



ACCELERATING INNOVATION

The Institute for Economic Development helps researchers, entrepreneurs, and small businesses better navigate the journey of bringing their innovation to market by providing advising, mentoring, and training resources, as well as connecting businesses with key contacts and funding agencies.



Early stage funding is critical for successfully moving an innovative technology to market. This funding is also exceptionally difficult to secure, especially if you are developing high-risk, science and technology-based innovations. The UTSA SBDC Technology Commercialization Center (TCC) empowers entrepreneurs who are developing these innovations to successfully compete for pre-seed and early-stage funding, in order to accelerate their products' commercialization. The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, known as America's Seed Fund, are one of the largest sources of early-stage capital for technology commercialization in the United States. TCC works one-on-one with tech entrepreneurs to assist them with accelerating the commercialization of their innovation.



Tech Event Yields Opportunity, Early Funding for Clients

In order to accelerate commercialization for its clients' technologies, TCC prepared 10 companies to present their innovations to Department of Defense (DoD) Tech Scouts at the third annual Encountering Innovation Week. This yearly event provides a unique opportunity for entrepreneurs to present their innovations in a confidential meeting with DoD Tech Scouts, learn about the relevance of their innovation to the military, and improve the entrepreneur's chances of securing early-stage funding. To ensure optimal success, TCC staff collaborated with its clients to properly assess and qualify the companies' innovations. TCC also provided assistance with pitch and poster presentations and mentored the clients prior to and during the event. As a result, all of the clients received an invitation to apply for SBIR funding and several clients have already received \$50,000 in early-stage funding. tcc.txsbdc.org



Sun City Shines Light on Tech Innovation Across the State

In 2019, TCC brought the national SBIR Road Tour to Texas for the first time in the history of the program. The national SBIR Road Tour connects entrepreneurs who are working on advanced technologies to the country's largest source of early stage funding. The Seeding America's Future Innovations™ program tour brings awareness to the over \$3 billion in early-stage innovation funding available to small businesses each year. Funding opportunities exist for a wide variety of technology areas such as unmanned systems, advanced materials, health, cybersecurity, and defense.

The three-day event was held in collaboration with the El Paso Community College SBDC. Program managers from 14 federal agencies, in addition to the U.S. Patent and Trademark Office (USPTO), reverse-pitched their respective programs to aspiring entrepreneurs and provided one-on-one consulting sessions with attendees. The event also included a proposal workshop, which provided detailed submission support, as well as presentations from local and regional accelerators, incubators, universities, resource partners, and previous SBIR/STTR winners.
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Recognizing Innovation Excellence

In 2019, TCC assisted multiple clients with identifying technical gaps, developing research solutions, and articulating their technical innovation and commercialization strategy in SBIR/STTR proposals to federal partners. During the past year, TCC clients were awarded grants totaling over \$2 million from top Federal agencies including National Science Foundation (NSF), Department of Energy (DOE), and Department of Defense (DoD).
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A Flow of Technological Innovation for Katz

Gary Katz, founder of Katz Water Technologies, worked with TCC to make significant strides across the commercialization pathway for his company's early concept innovation, X-VAP™. The X-VAP innovation allows for the economical purification of produced water, a by-product of oil drilling, while utilizing harvested energy in the oil field. The technology provides a competitive advantage by allowing for the reduction in the transportation, storage, and water treatment expenses associated with current practices of utilizing injection wells. Katz, working with TCC, received a \$224,994 National Science Foundation SBIR grant, as well as several other regional awards. The company has also been an invitee to several technical conferences, positioning the business well for future awards, investments, industry partnerships, and commercialization opportunities.
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