

STARTUP DEVELOPMENT OFFICER (SDO) PROGRAM

To Help Develop Startups With University Researchers
for Corporate Business Units

May 15, 2019



DISCOVERY



DEVELOPMENT

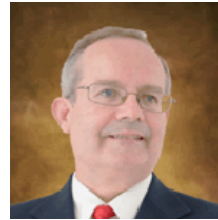


FUNDING

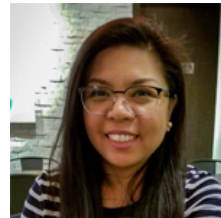
Today's Speakers



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



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DEVELOPMENT



FUNDING

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



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DEVELOPMENT



FUNDING

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/Recommending 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)



STARTUP DEVELOPMENT OFFICER (SDO) PROGRAM

Apply at <http://ncet2.org/sdoinfo>

More info about the SDOs: <http://ncet2.org/sdo>

