



Watervliet
Innovation Center
CEG

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

Next Generation Technology Transfer

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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

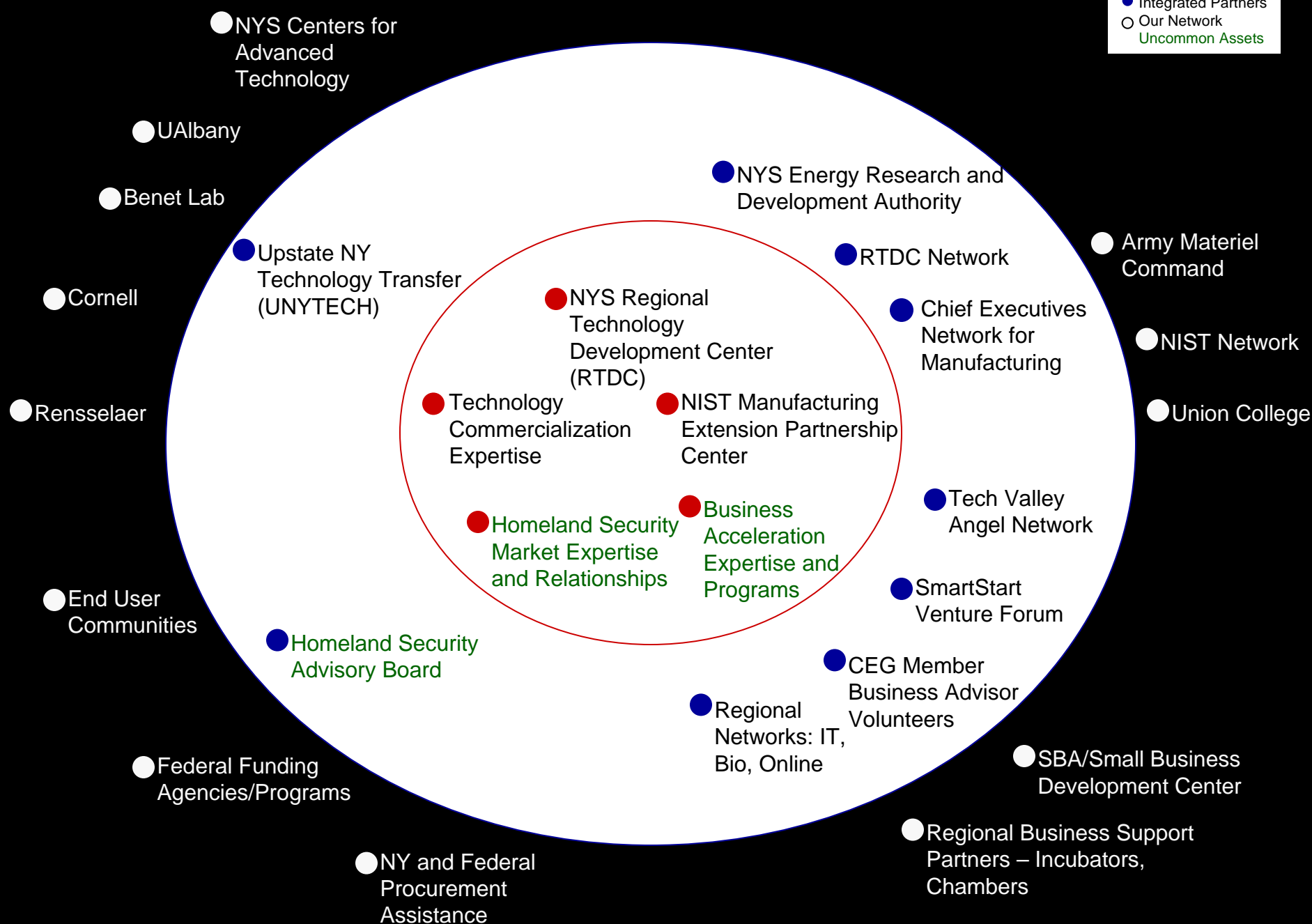
- **Successfully Applying**

- 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

Example Asset Map - Watervliet Innovation Center

Key

- In House
- Integrated Partners
- Our Network
- Uncommon Assets





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}



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