Welcome to the last newsletter in FY14. This year has been filled with big changes for our office and a lot of great commercialization activity. Over the past year we've completely re-branded and reorganized our office to reflect a new mission to take a more complete view of the university's business resources and accelerate commercialization of UNH's intellectual property. We've had excellent growth in our licensing activity, saw a 20% increase in disclosures since FY13, and received a grant to develop a new entrepreneurial course on creating start-ups with IP. Next year is shaping up to be even better and we look forward to continuing to promote UNH's innovations and research and building new relationships with the business community.

P.S. Keep an eye out very soon for the official launch of our new website, which will be a central hub for our commercialization activity and the business and innovation resources at UNH.

Marc Sedam
Executive Director, UNHInnovation
unh.innovation@unh.edu
UNHI Receives Grant to Support Entrepreneurship Opportunities

UNHIInnovation is excited to announce that we were recently awarded an 18-month grant from the National Collegiate Inventors and Innovators Alliance (NCIIA) to strengthen existing curriculum and build new UNH courses and programs in invention, innovation, and technology entrepreneurship.

The NCIIA funding will support the development of a new course, Managing Innovation, based on the existing UNH course Creating a Successful Business Using Lean Start-up Methodology. The new course will be taught by Marc Sedam, UNHI Executive Director. Three new teaching elements will be added which focus on facilitating the creation of companies based on intellectual property:

1. Education about and access to IP management and protection
2. Relationships with industry mentors and formation of E-Teams (multidisciplinary groups of students, faculty, and industry mentors)
3. Funds to develop prototypes.

Upon completion of the Managing Innovations curriculum, student teams will have acquired the business tools necessary to form a start-up, form E-Teams with their innovative technologies, and enter business competitions like the Holloway Innovation-to-Market Competition. Students will also be encouraged to apply for NCIIA E-Team grants and will be better equipped to successfully obtain funding.

UNH is committed to improving its entrepreneurial ecosystem across undergraduate programs. We view this grant as a great opportunity to educate students on how to utilize IP assets to create new ideas and companies.

Tim Willis
Licensing Manager & Grant Development Specialist, UNHIInnovation
Big Moves for the InterOperability Lab

Plans for the Madbury Project are officially under way. With much to be excited about, the promising development will be open in time for the fall 2015 semester. Currently located a mile and a half off campus, the move to Main Street in downtown Durham will be a great step in unifying the UNH-IOL with Durham as a whole. Not only will this move build the downtown area, it will strengthen the UNH-IOL name and its presence in an area with significantly more traffic. This move will merge the town's needs and motives with that of the greater campus body and will result in great progress for all.

The UNH-IOL has never had trouble recruiting students interested in Computer Science or Engineering, but the move down to central Durham will only make it that much easier to reach out to all prospective students. Proximity to UNH facilities will also help us in regards to the logistics of coordinating events and opportunities as we reach out to a broader audience.

The long awaited move's earliest rumors are now shaping up to be a suspenseful and exciting conclusion. The UNH-IOL is well known by various big name technology companies, and our recognition will only be amplified as a result of our new location. With vast potential for the University and its students as well as area businesses, we are all anxious to be a part of the Madbury Commons project.

Suzanne Snow
Marketing and Communications Manager, UNH-IOL

NH-ICC Merges with the abi HUB

Two of New Hampshire's leading players in supporting entrepreneurship recently completed a merger to form the abi HUB, expanding its reach and impact across most of the state. The New Hampshire Innovation Commercialization Center (NH-ICC), developed in partnership with UNH, and the abi Innovation Hub, led for most of its first three years by Jamie Coughlin, will now be known as the abi HUB. Mark Kaplan, the CEO of the NH-ICC, will lead the newly-merged organization.

One of the many exciting elements of the merger is the three desirable locations of the abi HUB. In addition to abi's existing storefront space on Elm Street in the heart of downtown...
Manchester, the abi HUB recently added a pair of locations in downtown Portsmouth and Durham to replace its single location at the Pease Tradeport. With prime locations in three of the state’s leading centers of entrepreneurship and the experienced leadership of Kaplan, the environment is set for maximizing the impact abi HUB can have on bringing UNH’s significant R&D activity and the state’s private sector together to the benefit of New Hampshire’s economy.

In the near future, abi HUB’s downtown Durham location is expected to build out expanded conference rooms and communications technology to further increase the utility of the space for its members. An announcement is also expected shortly with the theme for the 2014-2015 academic year’s Innovation Catalyst Seminar Series. Held at the abi HUB location in downtown Durham, the seminar series brings in speakers to discuss relevant issues related to commercializing UNH’s innovations, including current and emerging best practices on campus.

Steve Marchand  
Director of Corporate Relations, UNHInnovation

---

Early Stage Venture Financing for America’s Technology Entrepreneurs  
Jan 22, 2014  
Gretchen Smith

New Hampshire ranks 22\textsuperscript{nd} in total federal dollars awarded to small companies that have early-stage and high risk technologies with high potential for commercialization. Through the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, New Hampshire companies have received over $425M since the program’s inception. To increase the financing of New Hampshire’s entrepreneurial initiatives, NH Inspires Innovation will offer a series of SBIR/STTR workshops around the state.

READ MORE
Budget for Mobile App Development in Your Proposals!

Mar 24, 2014
Tristan Carrier

Mobile device usage and as a result, mobile app usage, has exploded over the last few years with thousands of new apps and billions of downloads. Universities are just beginning to participate in the mobile space: very few institutions have designated funding sources for research-focused or research-derived mobile app development programs. At the same time, funding agencies are becoming more concerned with how the results or the technical advancement of a particular project will be shared with the public. A mobile app is a great way to quickly and effectively reach a wide and still-growing audience.

READ MORE

Photo Credit: Flickr/Cristiano Betta

“Excuse me, can you repeat that? What does that mean?” Part II

Mar 24, 2014
Tim Willis

We are regularly reminded that acronyms and terms that are used at UNH and more specifically within UNHInnovation (UNHI) and in other technology transfer offices are not everyday phrases. Thus, the need arose for a continued discussion of these terms, as seen in UNHI’s December 10, 2013 blog post. The focus of this posting is to again look at some more general terms that are regularly used and more specifically, why they are used.

READ MORE
Staff Additions

**Chelsey DiGiuseppe (Marketing Manager)**
In January 2014, UNHInnovation welcomed **Chelsey DiGiuseppe** to our office as Marketing Manager. In her role, she manages the UNHI website as well as designs and executes all communication efforts regarding public relations, faculty outreach, and promotion of UNH’s intellectual property and industry resources. Chelsey has a bachelor’s degree in Graphic Design from Keene State College and joins UNHI with over 5 years of experience in marketing and communications in the technology field.

**Ann Schofield (Program Support Assistant)**
In February 2014, UNHInnovation welcomed **Annie Schofield** to our office in the role of Program Support Assistant. Annie has previous experience in customer service and administrative roles for various local businesses and non-profits. She was very excited to join the UNHI team; she is fascinated by the way that creativity can be transformed into economic growth. Annie graduated Summa Cum Laude from UNH in 2012 with a bachelor’s degree in English.

UNHInnovation/NHIRC Comings and Goings

**UNHI/NHIRC Presentations**

**EPSCoR**
January 9, 2014

**Presenter:** Marc Sedam

**Presentation Title:** Innovation and Commercialization of Technology

**UNH Law Faculty**
January 16, 2014

**Presenter:** Marc Sedam

**Presentation Title:** IP and Consulting Policies

**Licensing Executives Society (LES) Meeting**
January 29, 2014

**Presenter:** Marc Sedam

**Presentation Title:** Legislation Limiting Patent Assertion: Devaluation of Patents?
NH State Senate
February 4, 2014

**Presenter:** Marc Sedam

**Presentation Title:** Testify re: Patent Infringement Bill (SB 303)

ENGS197: Ph.D. Professional Workshops, Dartmouth College
February 11, 2014

**Presenter:** Maria Emanuel

**Presentation Title:** NHIRC and SBIR/STTR Programs

UNH School of Law
March 6, 2014

**Presenter:** Tim Willis and Tristan Carrier

**Presentation Title:** UNHInnovation Legal Intern Info Session

NCIIA Open 2014 Conference in San Jose
March 20-21, 2014

**Presenter:** Marc Sedam

**Presentation Title:** Teaching Lean IP Start-ups; Encouraging Emerging Inventors

Research and Engagement Academy Workshop
March 28, 2014

**Presenter:** Marc Sedam

**Presentation Title:** Research Partnerships and Commercialization

UNHI/NHIRC Committee Participation

**IP Working Group**

**Maria Emanuel**

**Financial Conflict of Interest in Research**

**Maria Emanuel**

**Downtown Durham Development Steering Committee**

**Marc Sedam**

**PLAN Waste Audit and Sponsorship Committee**
UNHI/NHIRC Sponsored Seminars and Events

Catalyst Seminar Series
January 23, 2014

Presenter: Catherine Blake, UNH  Paul College of Business & Economics
Presentation Title: Marketing to Your Defined Market

UNH Faculty Presentation
February 17, 2014

Presenter: TREAT
Presentation Title: TREAT: Center for Translation of Rehabilitation Engineering Advances and Technology

Catalyst Seminar Series
February 27, 2014
Presenter: Keith McGregor, Venture Lab at Georgia Tech
Presentation Title: Who Owns Your Company?

SBIR/STTR Workshop
February 10, 2014
Presenter: Gretchen Smith
Presentation Title: SBIR/STTR Consulting on UNH Campus

SBIR/STTR Workshop
February 11, 2014
Presenter: Gretchen Smith
Presentation Title: SBIR/STTR Commercialization Workshop

SBIR/STTR Workshop
February 12, 2014
Presenter: Gretchen Smith
Presentation Title: SBIR/STTR 101

Catalyst Seminar Series
March 27, 2014
Presenter: Marc Sedam
Presentation Title: Start-up Infrastructure on a Budget

UNH/NHIRC Attended Conferences and Events

AUTM Board of Directors Meeting in Chicago
January 22-23, 2014
Attendee: Marc Sedam

UNH Foundation Board of Directors Meeting in Boston
January 24, 2014
Attendee: Marc Sedam

AUTM Board of Directors Meeting in San Francisco
February 17-18, 2014
Attendee: Marc Sedam

AUTM Annual Meeting in San Francisco
February 19-22, 2014
Attendee: Marc Sedam, Tristan Carrier

T3 Meeting Session
March 6, 2014
Attendee: Marc Sedam, Tim Willis
UNHInnovation in the News

New Hampshire Tech Momentum Continues to Grow with Announcement of New abi HUB
Venturefizz.com
January 29, 2014

UNH's InterOperability Lab signs lease for Madbury Road site in downtown Durham
Union Leader
February 24, 2014

UNHInnovation Receives Grant to Support Entrepreneurship Opportunities
UNH News
March 6, 2014