The third quarter of 2013 was the end of the beginning. Effective October 10, 2013, we officially changed our name from the Office for Research Partnerships and Commercialization to “UNHInnovation”. The main reason for the name change was the acknowledgement that the mission of our office had changed beyond classic technology transfer into a role to promote UNH research and assist with bringing those research results across all disciplines to market. UNH has more changes in store in the coming months and years but the goal remains the same—every day we try to make UNH a better place to commercialize research and NH a better ecosystem in which to grow those results into prospering opportunities.

Marc Sedam
Executive Director
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Grant Proposal Efforts

UNHInnovation has submitted three grant proposals in fiscal year 2014, with plans to submit at least two more proposals by the end of the fiscal year. The grant proposals submitted all center on a common theme, entrepreneurship.

A proposal was submitted to the University System of New Hampshire (USNH) to provide Keene State College and Plymouth University with services similar to those provided through UNHInnovation. A proposal was submitted to the Blackstone Foundation for the creation of a virtual Entrepreneurship Center at UNH. The most recent proposal submitted was a resubmission to the National Collegiate Inventors and Innovators Alliance (NCIIA) to create a new course as part of the newly approved Entrepreneurship Minor to be offered at UNH.

UNHInnovation is currently in the process of preparing to submit a proposal to National Science Foundation to fund an I-Corp Node at UNH and a proposal to the NCIIA to fund a mentorship network at UNH.

-Timothy Willis

Corporate Outreach

This past fall, we continued to be engaged in corporate outreach in many ways. On a regional level, we have a goal of integrating further into southeastern New Hampshire's economy. To this end, we worked with the New Hampshire Seacoast's six Chambers of Commerce to bring hundreds of local business leaders to campus via the Seacoast Business Expo, including a visit from Governor Maggie Hassan.

We are also actively involved with the aggressive branding of the region's Aerospace and Defense Consortium, led by the partnership involving Albany International and Safran. We represent UNH in regular strategy sessions to partner the region's economic development directors, elected officials, DRED, and higher education in this effort.

We also continued to direct area businesses - including those with alumni ties to UNH - to the Peter T. Paul School of Business as a way of reintroducing them to campus. This included statewide leaders in business and insurance.

We also continue to build relationships with many of New Hampshire's software development firms, including several at the Pease Development Authority (such as Bottomline Technology, Newmarket International, and Loftware) to help UNH attract and retain the young talent needed to deliver the workforce businesses like theirs will require.

In 2014, we anticipate continued aggressive outreach expanding to other areas of mutual benefit to UNH and the private sector, including the streamlined promotion, marketing, and use of our instrumentation and expertise on campus, as well as the expanded use of our UNHI's corporate website to efficiently direct companies to where they can work with UNH in ways that will help their companies, our university, and New Hampshire's economy.

-Steve Marchand

2013 Inventors' Dinner
An Evening of Recognition and Celebration!

Our 3rd annual Inventors' Dinner held on Thursday, October 10, 2013 was a great success! Over 100 people were in attendance that evening to help us celebrate the achievements of UNH faculty, staff, and students whose creativity and research resulted in 9 new patents and 65 new licenses in the last fiscal year. Recognized in the evening’s program were first-time disclosers of inventions and creative works, inventors of awarded patents, and inventors of licensed innovations. It was also a time to reflect on UNHInnovation’s successes and to outline our strategic goals for 2014, one of which is to reach 40 new disclosures over the next fiscal year. The event culminated in the presentation of the Inventor of the Year Award to Dot Sheehan for her efforts to found and grow Operation Hat Trick™.

Innovator of the Year: Dot Sheehan

Dot Sheehan, UNH Senior Associate Athletic Director for External Affairs, was awarded the Innovator of the Year Award for her work to generate awareness, support, and funding for Operation Hat Trick, a program dedicated in memory of UNH alumni Nate Hardy and Mike Koch, two U.S. Navy SEALs killed in Iraq in 2008. Operation Hat Trick’s original aim was to provide wounded warriors with something to cover their head wounds, burns and scars and has delivered over 10,000 caps to servicemembers since its inception. In 2012 it was launched as a spinoff nonprofit company with a percentage of sales going to the VA General Post Fund. The company has since issued over 300 licenses to other universities and organizations that want to participate in the program and sales for next year are expected to generate around $1 million to help support wounded veterans around the country. What an amazing accomplishment in such a short time!

Thank you, Dot, for your passion and for furthering awareness of our nation’s wounded veterans.

-Paige Smith

Recent Blog Posts
“If you feed them, they will come” – James Earl Jones
October 7, 2013
Tristan Carrier

As the title suggests, that was Tristan Carrier’s hopeful outcome from hosting numerous pizza lunches for College of Engineering and Physical Sciences (CEPS) graduate students in various departments last fall. The objective was to make graduate students aware of UNHInnovation, the services provided, and to stress that UNHI does not just serve the faculty and staff, but that the department's resources can be applied to graduate students' ideas and innovations as well.

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2013-2014 Innovation Catalyst Seminar Series
October 8, 2013
Paige Smith

UNHInnovation Catalyst Seminar Series allows for the discussion of issues and case studies that are of common interest and relevant to technology innovation and commercialization. This year's theme is Lean Startup Business Tactics. Each month, we tackle a major topic relating to starting and executing your business with Lean Startup principals, led by local experts who teach from their experience. The seminars take place at the NH Innovation Commercialization Center in Durham.

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IP Matters in Every Deal
November 22, 2013
Maria Emanuel

The theme of this year’s Licensing Executives Society (LES) meeting was “IP Matters in Every Deal”. Maria Emanuel
outlines one particularly interesting session, *The Role of IP in Multi-Disciplinary Deals*, in which panelists presented on how they identify and address multiple forms of IP in their deals.

Collectively, the presentation identified key issues that transcend industry sectors - from cinema advertising to biology. At the heart of the session, two key points emerged: 1. Licensing professionals must identify and understand all of the individual IP components involved; and 2. They must also understand what each party needs out of the deal with respect to those IP components.

**Now on Blackboard: a Tutorial for Creating Posters**

December 2, 2013  
*Timothy Willis*

In 2010, Sherry Palmer, a UNH staff member, completed the current iteration of a *Research Poster Tutorial, Creating a Large Format Poster to Present Your Research*. The tutorial is valuable for its organizational and aesthetic guidelines, regardless of the program used to create the poster. Even if someone else creates the poster, readers will find the tutorial helpful in preparing the content to bring to a designer. UNH users may find the tutorial especially helpful as they prepare to present their research at the UNH Undergraduate Research Conference (URC), UNH Graduate Research Conference (GRC), or regional and national meetings.

Currently, the tutorial is only available for UNH faculty, staff, and students. However, UNHInnovation plans to make the tutorial available for purchase to individuals outside of UNH via its online bookstore slated to “open” in Spring 2014.

**"Excuse me, can you repeat that? What does that mean?"**

December 10, 2013  
*Tristan Carrier*
Technology transfer is like any other field with a host of its own unique terms and acronyms, all designed to confuse and intimidate those not in the know. When speaking with people outside UNHInnovation, the conversation is frequently interrupted by a request for clarification on these terms. In an effort to bridge this gap, staff members within UNHI will create a glossary for some of the different terms, acronyms, agreements, and phrases frequently used in technology transfer and licensing activities.

In this post, Tristan Carrier defines Material Transfer Agreement (MTA), Confidentiality Agreement (CDA), and Non-Disclosure Agreement (NDA).
Broadband Center of Excellence (BCoE)
October 1, 2013
Attendee: Marc Sedam
Event Title: Powering Possibility: Broadband's New Era

Great Bay Community College's Distinguished Leaders Awards Event
October 3, 2013
Attendee: Marc Sedam

2013 Rising Stars Awards (Stay, Work, Play NH)
October 7, 2013
Attendee: Marc Sedam

New England Council Annual Meeting
October 16, 2013
Attendee: Marc Sedam

abi Innovation Hub
October 16, 2013
Attendees: Tim Willis

NH-ICC Board Meeting
October 25, 2013
Attendee: Marc Sedam

Lunch and Learn at NH-ICC
November 19, 2013
Attendee: Tristan Carrier
Event Title: Finding Your Match: How the Non-Techie Can Meet the Right Techie for Them

UNHInnovation/NHIRC Presentations & Panels

CEPS Advisory Board
October 11, 2013
Presenter: Marc Sedam
Presentation Title: Intellectual Assets

GRAD 930
October 22, 2013
Presenters: Maria Emanuel
Presentation Title: Intellectual Assets

ME 755
October 30, 2013
Presenter: Maria Emanuel and Tristan Carrier
Presentation Title: Intellectual Assets
Catapult Seacoast  
November 8, 2013  
**Presenter:** Marc Sedam  
**Presentation Title:** Common Good Ventures, Springboard Panel

RMP 490  
November 19, 2013  
**Presenter:** Maria Emanuel and Tim Willis  
**Presentation Title:** Copyrights & Trademarks

Physics Graduate Students  
November 21, 2013  
**Presenters:** Tristan Carrier  
**Presentation Title:** Introduction to UNHInnovation

Science, Tech, and Energy Committee Meeting  
December 10, 2013  
**Presenter:** Marc Sedam  
**Presentation Title:** UNHInnovation

Finance and Sponsored Programs Forum  
December 12, 2013  
**Presenter:** Maria Emanuel and Paige Smith  
**Presentation Title:** UNHInnovation

CCOM  
December 13, 2013  
**Presenter:** Maria Emanuel, Tim Willis, and Tristan Carrier  
**Presentation Title:** Intellectual Assets

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**UNHInnovation/NHIRC Committees**

**IP Working Group**  
**Host:** Maria Emanuel

**Financial Conflict of Interest in Research**  
**Member:** Maria Emanuel

**Downtown Durham Development Steering Committee**  
**Member:** Marc Sedam

**PLAN Waste Audit and Sponsorship Committee**  
**Member:** Marc Sedam

**AUTM Startup Business Committee**  
**Member:** Marc Sedam

UNH Communicators Network
UNHInnovation in the News

UNH celebrates innovation
Foster's Daily Democrat
October 20, 2013

UNH starts innovation effort to work with business
Seacoast Online
October 29, 2013

UNH launches innovation initiative
Nashua Telegraph
October 29, 2013

UNH starts innovation effort to work with businesses
Portland Press Herald
October 30, 2013

UNH Aims to Help Businesses
Foster's Daily Democrat
November 3, 2013

Innovation Commercialization Center 'pivots' to grow N.H.'s entrepreneurial ecosystem
New Hampshire Business Review
November 15, 2013

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