	ACTION	DESCRIPTION	LEAD RESPONSIBILITY	TIMELINE
3.12	Ensure the mobility of researchers between academia and industry	 b. Increase the share of PhD researchers transferring from SFI research teams to industry from 25% in 2014 to 35% by 2020 c. Establish improved systemwide tracking of researcher mobility into industry d. Continue support for the 	SFI HEA, research funders DJEI, IUA	2020 2017 2016 - 2020
2.42	Enhance	EURAXESS Ireland Office Establish a new initiative to	SFI, EI	2017
3.13	innovation and entrepreneurship related skills	encourage a culture change and enable the structured progression of early-career stage researchers to careers in entrepreneurship.	311, L1	2011



NSF Innovation Corps (I-Corps™)



- The National Science Foundation (NSF) "to promote the progress of science; to advance the national health, prosperity, and welfare; to secure the national defense..."
- The NSF Innovation Corps (I-Corps™) prepares scientists and engineers to extend their focus beyond the laboratory
- NSF I-Corps provides an intensive entrepreneurial training curriculum focused on discovering demand-driven path from their lab work to a marketable product
- To date, 800 teams, from 192 universities in 44 states, have completed training resulting in the creation of over 320 companies that have collectively raised more than \$83 million in follow-on funding



I-Corps@SFI

- Success of NSF I-Corps has given rise to expansion of programme
- NSF I-Corps has partnerships with over 10 Federal Agencies including:











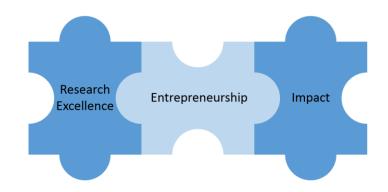
- Science Foundation Ireland is the first European funding agency to partner with NSF I-Corps under a pilot programme called I-Corps@SFI
- As part of I-Corps@SFI, SFI-funded teams can participate in the NSF I-Corps
 Curriculum



Entrepreneurship

 Entrepreneurship is the motivation, attitude and skill to realise new opportunities and create economic and societal impact from them

 Entrepreneurship is not just about commercialisation – commercialisation is an outcome of entrepreneurship



- Why is entrepreneurship important to SFI?
 - Enhances the economic and societal impact potential of our investments
 - Enables researchers to realise opportunities for their research and convey the potential impact of their work



Purpose of the Programme

- The Programme is intended to support SFI funded researchers in developing entrepreneurial skills that will enable them to realise new opportunities for their research that will, in turn, lead to economic and societal impact
- Researchers interested in launching a technology start-up (or spin-out), undertaking entrepreneurial ventures or pursuing entrepreneurship as a career are encouraged to apply

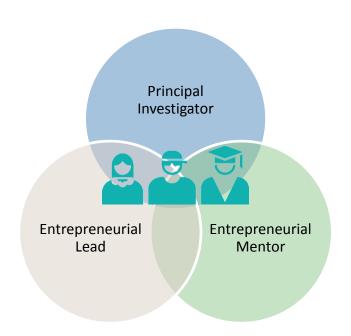
Objectives of the Programme

- To train researchers in evidence-based entrepreneurship
- To support the development of validated business models and commercialisation strategies for research with commercial potential
- To support the formation of spin-outs and start-ups
- To support researchers in identifying economic and societal impact opportunities for their research



Team-Based Model

- Team <u>must</u> be identified as part of the proposal
- Team <u>must</u> comprise:
 - Principal Investigator (Lead Applicant)
 - Entrepreneurial Lead
 - Entrepreneurial Mentor
- Team <u>must</u> undertake training together
- Team <u>must</u> participate in mentored opportunity discover process and associated webinars
- Team <u>must</u> attend close-out "lessons learned workshop"





Team Members

- Principal Investigator (PI) provide administrative and technical leadership on the award and oversee project management
- Entrepreneurial Lead (EL) expected to have the necessary technical expertise relating to the proposed technology along with the motivation to lead the opportunity discovery/validation activities of the team during the programme and progress the commercialisation of the technology following completion of the programme
- Entrepreneurial Mentor (EM) expected to bring entrepreneurial/industry experience to the team and will serve as the principal guide to the EL in determining the technology disposition. In addition to providing mentorship to the EL, the EM is also expected to have significant input in developing the commercial strategy based on the learnings from the programme







Entrepreneurial Training

- The programme supports participation of teams in the NSF I-Corps Curriculum
- NSF I-Corps Curriculum is an immersive entrepreneurial training programme built on a special, accelerated version of the Lean LaunchPad course developed by Steve Blank
- Lean LaunchPad evidence-based entrepreneurship methodology that employs a systematic/scientific process for opportunity recognition/discovery
- NSF I-Corps Curriculum requires full participation from a team with each team member committing to in-depth preparation and attendance at web-based lectures and workshops. It is expected that team members will make a significant time commitment to the programme outside their activities in the laboratory (at least 15 additional hours per week for opportunity discovery/validation)



Structure of Entrepreneurial Training

NSF I-Corps Curriculum comprises:



 *Participants will be based at their Host Research Bodies for the duration of this 6week period but will be able to use their award to undertake opportunity discovery activities that require them to travel. Teams <u>must</u> participate in on-line webinars during this period where they will engage with NSF mentors and other programme participants



Funding & Duration

- Maximum requested amount of €35k direct costs for a period of 6-months*.
- Eligible costs:
 - Entrepreneurial training programme for team
 - Travel (e.g. travel and accommodation costs for team to attend bootcamp and final workshop, opportunity discovery/validation)
 - Materials and Consumables (e.g. small scale prototyping/demonstration)
- No overhead contribution will be provided to the Host Research Body.

Amount: €35k
Duration: 6-months



Eligibility

Lead Applicant

Must be an SFI award holder currently associated with an SFI Research Centre either as PI, Co-PI (including Spoke Leader), FI, or an Academic Collaborator who themselves holds an active SFI award or held an SFI award in the last 5 years (2011 – 2016)

Lead Applicant and Entrepreneurial Lead must

- Hold a PhD or equivalent
- Be a member of the academic staff of an eligible Research Body (permanent or with a contract that covers the period of the award)

<u>or</u>

 Be a contract researcher with a contract that covers the period of the award (contract may be subject to receipt of the award)

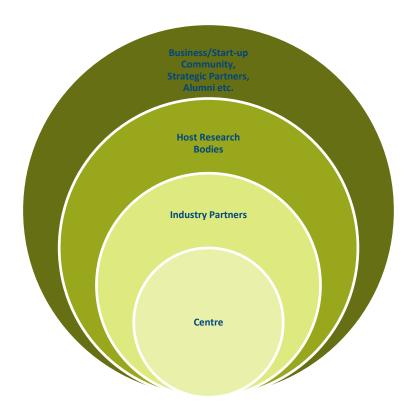
Entrepreneurial Lead

 Will be a post-doctoral researcher who currently works under the supervision of the PI or who may wish to work with the PI as part of the programme



Entrepreneurial Lead/Mentor

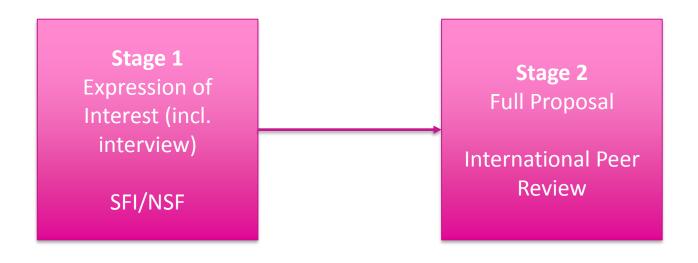






Application Review Process

2-Stage Application Review Process





Application Review Process

Review Criteria

Stage 1 - Expression of Interest

Evaluation criteria:

- Quality and novelty of the proposed innovation
- Potential commercial opportunities for the proposed innovation
- Quality of the team
- Commitment of the team to the programme

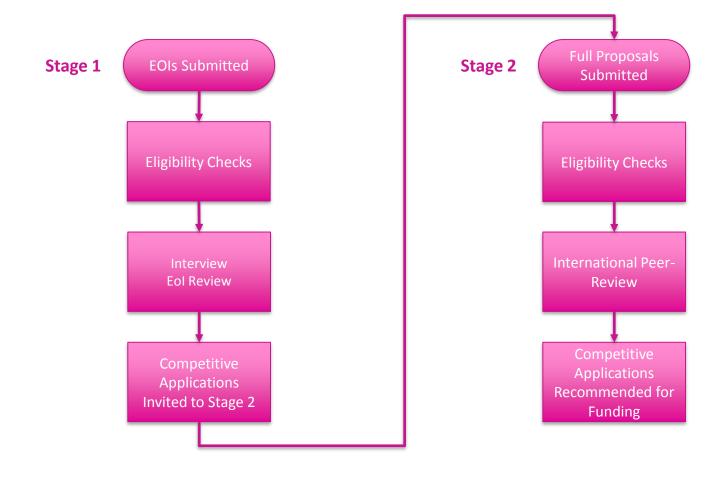
Stage 2 – Full Proposal

Evaluation criteria:

- Quality and novelty of the proposed innovation
- Potential commercial opportunities for the proposed innovation
- Significance, including usefulness, of the proposed innovation
- Quality of the team
- Potential impact of the proposed innovation

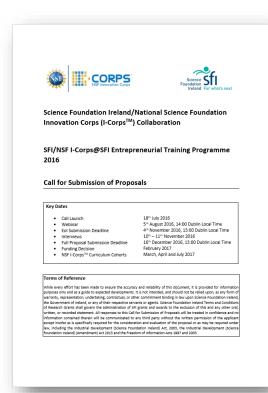


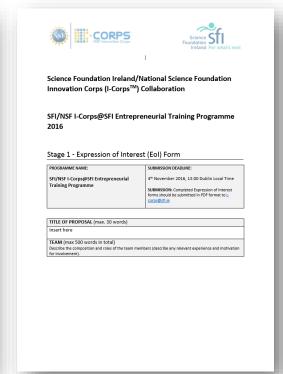
Application Review Process

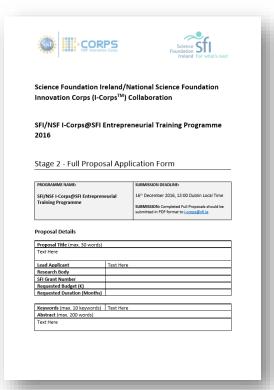




- Documentation can be downloaded from programme webpage on SFI website
- Completed documentation must be submitted via email in PDF format to <u>I-Corps@SFI.ie</u> before each respective stage deadline









- Stage 1 Expression of Interest (EoI) Form & Interview
 - Reviewed by SFI with input from NSF

Expression of Interest Form

- Title (Non-confidential)
- Team
 - Members, roles and responsibilities
- SFI Award Lineage
 - SFI award and resulting technology that is focus of application
- Commercial Opportunity
 - Unmet need (customer pain), potential impact, validation to-date
- Commercialisation Plan
 - Current plans to commercialise
- Curricula Vitae

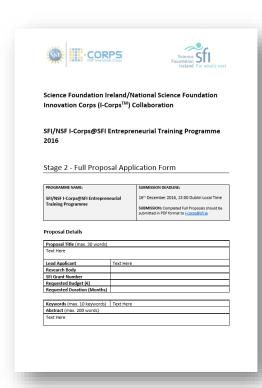
Interview

- Conducted by SFI and NSF programme staff
- To assess team's capability, compatibility and commitment
- All team members <u>must</u> participate





- Stage 2 Full Proposal
 - Reviewed by international experts engaged by SFI
- Full Proposal Form (available from programme webpage)
 - Proposal Details
 - Title, Lead Applicant Name, Research Body, Keywords, etc.
 - Signatures
 - Lead applicant, institutional signatory, TTO
 - NB: Proposals without all necessary approval signatures will be deemed ineligible and returned without review
 - SFI Legal Remit
 - Brief statement on how project fits with SFI remit
 - Applicant Details
 - Requested Budget
 - Current plans to commercialise
 - Budget Justification
 - Justification of requested budget items





- Full Proposal Form (cont.d)
 - Project Proposal (max. 3 pages)
 - Team (max. 1 page)
 - Technology (max. ½ page)
 - Commercial Opportunity (max. 1 page)
 - Project Plan (max. ½ page)
 - Curricula Vitae (max. 2 page, 1 for each team member)
 - Template available from programme webpage
 - Letters of Support
 - Research Centre Director
 - Technology Transfer Office
 - Host Research Body
 - Entrepreneurial Mentor
 - Potential future industry partners





Letters of Support

Research Centre Director

Outline support for the application

Technology Transfer Office

- Outline the commercialisation strategy
- Confirm that it has provided planning support to the applicant in preparation of their proposal
- Outline how it will support the participating team as they progress through the entrepreneurial training programme
- Confirm that participants in the Programme have been briefed as to the importance of maintaining confidentiality

Host Research Body

Comment on the infrastructure and services available.

Entrepreneurial Mentor

Outline how they will guide the EL in determining the technology disposition and how they will
advise on the development of the commercial strategy based on the learnings from the programme

Potential Future Industry Partners

To demonstrate the relevance and business need for the proposed technology



Award Management

- Science Foundation Ireland (SFI) regularly requests the researchers it supports to provide detailed information on the outputs and impacts arising from their SFI award
- In order for SFI to evaluate the success of the SFI/NSF I-Corps@SFI Entrepreneurial Training Programme, award holders will be asked to report on the outputs arising from their award
- At the end of the award term, award holders will be asked to complete their Research Profile in SESAME, SFI's on-line Grants and Awards Management System. The degree to which the award achieves the objectives set out in the SFI/NSF I-Corps@SFI Entrepreneurial Training Programme call, will be evaluated from the data entered, and other reports provided
- Please refer to programme call document for details of reporting information required



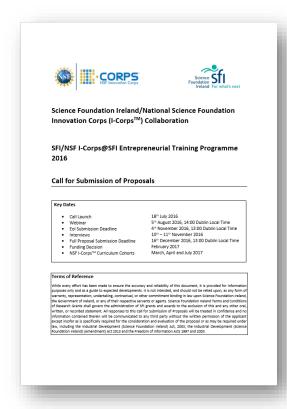
Key Dates

Call Launch	18 th July 2016	
Webinar	5 th August 2016, 14:00 Dublin Local	
	Time	
Eol Submission Deadline	4 th November 2016, 13:00 Dublin Local	
	Time	
Interviews	10 th – 11 th November 2016	
Full Proposal Submission	16 th December 2016, 13:00 Dublin Local	
Deadline	Time	
Funding Decision	February 2017	
NSF I-Corps [™] Curriculum	March, April and July 2017	
Cohorts*		



Call Documentation

 Please ensure you carefully read the call documentation prior to preparation and submission of your application available on <u>programme webpage</u>







Further Info.

Useful Links

- https://steveblank.com/category/lean-launchpad/
- https://www.youtube.com/watch?v=b5v43xflqO0
- https://www.youtube.com/watch?v=zi6wLU9FSK4
- http://www.nsf.gov/news/special_reports/i-corps/index.jsp
- https://venturewell.org/i-corps/llpvideos/customer-discovery/before-leaving-the-building/
- I-Corps and the Business of Great Science

Suggested Reading



The Lean Startup
Eric Reis

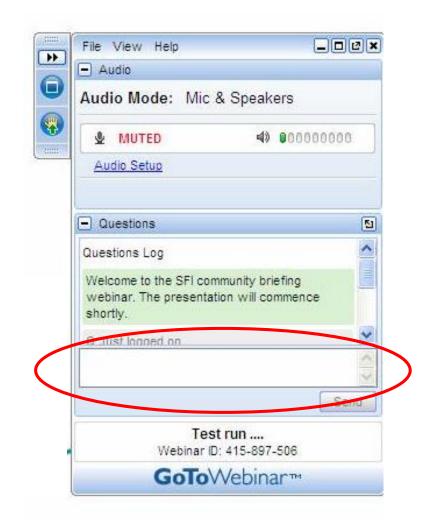


Business Model GenerationAlexander Osterwalder
Yves Pigneur



Questions & Answers

- We will now take any questions you have on the SFI/NSF I-Corps@SFI Entrepreneurial Training Programme
- To register a question, use the text box indicated





Thank You

- This concludes our information webinar, thank you for attending
- If you have any further queries in relation to this programme, please do not hesitate in contacting us:

Dr Stephen O'Driscoll – <u>stephen.odriscoll@sfi.ie</u>

OR

I-Corps@SFI.ie