Welcome to our winter/spring newsletter, covering news and events from the last two quarters of FY15. Over the last six months, we've seen a continued increase in commercialization activity, hosted exciting events, and added additional capacity to the office.

One of the major achievements was the launch of the Peter T. Paul Entrepreneurship Center, which is the co-curricular home for entrepreneurship on the UNH campus. We've also hired a Manager of Strategic Partnerships to strengthen corporate relationships and help businesses to utilize university resources and commercialize intellectual property. Read on for more details on these and other important activities.

As the fiscal year comes to a close, we look forward to continuing the management and promotion of UNH’s innovative research outputs and increasing our collaborations with the business community.

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Cheers,

Marc Sedam  
Associate Vice Provost of Innovations and New Ventures  
and Managing Director, UNHIInnovation  
unh.innovation@unh.edu
wisdom and experience goes towards helping tomorrow’s business leaders, while opening themselves up to dynamic ideas and advancement.

In conjunction with the Wildcatalyst Network, UNH is raising a seed fund designed to invest in early-stage ideas. Funding will be in the form of a grant, and successful proposals will need to clearly state how funding will accelerate the commercialization of the idea.

The Center is also working across campus to encourage the creation of more courses on entrepreneurship and innovation and to continue to build out the entrepreneurship minor. The course content of the minor is designed to meet the objective of developing the mindset, skills, competencies and experiential learning that enable students to function as entrepreneurs or as productive members of emerging, entrepreneurial firms.

For more information on these programs and to stay up-to-date with the latest news check out the [Peter T. Paul Entrepreneurship Center website](http://us4.campaign-archive2.com/?u=8ad7aace894a228598c911049&id=bcce6df1e9&cfa4292a82) at.

Chelsey DiGiuseppe
Marketing Manager, UNHInnovation

A groundbreaking ceremony was held on August 2014 at 17-26 Madbury Road in Durham, NH to mark the beginning of construction on Madbury Commons, a mixed-use development of 126 student apartments and 45,000 sq. ft. of commercial space. In December of 2015, the ground floor of the new development will become the new home of UNHInnovation, the UNH InterOperability Lab (UNH-IOL), and the co-working space Alpha Loft. We thought this would be a perfect time to provide an
A project team of UNHInnovation and UNH-IOL staff was formed earlier this year to help plan and manage the move. It has been working closely with local design firm Manypenny Murphy Architecture to strategize many aspects of the new space, including office layouts and functionality, flooring materials, wall colors, and furniture options. The team continues to meet weekly with the goal of creating a cohesive and cutting-edge innovative space. As of this spring, the building's framing has been completed and the construction crew is working hard to finish the student apartments in time for fall semester move-in. The finishing touches in our commercial space will quickly follow as the final design plans and furniture requests for proposals are expected to be complete by the end of May, and furniture installation is planned for this October.

We are looking forward to this move for many reasons. The new space will allow all UNHInnovation staff to work in close proximity of each other for the first time in many years, and will enable a closer working relationship with the UNH-IOL and Alpha Loft. The space will be outfitted with modern architectural details like exposed-beam cross bracing and several skylight columns that will be placed throughout the ground floor to provide natural light to the interior rooms and hallways. The space will also include a shared interactive classroom that can be used for training and events, and will be furnished with collaborative style seating and floor-to-ceiling whiteboard walls.

The UNH-IOL will occupy the largest portion of the ground floor, which will boast an open floor plan with a Silicon Valley-like vibe designed to promote collaboration and cohesion among the staff and students. The UNH-IOL’s collaborative space will also host the developing UNH Connectivity Research Center, a complimentary organization to the world-renowned UNH-IOL with a focus on network engineering and cyber security innovations, and research for both government and commercial sponsors. The new interdisciplinary group of faculty, staff, and students will expand UNH’s research capabilities in emerging information technology and applications.

Planning our new home has been both a big challenge and a rare opportunity to build an innovative and inspiring workplace. We are eagerly awaiting the move and the benefits it will bring: we know that the new space will enable the UNHInnovation team to better serve UNH and the NH business community.

Chelsey DiGiuseppe
Marketing Manager, UNHInnovation
UNHInnovation is very excited to welcome Ellen Christo, our new Manager of Strategic Partnerships! Ellen joined the UNHI team in March, bringing with her a veritable heap of professional expertise and industry contacts. Ellen will serve as the bridge between the University of New Hampshire and the business community. She will help businesses to utilize university resources and commercialize intellectual property, which will in turn benefit the public by sharing the fruits of the extensive research and development undertaken at UNH.

Ellen is a UNH alum – she holds a bachelor’s degree in Political Science, plus a law degree from UNH School of Law. She credits her successful career partially to the education that she received here and is excited to be back in such a vibrant environment. During her time as a student, she served as a Student Admissions Ambassador: giving tours and conducting interviews with prospective students. This means that Ellen has served as a gateway to the university in two capacities: first to students, and now to the corporate world.

Ellen’s career as a business attorney includes many large-scale, high-tech jury trials all over the country and most recently, a year at Shaheen & Gordon in Dover, practicing transactional business law. Her law career has had the unique element of being centered on relationship management, and the human elements of jury trials. In her new role, she is looking forward to the opportunity to help both the university and businesses create mutually beneficial commercial endeavors. She’ll be a sort of business concierge: the person who helps shepherd businesses to university resources, and helps the university interact and partner better with the corporate world.

“It’s a bit like putting together a jigsaw puzzle,” says Ellen, “fitting all the pieces in the right places to create the big picture.” The big picture might be a successful joint research project, or taking intellectual property created at the university and enabling it to be commercialized by a business, to the benefit of both parties and the public. Ellen hopes that businesses will look to the university as a resource to help grow and expand their operations.

Ellen is a member of Sounds of the Seacoast – a women’s a cappella (award-winning!) singing group. She is also a proud citizen of Red Sox Nation. You may contact Ellen at ellen.christo@unh.edu or 603-862-5446.

Annie Schofield
NHIROC Day Recap

The New Hampshire Innovation Research Center (NHIROC) hosted a brown bag luncheon on March 3 in Concord, NH to raise awareness of the program and to urge lawmakers to increase funding in support of innovations through industry and university collaborations. The NHIROC provides funding to projects under development in the private sector of New Hampshire. Projects vary from proof-of-concept to substantial product or process design. Companies are required to provide matching dollars or in-kind services with the intention of improving the impact of the NHIROC award.

State legislators were invited to the event to meet representatives from previously funded companies and learn how translational research funding through the NHIROC helps companies innovate, stay, and grow in New Hampshire. The participating NHIROC-funded companies each had their own table where they displayed information and showcased the tangible outputs of their research and development efforts. The event provided an opportunity for those companies to talk about their businesses, highlight the technology developed with NHIROC support, and describe the value added in terms of increased profits, revenue streams, and new jobs for our state.

Governor Maggie Hassan was in attendance in support of the NHIROC and was able to speak to each of the companies in turn. She addressed the crowd of legislators, saying "It is great to see the companies that have such good stories to tell - how a little bit of state investment helped them spark a new idea, helped that idea grow."

Marc Sedam, Executive Director of the NHIROC also addressed the room, urging
lawmakers to at least put the available funds back to at least a half a million dollars. The program once received $500,000 a year before state budget cuts trimmed the program’s funding in recent years. It now gets $300,000 a year with more cuts currently being discussed in the State House. Each year, Maine invests approximately $7 million and Vermont approximately $1 million in similar research funding initiatives.

Since its inception, the NHIRC has awarded more than $6 million in state funds to support research projects and has been responsible for the creation or retention of 650 jobs in NH. Funding innovation in the state is clearly important to NH’s economic development, and the NHIRC will continue to do all it can to share the NHIRC success stories to increase awareness and support of the program.

Tim Benoît-Ledoux
Interim Program Coordinator, NHIRC

UNH-IOL Launches New Website

The University of New Hampshire InterOperability Laboratory (UNH-IOL) recently launched a new website that better illustrates their technological expertise. The new website replaces an outdated version built ten years earlier.

The UNH-IOL has been focused on building consortiums and solid relationships with its customers for many years. Recently, it became necessary to add features to its existing website in order to better inform members of available products and
services, and better align with and reinforce the UNH brand. It also needed to have an online space to increase exposure of its exemplary STEM programs, like its prestigious High School Internship, and increase funding of those programs to continue to provide opportunities to students of all ages.

The launch follows UNHIinnovation’s debut of a new site in May of 2014 that the UNH-IOL used as a template for its own to create consistency throughout the university’s digital platforms. The UNH-IOL team consulted with UNH Web Solutions to help integrate the mountains of information on the existing site, and create a logical information hierarchy that would be user friendly and easy to navigate. Web Solutions was able to deliver a new design that works well on all platforms, maintains the UNH-IOL’s identity, and is consistent with UNH branding.

One challenge that the UNH-IOL faced in building the new site was migrating the site from a homegrown solution that was hosted locally, onto UNH’s standard Drupal platform. Content-creators were forced to learn a new way of editing and adding content and parts of the code that interfaced with internal systems had to be rewritten to better integrate with Drupal.

Another challenge the UNH-IOL team faced was revamping the site’s content to get rid of unnecessary or outdated information to create a more consistent and coherent message. Every page on the existing site had to be reviewed and many pages were deemed unnecessary and discarded. Much of the content was reworked and rewritten. The new site includes new, original photography.

In the end, the challenges were worth the effort. The end result is a new, responsive website that better serves the UNH-IOL’s customers' needs on a user friendly platform that simplifies content editing.

Suzie Snow
Marketing and Communications Manager, InterOperability Laboratory

Annual Innovators' Dinner

UNHIinnovation hosted the annual Innovators’ Dinner on October 9th to celebrate the intellectual property achievements of the past year. Faculty, staff, and students gathered in Huddleston Hall to
recognize the collective hard work that resulted in 124 license agreements, 68 innovation disclosures, six patents filed, six patents issued, two trademarks registered, over $500,000 in royalty income, and upcoming initiatives geared towards entrepreneurial creation, development, and support.

The evening started off in the best way possible: with drinks, hors d'oeuvres, and live music. Attendees settled down at tables decorated with beautiful pumpkins and gourds that were developed by Brent Loy, plant biologist at the NH Agricultural Experiment Station and namesake of the J. Brent Loy UNH Innovator of the Year award. The centerpieces were cultivated at the Woodman Horticultural Research Farm and generously donated for the event.

Two very exciting new programs were announced during the presentation portion of the evening: The Peter T. Paul Entrepreneurship Center and the Wildcatalyst Network Mentor Program. You can read more about these programs in the article above.

The 2014 innovators that were celebrated included first-time disclosers of an innovation, innovators of licensed products, patent recipients, and trademark recipients. Dr. Tom Laue was honored as this year’s UNH Innovator of the Year. Dr. Laue is a professor in the Department of Molecular, Cellular, and Biomedical Sciences. He is the Director of the Bimolecular Interaction Technologies Center and the Center to Advance Molecular Interaction Science. Dr. Laue is the co-founder of the start-up company Spin Analytical, which licenses technology that Dr. Laue helped to develop at UNH.

In addition to filling pockets and purses with pumpkins and gourds, attendees were also given items that were the fruits of UNH innovations. Gift bags included samples of eco-friendly dishwasher detergent from Itaconix, a start-up company co-founded by former Materials Science professor Yvon Durant; seed packets of Brent Loy-developed pumpkins licensed to and kindly donated by Johnny’s Selected Seeds; and bookmarks from Prevention Innovations, a program from the College of Liberal Arts that aims to end domestic violence and stalking.

Annie Schofield
Program Support Assistant, UNHIinnovation
UNH Instrumentation Center Open House

The UNH Instrumentation Center (UIC) held an open house in October to celebrate the opening of UNH’s new Imaging Core facility, and to spread the word about the recent acquisition of a Tescan Lyra Focused Ion Beam - Scanning Electron Microscope (FIB-SEM).

The UIC was established at UNH in 1973 in response to the challenges of acquiring, operating, and maintaining costly scientific equipment. The center offers state-of-the-art instrumentation for both research and educational purposes, and provides other institutions, agencies, and industries with access to the equipment.

The UIC Imaging Core is comprised of the new FIB-SEM, a Transmission Electron Microscope (TEM), and a confocal microscope. Work on the Imaging Core facility located in Parsons Hall began in June of this year and was completed in early October. The space now houses the new FIB-SEM and TEM, as well as lab areas and additional UIC office space. The confocal microscope is located in a separate facility.

The FIB-SEM was acquired thanks to a Major Research Instrumentation award from the National Science Foundation. The instrument is a valuable addition to the center’s inventory and replaces an older, outdated SEM. The new model offers scientists an array of options not previously available at UNH. The microscope is able to tilt in many directions, an important feature for researchers making three-dimensional images. Remote access capabilities allow it to be operated by researchers, scientists, and K-12 teachers unable to travel easily to the Imaging Core or to UNH.

The open house was a public event and marked by over 150 guests in attendance, ranging from UNH deans and faculty to New England manufacturers and private testing labs. The event kicked off with opening remarks from Lisa McFarlane, Provost & Vice President for Academic Affairs, and Jan Nisbet, Senior Vice Provost for Research, followed by a presentation from UIC Director Shawn Banker, who gave an overview of the center and provided an itinerary for the afternoon’s activities. The Imaging Core facility ribbon cutting ceremony (complete with giant scissors) directly followed the presentation. Afterwards, UIC staff and appointed student guides led several groups of attendees on tours of the facility and other
instrumentation housed in Parsons Hall. Throughout the event, a poster session was held in the reception area featuring students of Chemistry, Molecular, Cellular and Biomedical Sciences, and Materials Science. Attendees were encouraged to speak with the students and learn more about some of the work they’ve done utilizing the UIC’s instruments.

The open house provided an excellent opportunity to make UIC’s presence on campus more widely known amongst the UNH community, and enabled the staff to network with external entities that could potentially benefit from the UIC’s equipment and services. The UIC is committed to making even more exciting improvements and advancements that will aid faculty and students in conducting innovative research and help facilitate new partnerships with the business community.

For questions or more information about the UIC’s equipment and services, please contact Shawn Banker at shawn.banker@unh.edu.

Shawn Banker
Director, UNH Instrumentation Center

Recent Blog Posts

**Commercialization? Not Me!**
One of the elements of my job that I really enjoy is presenting to UNH faculty, staff, and students about technology transfer. What is it? Why do we do it? How do we do it? Over the years, a common reaction to these questions has been:

“Why do I need to care about commercialization?”
“I’m not interested in it, and it’s not right for my work nor for me.”

**Creative Works Symposium at UNH**
As a UNH graduate student, I have been interning with UNHInnovation (UNHI) to learn more about copyright law and the future of intellectual property. My research has culminated in a graduate studies project, a Creative Works Symposium. The goal of this project is to better inform faculty and students about the impact of intellectual property rights on
Rather than being a conversation stopper, this creates the perfect opening for a discussion about why commercialization is absolutely right for you. A few basics first and then I’ll get to “why you:”

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universities and to answer questions faculty or students may have in regards to intellectual property, including copyright and trademark laws. These goals coincide and promote the mission statement of UNHInnovation to advocate for, manage, and promote UNH’s intellectual property.

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UNH Start-up Launches New App for the Spiceworks App Center

Obliterase, Inc., UNH’s most recent start-up company, launched its data erasure and decommissioning app as a fully integrated product within the Spiceworks App Center earlier this year.

Obliterase provides a fully integrated data erasure and decommissioning toolset that provides automated, secure, and certified data destruction simplifying federal erasure compliance requirements. Spiceworks is a community of more than 6 million IT professionals worldwide where users can collaborate and purchase IT-related services and products.

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A Commercialization Plan in Your Next Grant Proposal

This summer, UNHInnovation (UNHI) had the opportunity to host a roundtable discussion at the regional NORDP (National Organization of Research Development Professionals) meeting held at UNH. Our discussion was loosely themed “Commercialization, Technology Transfer, and Innovation,” all favorite topics of our office.

I had the opportunity to sit with Drs. Julie Chen (Vice Provost for Research, University of Massachusetts at Lowell) and Ali Andalibi (Associate Vice President for Research Development, University of Connecticut) for a very engaging conversation.

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UNHI/NHIRC Presentations

Portsmouth Science Cafe
March 18, 2015
**Presenter:** Marc Sedam
**Presentation Title:** Breakthrough Tech: From Concept to Commercialization

Technology Transfer
March 13, 2015
**Presenter:** Tim Benoît-Ledoux
**Presentation Title:** Technology Transfer

Cooperative Extension In-Service Training
March 5, 2015
**Presenter:** Maria Emanuel, Benoît-Ledoux
**Presentation Title:** Intellectual Assets and Business Models Part II

Research Administration Training Series (R.A.T.S.)
February 17, 2015
**Presenter:** Maria Emanuel
**Presentation Title:** Intellectual Asset Management

AUTM Annual Meeting
February, 2015
**Presenter:** Marc Sedam

AUTM Annual Meeting
February, 2015
**Presenter:** Tim Benoît-Ledoux
**Presentation Title:** Growing a Creative Works Program

Cooperative Extension In-Service Training
January 20, 2015
**Presenter:** Maria Emanuel, Tim Benoît-Ledoux

UNHI/NHIRC Committee Participation

AUTM Board
**Marc Sedam**

AUTM Committees: Distance Education, Course Evaluation, Tools and Essentials
**Marc Sedam**

PLAN (Post-Landfill Action Network) Board
**Marc Sedam**

Operation Hat Trick (OHT) Board
**Marc Sedam**

Campus Carbon Calculator Committee
**Marc Sedam**

Research Innovation Committee
**Marc Sedam**

Alpha Loft Board
**Marc Sedam**

Live Free and Start Advisory Council
**Marc Sedam**

UNH Communicators Network
**Chelsey DiGiuseppe**

Seacoast School of Technology Advisory Committee
**Maria Emanuel**

Policy Working Group
**Maria Emanuel**

Seacoast School of Technology Advisory
**UNHI Attended Conferences and Events**

**WERC Student Team Preparation**
March 9, 2015
**Attendees:** Marc Sedam, Maria Emanuel

**AUTM Annual Meeting**
February 22-25, 2015
**Attendee:** Marc Sedam, Paige Smith, Tim Benoît-Ledoux

**Social Venture Innovation Challenge**
December 15, 2014
**Attendee:** Marc Sedam, Tim Benoît-Ledoux

**NHHTC Product of the Year**
November 13, 2014
**Attendee:** Marc Sedam

**National Association of College and University Attorneys**

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**UNHI Sponsored Seminars and Events**

**Event:** Catalyst Seminar
March 26, 2015
**Presenter:** Liz Gray, Allison Grappone
**Presentation Title:** State of Innovation in NH

**Event:** NHIRC Day
March 3, 2015
**Organizers:** Marc Sedam, Tim Benoît-Ledoux, Chelsey Digiuseppe, Annie Schofield

**Event:** Catalyst Seminar
February 22, 2015
**Presenter:** Marc Sedam
**Presentation Title:** Negotiation Strategies

**Event:** Catalyst Seminar
January 22, 2015
**Presenter:** Mike Alberts, Michael Power
**Presentation Title:** Workforce Development
November 5-7, 2014

**Attendee:** Maria Emanuel

BIA’s 101st Annual Dinner
Lifetime Achievement/NH Advantage Awards
Celebration
October 29, 2014

**Attendee:** Marc Sedam

Governor’s Manufacturing and High Tech Summit
October 2, 2014

**Attendee:** Marc Sedam

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**Event:** Catalyst Seminar Holiday Networking Event
December 18, 2014

**Event:** Catalyst Seminar
November 20, 2014

**Presenter:** Joe McEachern
**Presentation Title:** Innovative UNH Alumni

**Event:** Catalyst Seminar
October 23, 2014

**Presenter:** Chris Dundorf, Scott Valcourt
**Presentation Title:** Innovative Partnerships

**Event:** Annual UNH Innovators’ Dinner
October 9, 2014

**Presenter:** UNHInnovation
**Presentation Title:** 2014 UNH Innovators’ Dinner

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**UNHInnovation/NHIIRC in the News**

**Username, Password Combo May Be Biggest Data Breach Problem**
March 29, 2015
Foster's

**N.H. Firm May Have Solution for Roof Snow Loads**
March 4, 2015
N.H. Business Review

**Lawmakers Are Urged to Up Funding for State Program**
March 3, 2015
Union Leader

**Mike Cote's Business Notebook: Tapping Universities to Empower Business**
February 28, 2015
Union Leader
N.H. Innovation Research Center Seeks Grant Applications
February 24, 2015
N.H. Business Review

UNH Announces New Initiatives to Increase Its Commercialization Success
October 20, 2014
UNH News

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