Developing Your IP and Startups Through Corporate Strategic Alliances

Mark Shaw - CEO
About UltraTech

• Small company, established in 1993.
• Innovation-driven - developed over 400 products, 65+ patents
• Core business has been environmental products
• Created the Advanced Technology Group in 2013
• Sister company that is a captive manufacturing facility that rotomolds plastic products in a 110,000 ft² facility
• Sells primarily through 1,800 distributors in 97 different countries
• Core business markets include: spill containment, spill response, oil spill, radwaste products, stormwater, facility protection, microbes
Core Products
To be the “Bridge” between the universities, companies and people who have great technologies and products and the markets that need them.
The Opportunity

• ATG is looking for disruptive, cutting edge technologies that are 75%-90% developed, but yet to be commercialized.

• ATG will incubate the technologies into marketable products, then commercialize them through UltraTech channels of distribution.

• ATG is looking for worldwide, exclusive opportunities or exclusive defined market opportunities or private label deals.

• Open to virtually any market or technology with the following exceptions: Healthcare/medical, IT and software.

• Nanotechnology is of particular interest.
What Has Been Done to Date?
• A superhydrophobic, oleophobic spray-on coating that had its YouTube videos go viral. Over 50,000,000 views in various languages. Uses nanotechnology.

• Changing how we waterproof our lives.

• Private Labeled from group of scientists.

• Ted Talk 2013 demonstrated Ultra-Ever Dry.
• A superhydrophobic, oleophobic fabric treatment developed under an SBIR for the US Military. 6 years and 2 million dollars in development.

• Developed to make self-cleaning battlefield uniforms.

• Added to fabric at the mill, it creates a new level of repellency for water, blood, chemicals, mud, food products, concrete, etc.

• Exclusive worldwide license from a developmental lab.

• Some recent adoptions; pet bedding, hunting apparel, hats, clothing...

• Water based, best-in-class.
• Hydrophobic, clear, durable, abrasion and fingerprint resistant, chemical resistant, easy-clean, low sliding angle.

• General applications include anti-graffiti, anti-corrosion, easy clean, anti-stain, anti-wet. Solar panels, turbine blades, mining equipment, etc.

• Developed under an SBIR for the military to make canopies for F-16 fighter jets shed water and mud.

• Exclusive license from a developmental lab.

• Sol-Gel technology - The Holy Grail of Coatings?
• Ultra-S3 is a unique oxidizer that when combined with hydrogen peroxide will eliminate hydrogen sulfide and other recalcitrant chemicals, usually saving 30 – 60% over traditional liquid oxidizers.

• Well suited for wastewater treatment, landfills, farms, sewer drop stations, etc.

• Private label license, from a small company.

• Non-toxic, works in minutes.
• Cutting edge odor removal product – 12 years of development by Kimberly-Clark. Designed to make odor-free diapers.

• Can be sprayed, added to liquid and development underway to embed into threads and yarns to make odor removing apparel.

• We have found nothing more effective in removing malodors such as pets, smoke, ammonia, hydrogen sulfide, body, foot, rotting food, urine and feces, etc. Does not work on VOCs.

• Exclusive, worldwide license from Kimberly-Clark.
• Generates 300 amps, ½ kW of energy in 26 lbs. backpack.
• MIG and Flux-core welder capable of certified welds up to ½” steel.
• First in a line of creating new portable options for high-energy equipment.
• Will also use technology for energy storage, peak shaving and other battery related applications.
• Exclusive, worldwide license from an individual inventor.
What will be the Next Product for ATG?

YOURS?
What to Expect of UltraTech and ATG?

• Small enough to be nimble and responsive, large enough to get the job done.
• Expect the team to be passionate and highly motivated to develop and bring new products to market.
• Deeply experienced with an eye for winners.
• Proven channels of distribution.
• Looking for licenses, private labels and collaboration.
• Fun to work with.
APPLY NOW FOR THE 3RD UNIVERSITY STARTUPS DEMO DAY
(Apply Early. We are only accepting a maximum of 200 applications in total for this round)

All universities and startups are invited to apply and be considered to present live at the 3rd University Startups Demo Day on October 16 and 17 in Washington, D.C.
Let’s Meet

Sign-up to meet with us in a One-On-One meeting at the Demo Day in October and let’s see what opportunities might exist between us. Go to http://ncet2.org
Questions?

Anyone? Please don’t embarrass me.....