US Department of Homeland Security
Science and Technology Stakeholders Conference – West

Next Generation Technology Transfer

January 15, 2008
Accelerators Defined

• **Contrasting support models**
  – Centers of Excellence
  – University Research and Technology Transfer
  – Major Integrators
  – General Incubators
  – Specialty Incubators
  – General Accelerators
  – Specialty Accelerators
Joining an Accelerator

• Do You Need One?
  – Achieved initial technical milestones
  – Defined business direction (even if preliminary)
  – Need pointed assistance to support your plan of action
  – Lack resources to invest
Joining an Accelerator, continued

• Selecting a Program
  – Location
  – Alignment of interests
  – Asset base (in-house and network)
  – Participating companies

• Successfully Applying
  – Technical Feasibility
  – Compliance with Program Terms; Needs Fit with Offerings
  – Leadership/Management Experience and Approach/Attitude
  – Homeland Security Market Applicability
  – Intent to Partner
  – Technology Readiness Level; Market Readiness Level; Business Readiness Level
Costs and Benefits

• **Costs**
  – Cash, possibly royalties, warrants or future charitable contributions
  – Time, Leadership
  – Brand

• **Benefits**
  – Identify and tackle most significant growth barriers
  – Connect with the right experts and the right time
  – Look and act larger and more experienced than you are

• **Value is extracted, not delivered**
  – Accelerators don’t grow your business, you do
  – Accelerators are the exponent, not the base
    
    You determine whether you get $0^{10}$ or $10^{10}$
Contact

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