



JETRO

Texas Market Webinar

July 28, 2020



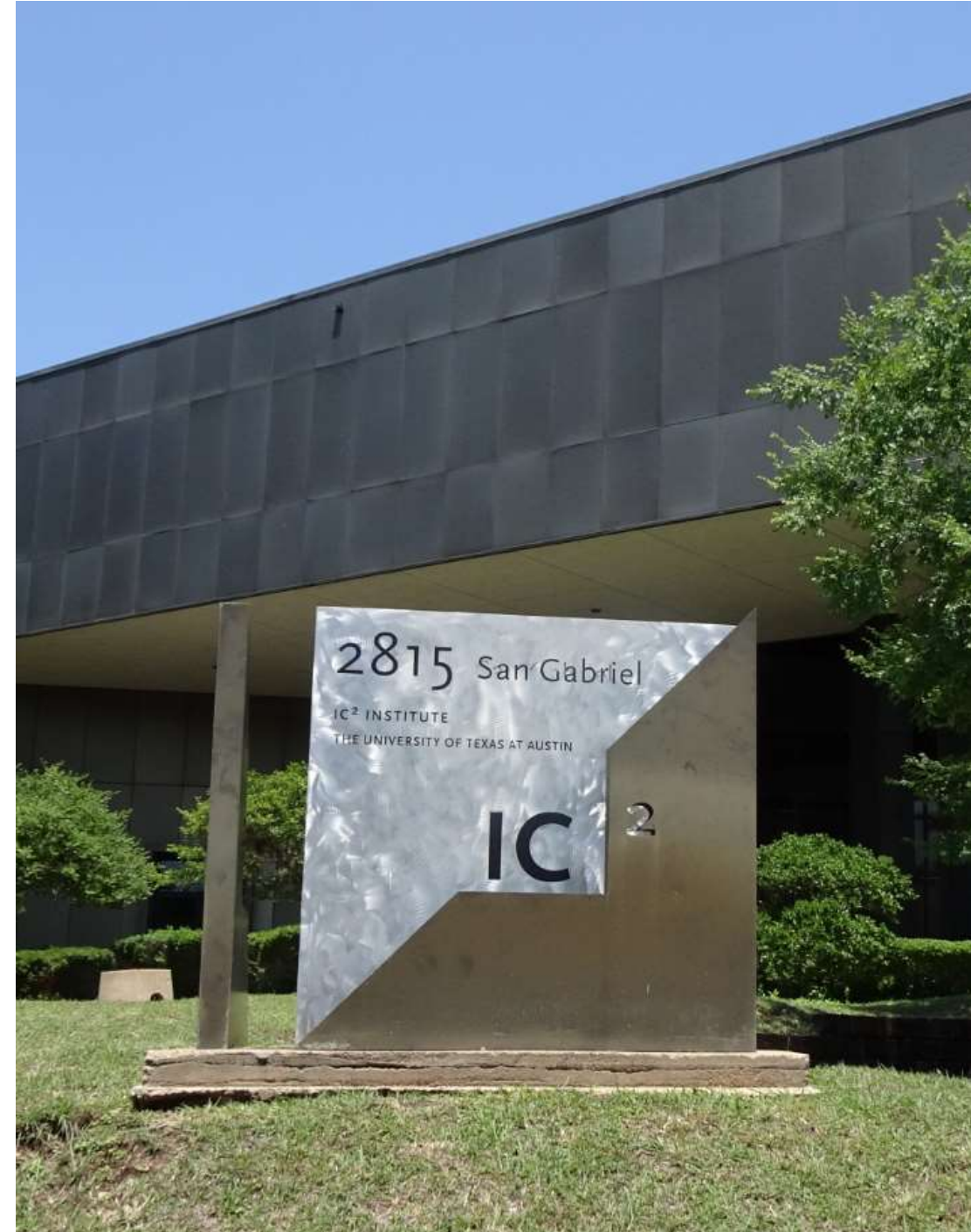
Deep Tech.

Deep Engagement.

Deep Impact.

Agenda

- **Welcome & Introductions**
- **Ecosystem Overview**
 - Austin Technology Incubator (ATI)
 - The University of Texas at Austin
 - City of Austin
 - State of Texas
- **ATI Vertical Deep Dive**
 - Sustainability
 - Healthcare
- **Unique Programs**
 - Global Initiatives
 - TEXGHS
- **Q & A**



Welcome & Introductions

Emi Shioiri - JETRO



Ecosystem Overview


Mitch Jacobson – ATI



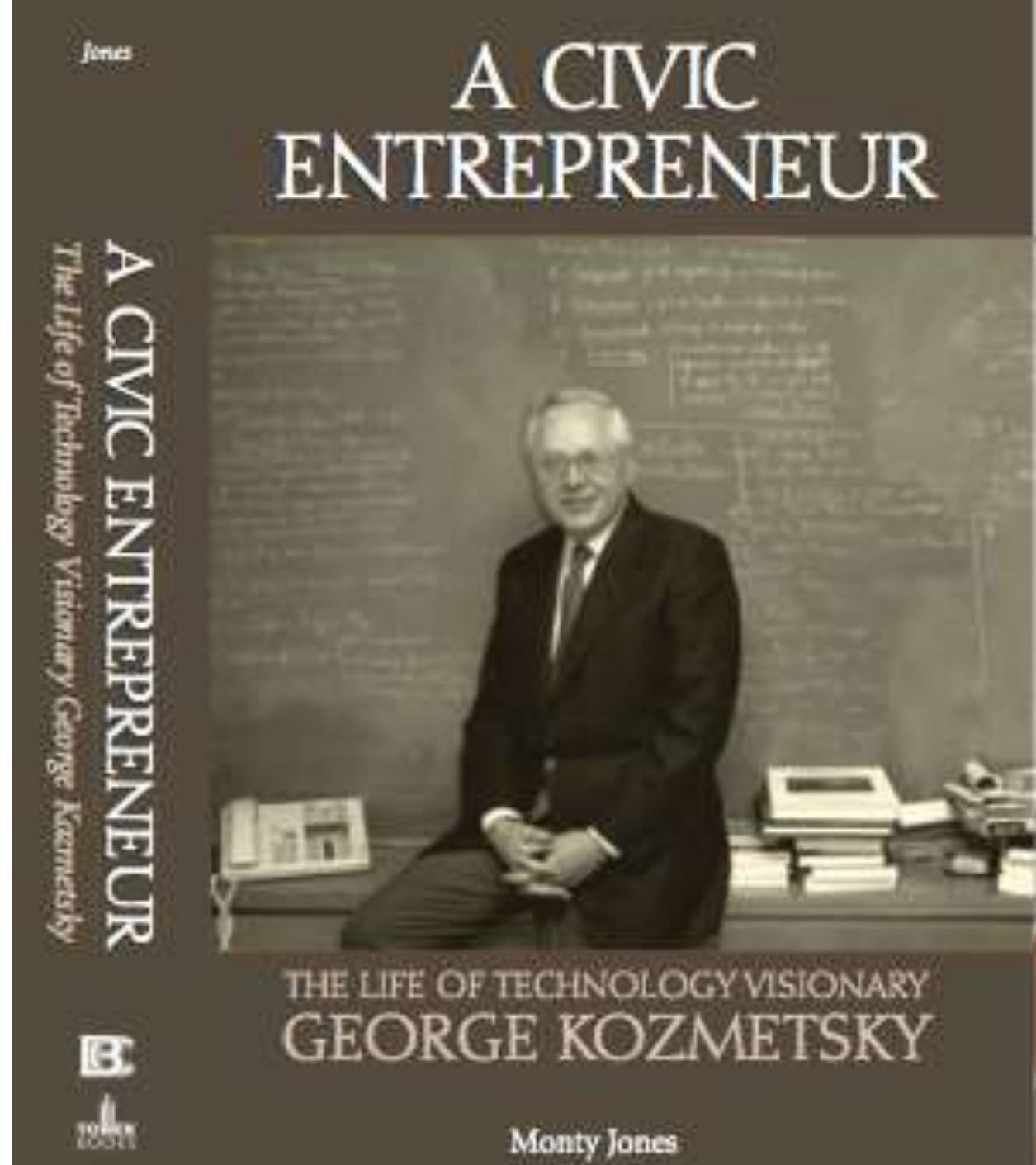


ATI's Mission

To empower entrepreneurs through a customized approach to effectively commercialize their breakthrough innovations and compete in the global marketplace.



Founder of ATI: George Kozmetsky



30+ Years of Fostering Innovation



ATI Vision and 30 Year Impact

A global leader in deep tech commercialization solving the world's most pressing problems

30 Years of Economic Development and Impact: ATI member companies have collectively contributed

10+

IPOs

50+

M&As

\$3B+

ECONOMIC IMPACT

\$1.7B+

FUNDS RAISED

300+

GRADUATE
COMPANIES



What ATI Offers Its Members

Talent

ATI Directors

Executives in Residence

Over 100 community mentors

UT Austin student interns / UT connections

Resources

Startup packages from AWS, Google Cloud, etc.

Trusted service partners (lawyers, accountants, etc.)

Prototype testing via SWRI, Pecan St, ACC IMPACT Lab

UT library services

Process

Customized incubation experience

ATI due diligence & success committee

Quarterly strategy meetings

TEXVMS Venture Mentoring Service

Pitch training & investor deck review

Opportunities

Connections to capital (angels, VCs, grants)

Pitch competitions, conferences, events

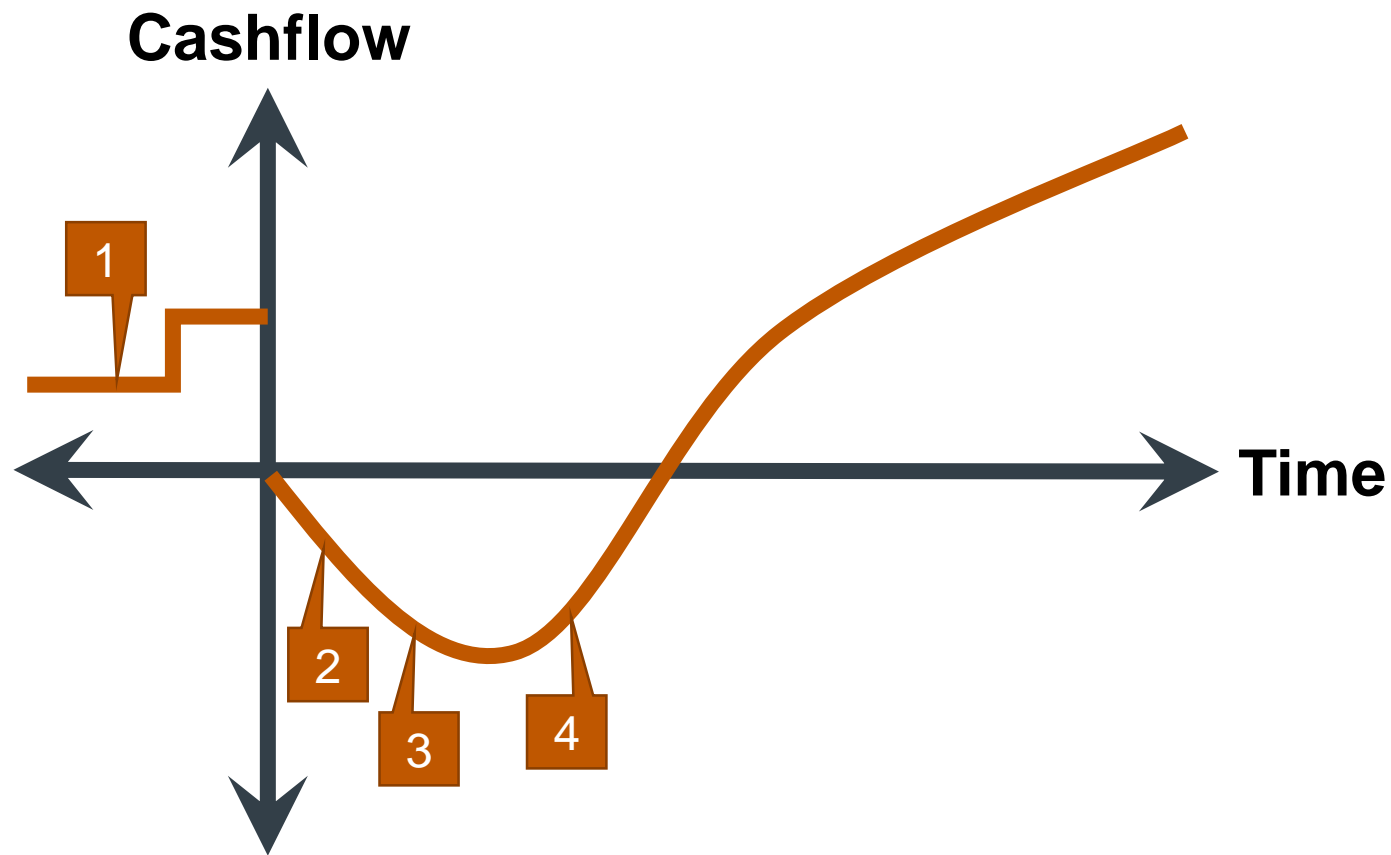
Grants & SBIR opportunities

Customer pilots

Promotion, PR, media, exposure



ATI Startup Company Lifecycle



1. Technological development with non-dilutive funding (e.g. grant funding)
2. Admission
3. Seed funding (\$0.1-1 MM)
4. Series A funding (\$1.5-10 MM)

The University of Texas at Austin
Dell Medical School
Texas Health Catalyst

UT Austin Ecosystem

**SOUTHWEST
I-CORPS**

enactus.



IC²

The University of Texas at Austin
Jon Brumley Texas Venture Labs
McCombs School of Business



The University of Texas at Austin
**Herb Kelleher Center
for Entrepreneurship**
McCombs School of Business

GENESIS

The University of Texas at Austin
Texas McCombs MSTC
McCombs School of Business

The University of Texas at Austin
School of Undergraduate Studies

CONVERGENT

TEXAS Global
The University of Texas at Austin
Global Innovation Lab



Blackstone
LaunchPad[®] powered by
techstars[®]

The University of Texas at Austin
College of Natural Sciences

**DESIGN
INstitute for
HEALTH**

The University of Texas at Austin
Texas Inventionworks
Cockrell School of Engineering

I2P[®]

The University of Texas at Austin
Texas Health CoLab
Dell Medical School

**ATI AUSTIN
TECHNOLOGY
INCUBATOR**
THE UNIVERSITY OF TEXAS AT AUSTIN

The University of Texas at Austin
Office of Technology Commercialization
Office of the Vice President for Research

LONGHORN STARTUP



The University of Texas at Austin
Moody College of Communication



The University of Texas at Austin
Inclusive Innovation and Entrepreneurship

The University of Texas at Austin
Kendra Scott Women's
Entrepreneurial Leadership Institute

THE UNIVERSITY OF TEXAS SYSTEM
FOURTEEN INSTITUTIONS. UNLIMITED POSSIBILITIES.

The University of Texas at Austin
Social Innovation Initiative
McCombs School of Business

The University of Texas at Austin
Inventors Program

**ENTREPRENEUR
SOCIETY**

ATI

The University of Texas at Austin
Cockrell School of Engineering
Innovation Center

UTECH DORM ROOM
DRUG DYNAMICS INSTITUTE

The University of Texas at Austin
Office of the Vice President
for Research

**SELL
fellowship**

Commitment to the Students



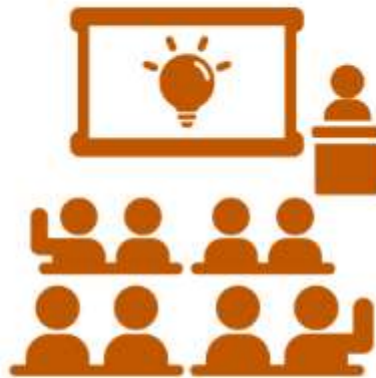
- Move education beyond “grades”
- Contribute to actual real-world impact and evidence of expertise
- Receive validated, real-world startup immersion experience
- Assist startup to address real-world issues and implementing real-world solutions
- Build student business network for career-long benefit



Commitment to University Education



Semester Internships



Classes taught by ATI directors



Blackstone LaunchPad



Blackstone
LaunchPad®

powered by

techstars®

What is the LaunchPad?

- Officially “*Blackstone LaunchPad powered by Techstars at UT Austin*” (call us the LaunchPad)
- Global campus-based entrepreneurship program run by *Blackstone Charitable Foundation* and *Techstars*
- Retrofits to support existing entrepreneurship ecosystems (24 campuses and growing)
- The LaunchPad at UT is housed in the **School of Undergraduate Studies (UGS)** so that we can be discipline-agnostic
- UT System launching 9 more Blackstone LaunchPads in 20/21

Blackstone

LaunchPad®

powered by



techstars®

Why do we exist?

Our program allows students to **explore entrepreneurship** at their own pace while creating an **inclusive** cross-disciplinary environment that encourages them to make an impact through entrepreneurship and innovation.

Even if students supported by our program do not go on to start their own companies, they will be better prepared to enter the **modern workforce** with an **entrepreneurial mindset**.



Blackstone
LaunchPad®

powered by



techstars®

What do we do?

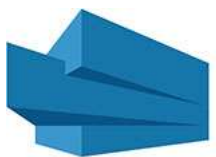
- Help students navigate the UT entrepreneurship ecosystem by educating students about resources on campus and beyond (**Google Maps**)
- Offer **physical space** for coworking and small events in the FAC (11 AM–10 PM; Mon–Fri)
- Connect students to **startup mentors**
- Provide access to **LaunchPad Network** opportunities
- Produce **events and workshops**
- Host a **summer accelerator** called SEAL (*Student Entrepreneur Acceleration and Launch*)

Commitment to Austin Community





Austin Ecosystem



ACC IMPACT Lab / Prototype Center

- ATI and ACC won a \$750k DOC / EDA grant to build out a 5000 square foot prototype center in Austin, TX
- Being built on the ACC Highland Campus now, ready for the fall 2020 school year
- Teach ACC students how to use "maker space" equipment to make them more valuable in the manufacturing workspace
- Open this maker space / prototype center to early stage companies in the Austin Technology Incubator and other hardware startups
- Work with the Central Texas manufacturing community on sourcing talent and "next step" manufacturing

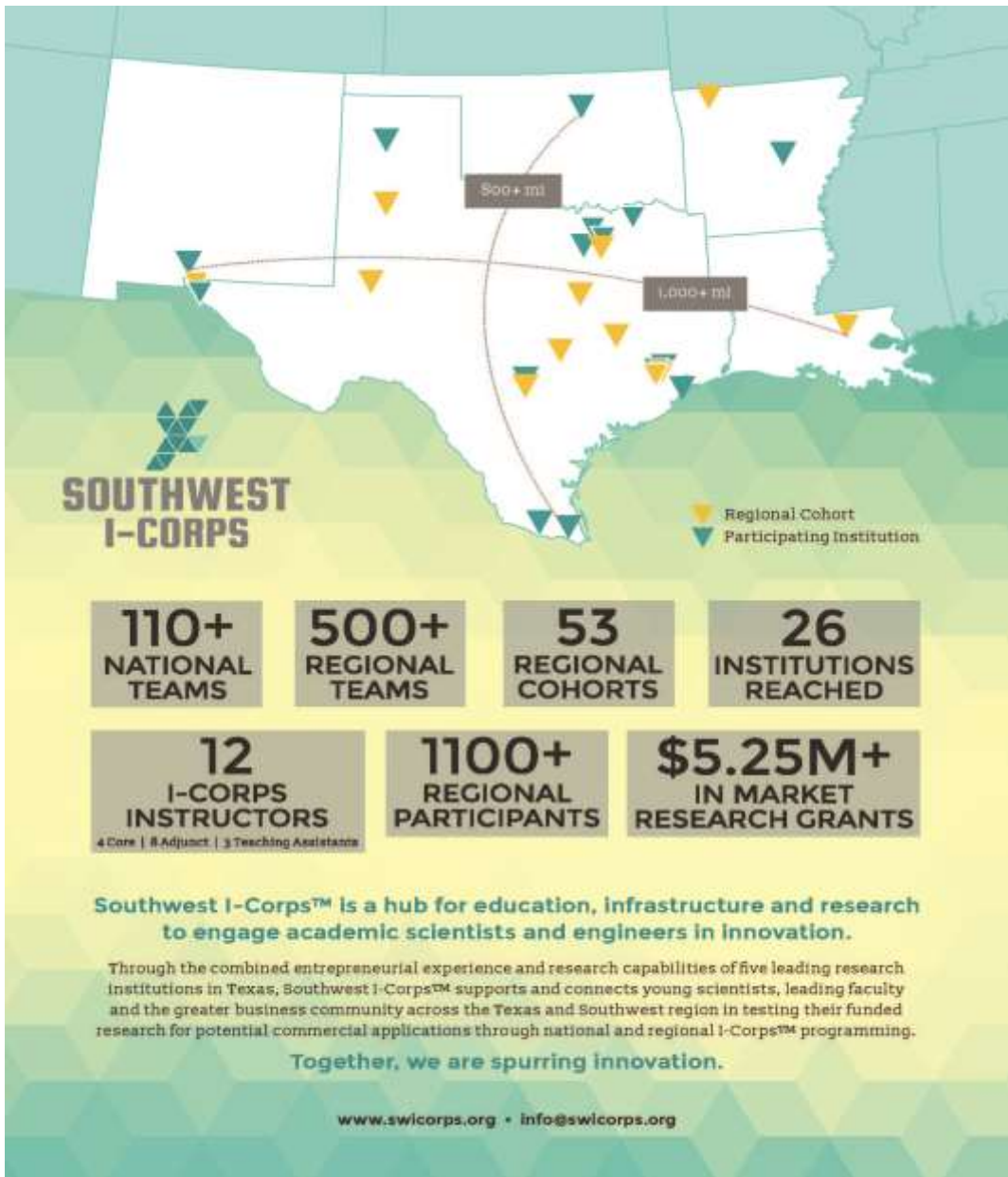




“I-Corps has provided my team valuable information about the pain points that laparoscopic surgeons face on a daily basis. This information has guided the engineering design of our tool to alleviate those problems. Our startup, ClearCam, has successfully closed two rounds of fundraising, received an NIH SBIR Grant, and received FDA 510k clearance. Without a doubt, NSF I-Corps has had a positive impact on ClearCam’s success.”

– Dr. Christopher Rylander, Associate Professor of Mechanical Engineering, UT Austin





58+ regional cohorts

540+ regional teams trained

1400+ participants

30+ institutions reached

160+ national teams

6 Core; 8 Adjunct; 2 TA National Teaching Team

\$8M+ in market research grants... and counting!



ATI Vertical Deep Dive

Sustainability: Richard Amato – ATI

Healthcare: Dr. Lisa McDonald – ATI



ATI Verticals & Founding Years



ENERGY



WATER



**FOOD &
AG TECH**

2001

2008

2015

2017

2018



HEALTHCARE

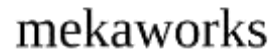


MOBILITY



**CIRCULAR
ECONOMY**

ATI Member Companies: Current Portfolio



Unique Programs

Global Initiatives: Richard Amato – ATI

TEXGHS: Dr. Lisa Mcdonald – ATI





TEXAS Global

The University of Texas at Austin



Global Programs and Innovation

Global Programs and Innovation works with governments, universities and industry to train emerging leaders, professionals and entrepreneurs at UT and around the world.

Global Innovation Lab

Capacity building and support for entrepreneurs in their communities to overcome local challenges, create jobs and drive sustainable economic development.

Global Customized Programs

Grant-funded programs providing exceptional academic and cultural enrichment opportunities for students, faculty and professionals.

Request a Program

Our custom education programs reflect the diverse needs of our international partners and reflect our commitment to academic excellence and transformational experiences.



Global Innovation Lab

Global Innovation Lab works with government, universities and industry to train and support entrepreneurs in their communities.

About

We train and support entrepreneurs in their communities to overcome local challenges, create jobs, and drive sustainable economic development.

Programs

Global Innovation Lab has developed programs in over 40 countries. Learn more about our current and past programs.

Contact Us

Get in touch with our program managers to explore collaboration opportunities.

GIL Aichi Prefecture Program

2019-2020 Pilot

- **Startup Ecosystem Assessment Report**
 - Delivered by UT experts from IC2 Institute, ATI, and Texas Global
- **Training to 100+ ecosystem stakeholders**
 - Startups, investors, university faculty, government officials, large company reps
- **Technology Commercialization Workshop**
 - 15 startups
- **Quicklook™ Reports**
 - 8 startups
- **Bus. Development & Mentorship Support**
 - 5 startups

2020-2021

- **Incubator Manager Training**
 - Aichi Prefecture incubator managers
- **Quicklook™ Author Training**
 - Aichi investors, startups, incubator mgrs, etc.
- **Innovation Readiness (IR) Training (online)**
 - 15 startups + 30 seats for Aichi stakeholders
- **Quicklook™ Reports**
 - 10 startups
- **Bus. Development & Mentorship Support**
 - 5 startups
- **SXSW – Attend + US Partner Meetings**
 - 20 Aichi stakeholders, (5 startups)



TEXGHS

Texas Global Health Security
Innovation Consortium

Vision: Achieve health security through readiness, response, recovery and resiliency

Mission: To spearhead the creation and success of a health security innovation ecosystem in Texas where equitable, inclusive solutions launch locally and grow globally

TEXGHS

Texas Global Health Security
Innovation Consortium



AUSTIN COMMUNITY COLLEGE
**BIOSCIENCE
INCUBATOR**

BioAustin



The University of Texas at Austin
Dell Medical School



THE UNIVERSITY OF TEXAS AT AUSTIN

COLLEGE of PHARMACY
DRUG DYNAMICS INSTITUTE

DRUG DYNAMICS INSTITUTE
THERAPEUTEX

Austin
Chamber

HealthClicks

NIHUB
NURSING INNOVATION HUB

Austin
Healthcare Council



ACCELERATE



THE NEUTRINO DONUT LLC

<div> Inc



TEMPLE
Health & Bioscience
DISTRICT



CAPITALCITY
INNOVATION



Global
Health
Security
Network



MEDICAL INNOVATION
COLLABORATIVE



TECH RANCH®



TEXGHS

Texas Global Health Security
Innovation Consortium

Partners



Contact us

TEXGHS: Texas Global Health Security Innovation Consortium

info@texghs.org

Lisa McDonald, MD, MSTC

Director of Healthcare | Austin Technology Incubator

The University of Texas at Austin

lmcdonald@ati.utexas.edu

Technology Interest Areas

Pandemic-focused innovators and investors can focus beyond diagnostics, therapeutics, and vaccines

- Vaccines vs. vaccine distribution systems
- Contact tracing vs. compliance technologies
- Telemedicine software vs. alternative care models
- Medical equipment fabrication vs. distribution and tracking systems
- Therapeutics vs. clinical trials in underserved populations



Technology Interest Areas

Vaccination: tracking and distribution systems, vaccination registries, mass vaccination campaign tools, vaccine reconstitution systems, quality control, communications, accessibility, equitable distribution

Therapeutics: telemedicine and digital health, pharmaceutical companion applications, clinical trial analytics, remote clinical care, non-pharmaceutical interventions, wellness, mental health

Diagnostics: testing kit distribution and collection, testing analytics and validation, novel testing methodologies, laboratory capacity and efficiency, biosafety and biosecurity, antibody testing and tracking

Prevention: e-epidemiology tools, contact tracing and shielding, risk assessment and communication systems, privacy compliance tools, sterilization methods, personal protective equipment, risk analysis





Babson Diagnostics

A medical technology company with a new vision for diagnostic blood testing.

At Babson Diagnostics, we are working to improve our customers' health by making diagnostic blood testing more convenient, accessible, and human.

Our proprietary technology is designed to produce accurate diagnostic results from small capillary samples collected at convenient retail locations and analyzed at our CLIA-certified clinical laboratory.

Macromoltek

Revolutionizing antibody design



Q & A

All





Thank you!

Questions?

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Dr. Lisa McDonald
lmcdonald@ati.utexas.edu



Back-up Slides



ATI Rolling Admissions

- Highly selective practice
- Due diligence process between founders, ATI , community experts
- Tightly curated portfolio to ensure higher rate of success
- Of the 1,000 applicants over past 5 years, 8% into ATI membership

