

# Meeting the Needs of Technology Entrepreneurs in Massachusetts

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2<sup>nd</sup> Annual FLC Northeast Region  
SBIR Workshop

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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

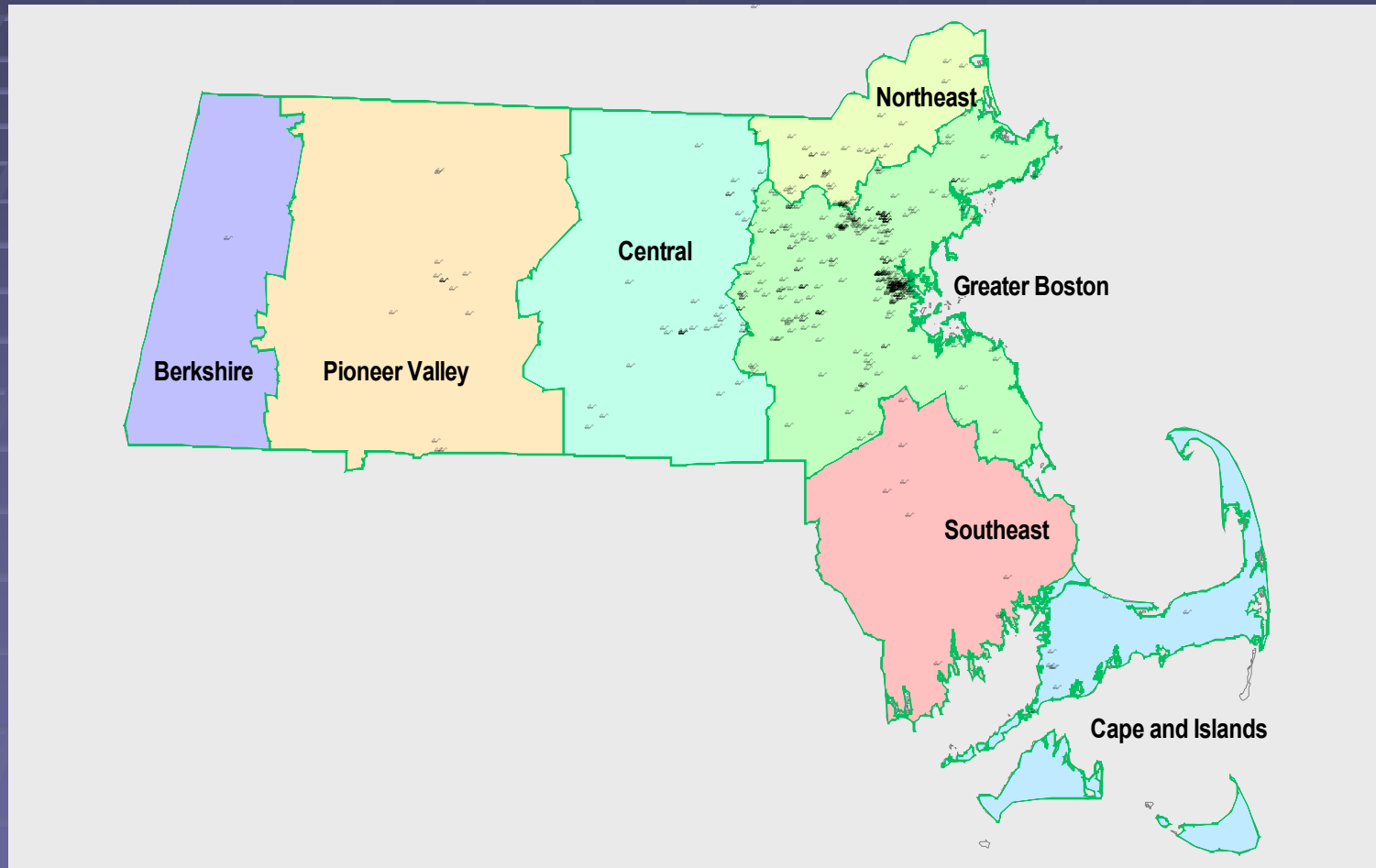
# Context for SBIR/STTR in Massachusetts (cont)

- Massachusetts is one of the most successful participants in the SBIR and STTR programs
  - 2<sup>nd</sup> 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

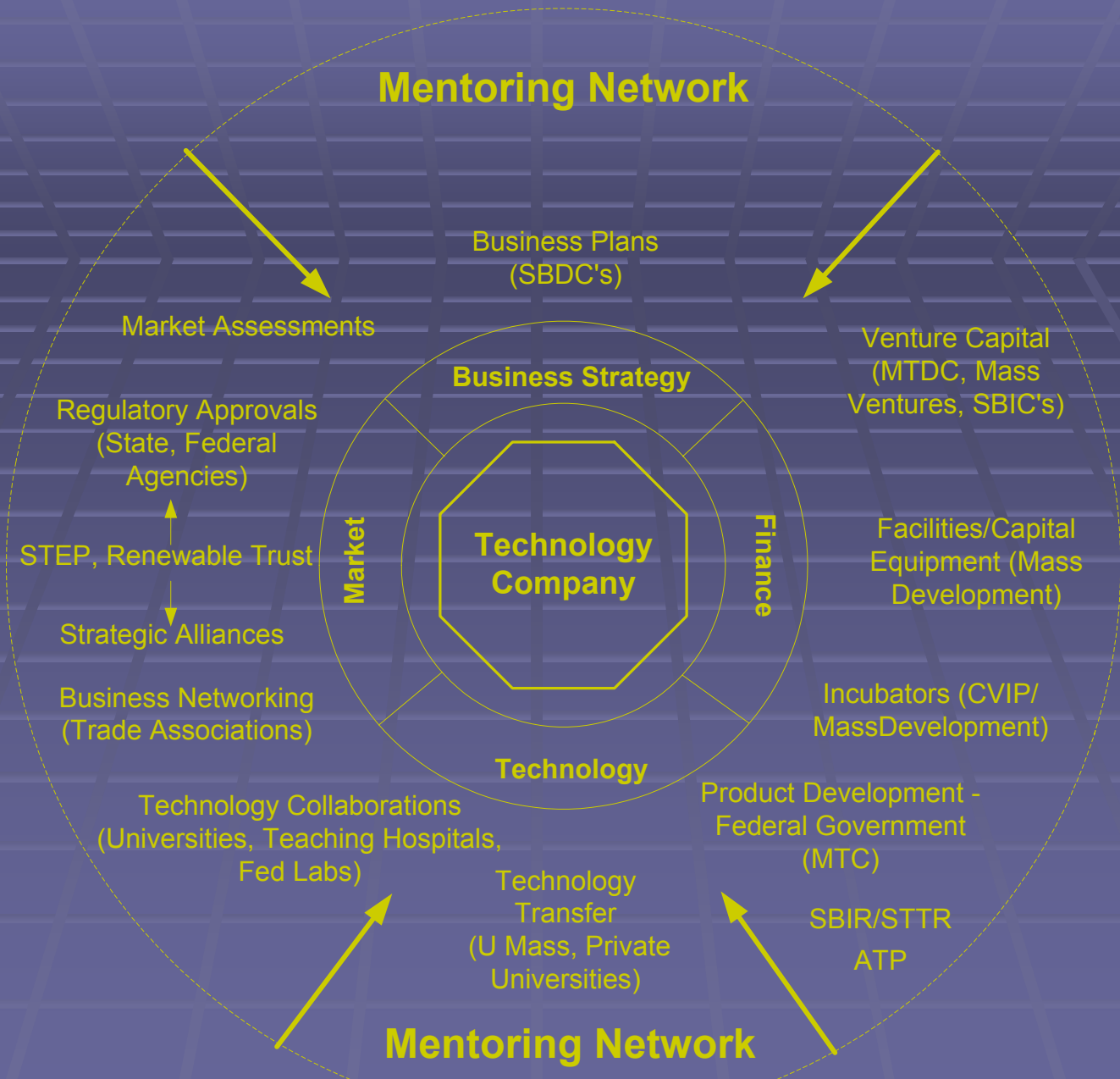
# Needs of Technology Entrepreneurs

- 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

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