

Meeting the Needs of Technology Entrepreneurs in Massachusetts

Presented at:

2nd Annual FLC Northeast Region
SBIR Workshop

August 4, 2004



MASSACHUSETTS
TECHNOLOGY
COLLABORATIVE

Context for SBIR/STTR in Massachusetts

- Massachusetts has one of the most concentrated innovation economies in the world (25% of state's employment is in the innovation economy)
- Massachusetts' success is rooted in innovation and entrepreneurship
- State policy focuses on providing a fertile environment for success, leveraging federal funding, encouraging productive partnerships, and letting success be determined by the marketplace

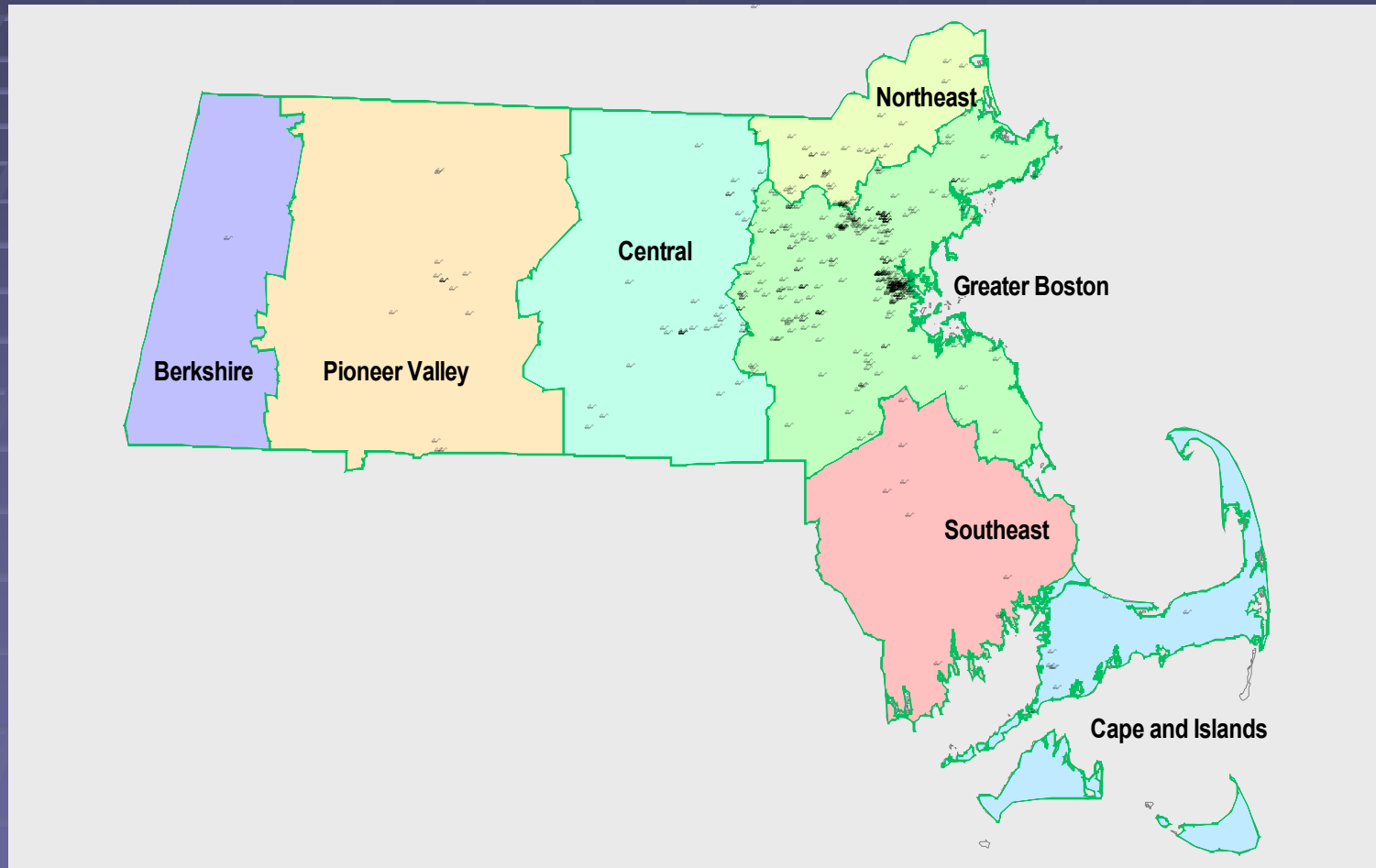
Context for SBIR/STTR in Massachusetts (cont)

- Massachusetts is one of the most successful participants in the SBIR and STTR programs
 - 2nd in absolute terms (dollars, # awards) to CA
 - First in relative (per capita) terms among our peer LTS (double the rate of nearest competitor, 4X rate of CA)
 - Total awards in FY 2002 to MA
 - SBIR - \$215 MM - 799 awards
 - STTR - \$10 MM – 76 awards

Context for SBIR/STTR in Massachusetts (cont)

- Participation in SBIR and STTR is very broad based – literally hundreds of companies, thousands of projects
- Massachusetts is home to some of the most successful participating companies in SBIR and STTR programs
- Typically 25% of Phase I awards in MA are made to startups and other companies who are new to government contracting
- SBIR and STTR programs are viewed as an important asset to be leveraged for technology based economic development throughout MA

Massachusetts SBIR Awards



Regional Participation

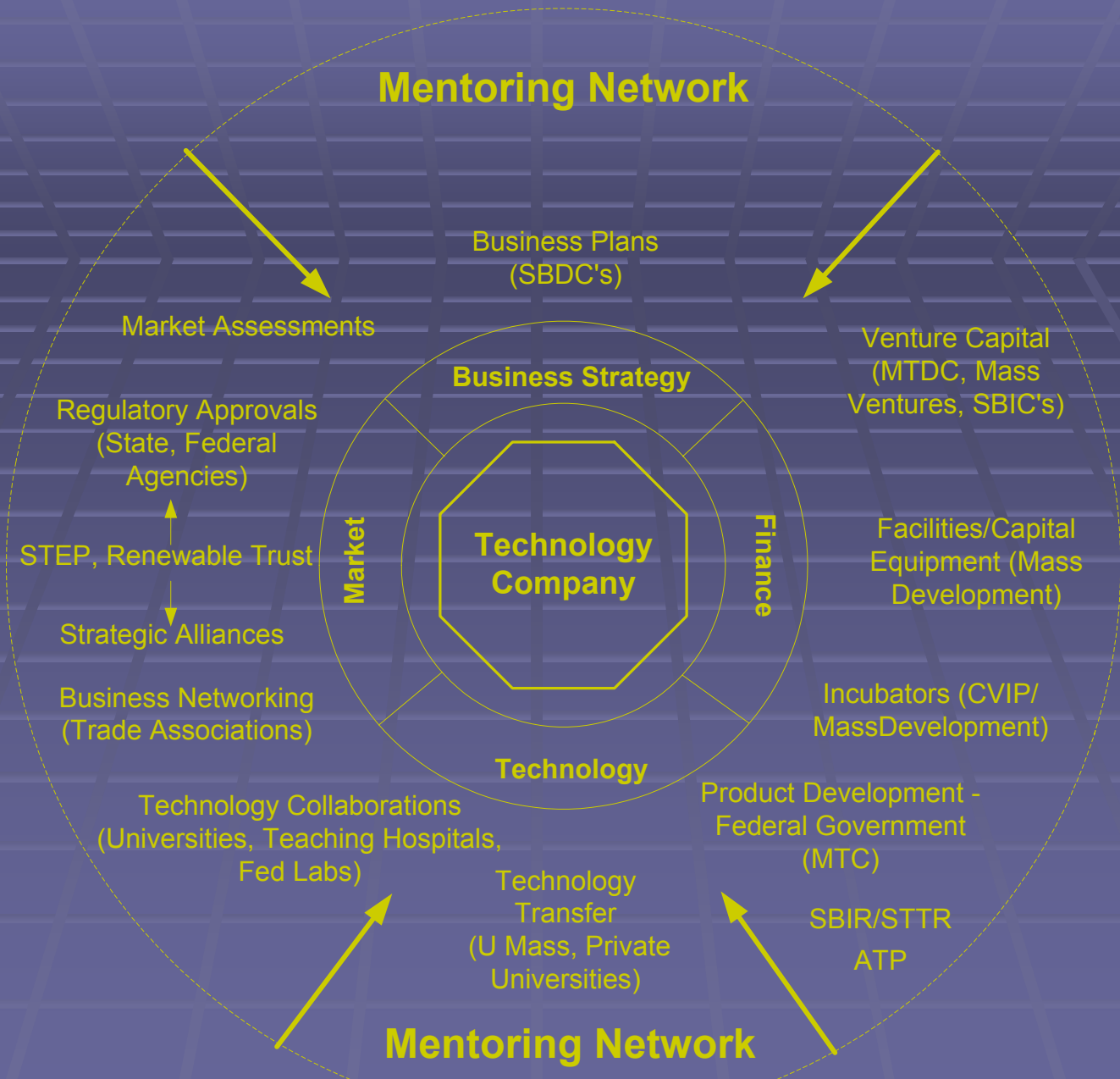
Region	Average	1993	1994	1995	1996	1997	1998
Berkshire	\$0.82	\$0.00	\$0.51	\$0.00	\$0.52	\$3.89	\$0.00
Cape & Islands	\$10.35	\$10.38	\$6.80	\$12.37	\$13.36	\$8.11	\$11.10
Central	\$6.82	\$1.77	\$4.05	\$5.43	\$5.84	\$11.01	\$12.80
Greater Boston	\$37.79	\$31.92	\$25.22	\$39.39	\$42.20	\$45.86	\$42.14
Northeast	\$28.49	\$19.65	\$16.54	\$29.62	\$26.74	\$38.95	\$39.43
Pioneer	\$4.63	\$4.27	\$3.09	\$4.27	\$8.11	\$2.62	\$5.43
Southeast	\$1.00	\$3.22	\$0.17	\$0.07	\$0.61	\$1.60	\$0.30
Statewide	\$22.53	\$18.76	\$14.65	\$23.08	\$24.74	\$27.67	\$26.31

Needs of Technology Entrepreneurs

- Relevant outreach
- Access to relevant, authoritative information
 - Referrals or access to contact information
- Technical assistance
- Financial assistance
- Networking/partnering opportunities

Approach

- Cluster-based
 - Work with cluster-based organizations that provide access and support to companies in key sectors of the innovation economy
- Regional-based
 - Work with regional organizations that provide access and support to companies across a range of technologies/markets
- Agency-based
 - Work with a variety of state agencies, universities and regional organizations to provide specific services to support technology entrepreneurs



Our Approach to Outreach

- Build on the rich cluster and entrepreneurial networks in Greater Boston and evolving regional networks elsewhere in state
- MTC helps these networks organize SBIR outreach/Research Opportunity Workshops and often participates as a speaker/co-sponsor
- Focus evolving toward looking at SBIR outreach in context of comprehensive program supporting start-ups and other technology entrepreneurs

Select Outreach Partners

- Mass Biotech Council
- Mass High Tech Council
- MassMEDIC
- Mass Software Council
- Mass Telecom Council
- AEA-New England
- Environmental Business Council of New England
- Marine and Ocean Technology Network
- Cape Cod Technology Council
- Center for Technology Commercialization
- MDG-Boston Forum
- Mass High Tech
- Kirkpatrick & Lockwood
- TIE – Boston
- Boston University
- University of Massachusetts
- Women Entrepreneurs in Science & Technology

Technical Assistance

- Pre-submittal proposal review – MTC
- Business plan development – Mass Small Business Development Center Networks (MSBDC)
- Procurement Assistance – Procurement Technical Assistance Centers (PTAC)
- Manufacturing Assistance – Mass Manufacturing Partnership (MMP)
- Enterprise Development – Smaller Business Association of New England (SBANE)

Financial Assistance

- Angel Investment – Technology Capital Network at MIT (TCN) <http://www.tcnmit.org/>
- Venture Capital – Mass Technology Development Corporation (MTDC) <http://www.mtdc.com>; Small Business Investment Corporations (SBIC's)
- Bridge Loans, Asset Based Financing – Emerging Technology Fund at Mass Development <http://www.massdevelopment.com>
- Public and Private Funding Database <http://www.massmeansbusiness.com/>

Partnering Assistance

- University Technology Transfer – Mass Technology Transfer Center (U Mass)
- University Technology Incubators – U Mass, BU
- MA Academic Technology Transfer Offices
- Regional Technology Corporation
- MA Biomedical Initiative (MBI)
- Nanotechnology – Mass Nanotechnology Initiative – organized by MTC
- Biotech and Medical Devices – CIMIT

Massachusetts Technology Collaborative

- John Adams Innovation Institute
 - University Research Center Matching Fund
 - Centers of Excellence
 - Innovation Fund
- Massachusetts Renewable Energy Trust
 - Project development support programs
 - Industry Support Program

Contact Information

Robert G. Kispert

Director of Federal Programs

Massachusetts Technology Collaborative

75 North Drive

Westborough, MA 01581

Telephone: 508-870-0312

Fax: (508) 898-3226

Email: kispert@masstech.org

<http://www.masstech.org>