STARTUP DEVELOPMENT OFFICER (SDO) PROGRAM

To Help Develop Startups With University Researchers for Corporate Business Units

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Today’s Speakers

Tony Stanco, JD, LLM
Executive Director
NCET2

Glenn P. Vonk, PhD
Director of Business Development and Alliances
NCET2

Ria P. Ancheta-Adrias
Director of Operations
NCET2
What is This Webinar About?

• Background of the Corporate-Startup Development Program
• NCET2 is looking for potential Startup Development Officers (SDOs):
  • Former Fortune 500 Venture and Open Innovation Executives
  • Serial Entrepreneurs
  • Angel Investors
  • Startup Attorneys
• Advise and develop startups with university researchers for corporate business units
• Equity for review and development activities of startups
What NCET2 Does

NCET2 MISSION:
Discover, develop, and fund corporate-aligned startups from universities, angel groups, and state organizations through the Corporate-Startup Development Program specifically aligning startups to corporate business units.
Corporate-Startup Development Program

DISCOVERY

DISCOVER corporate-aligned startups for NCET2 Fortune 500 Corporate Members
- Using Corporate Needs Solicitations (wish lists) that describe the corporate’s business needs and technology interest areas
- Receive startups from university startups, federal labs, angel portfolios, and state funding organizations
- Package, review, and present startups through Virtual Startup Pitches to corporates and SDOs

DEVELOPMENT

DEVELOP startups with Fortune 500 corporate interest through NCET2 Startup Development Officers (SDOs)
- Usually startups are too early so development is needed to align to corporates
- SDOs assist to develop startups with milestones from corporates to guide startup development
- Aligning startups to corporate exits and strategic partnerships

FUNDING

FUND corporate-aligned startups through the National Angels Group and our Investment Banker Fund
- Specifically created to invest in corporate-aligned startups that NCET2 develops through the Corporate-Startup Development Program
Who are the SDOs?

• Extensive knowledge and experience in startup development

• SDO Categories
  1. Former Fortune 500 Venture and Open Innovation Executives
  2. Serial Entrepreneurs
  3. Angel Investors
  4. Startup Attorneys

• Are advisers to startups founders
What do the SDOs do?

- Assessment and Identification of Startups
  - Attend Virtual Startup Pitches to identify startups for development
  - Introduction/Recommended startups that would be interesting to corporate business units
- Advisory and Development
  - Join Advisory Board of startups
  - Develop startups to line up for corporate exits and strategic alliances
  - Startup general counsel services

*Time commitment can be as little as 5 hours per month via online communications for startups that SDOs develop*
What do the SDOs do?

- Provide guidance to the startups for:
  - IP development
  - Science team development
  - Management team development
  - Milestone development
  - Product development
  - Sales projections
  - Gross margins and price/earnings gross ups
  - Total global potential market
  - General counsel services
  - Incorporation and post-corporation set-up
  - Legal compliance work
Three Main Ways To Earn Equity

SDOs receive adviser equity from:
1. The startups, and
2. From an SDO stock pool
3. Through the following activities:
   - Assessment and scoring startups for the Corporate-Startup Development Program via Virtual Startup Pitches
   - Sitting on Advisory Boards for Startups in the Corporate-Startup Development Program
   - Introducing to NCET2 great startups that Corporates are interested in seeing developed for their business units
How Do You Start?

- Start by participating in the Virtual Startup Pitches
  - Listen and score 5-7 startups each session
  - Indicate which startups you think you can add value to as an advisor
    - SDOs are placed on startup Advisory Boards based on these indications
- Next set starts on June 5, 2019 at 1:00pm ET/10:00am PT (regularly scheduled sessions thereafter)
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Apply at http://ncet2.org/sdoinfo
More info about the SDOs: http://ncet2.org/sdo