

Small Business Development and Technology Commercialization Services

**University Center for Innovation and Entrepreneurship
W1026 Lafferre Hall
882-7096**

**Missouri Technology Expo
October 7, 2010**



**A Partnership of MU's Business
Development Programs and the MU
College of Engineering**



My Topics Today:

- Overview of Statewide Programs
- Sources of Small Business Help
- Technology Commercialization Pathways
- The Importance of Entrepreneurship



The MO SBTDC is a statewide network of centers located on the campuses of state universities that is focused on **improving people's lives** and the **competitiveness of Missouri businesses** through research-based education and technical assistance to enhance Missouri's economy.





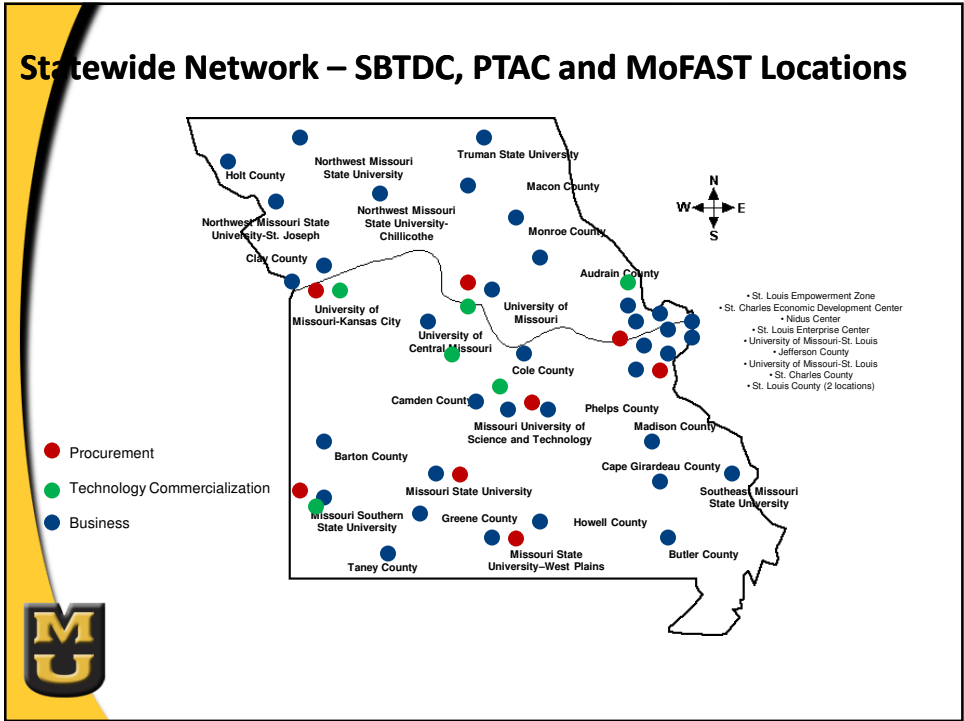
- Confidential business management consulting
- Assistance with financial projections, business and commercialization plans
- Market research, financial analysis, marketing plans
- Educational opportunities – FastTrac, Building an Investor-Ready Technology Company, Strategic Marketing and more
- Technology development/commercialization



- Research bidding opportunities
- Opportunity evaluation
- Bidder registrations and certifications
- Bid preparation and submission
- Execution on contracts
- During the past fiscal year, assisted companies in winning \$410 million in new contracts.



Statewide Network – SBTDC, PTAC and MoFAST Locations



MissouriBusiness.net
your success is our business

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[RSS](#)

Home > MissouriBusiness.net: Missouri Business Development Program

- Start-up
- Marketing/sales
- Management
- Finance
- Human resources
- Regulations, legal, taxes
- Selling to the government
- Technology development
- Research
- Environmental
- Careers

Request assistance

Our services/centers

Resource library

Calendar of events

Success stories

Popular tools/resources

What's new?/RSS

Sitemap

Northwest Missouri manufacturer recycles tires in new process for carbon black production

more ...

News and highlights

- September Missouri Business eNews
- New success story: **Affordable Moving Services**
- **Could unexpected disaster be stalking your business?**
- **MO PTAC counselors help businesses seeking government contracts**
- **Kauffman study looks at keys to success for high-growth women entrepreneurs**
- **SBA news:**
 - SBA study finds U.S. ranks third in entrepreneurship worldwide
- **IRS roundup:**
 - Employee vs. independent contractor (seven tips)
 - Form to help small businesses claim health care tax credit
- **Going green:**
 - Renewable energy technology, policy have implications for Missouri
 - Modified Asphalt Solutions: Where the rubber IS the road!

Training calendar

Great ideas get their day: Oct. 7 - Missouri Technology Expo 2010

Tuesday, October 5

- ▶ 9:00 AM Kansas City FastTrac® NewVenture™ for Dislocated Workers --Session 6
- ▶ 9:00 AM Springfield How to Control Cash Flow
- ▶ 1:00 PM Kansas City How to Write Winning SBIR/STTR Grants for NIH

Wednesday, October 6

- ▶ 1:00 PM Saint Louis Small Business Tax Workshop
- ▶ 5:30 PM Columbia Exploring Entrepreneurship Start-Up Class
- ▶ 6:00 PM Jefferson City Understanding Financial Statements
- ▶ 6:00 PM Moberly The Basics of Writing a Business Plan

Thursday, October 7

- ▶ 1:00 PM Nevada Starting a Business: The First Steps
- ▶ 1:00 PM Fort Leonard Wood Sources of

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Get help fast with your business questions. [Get answers now.](#)

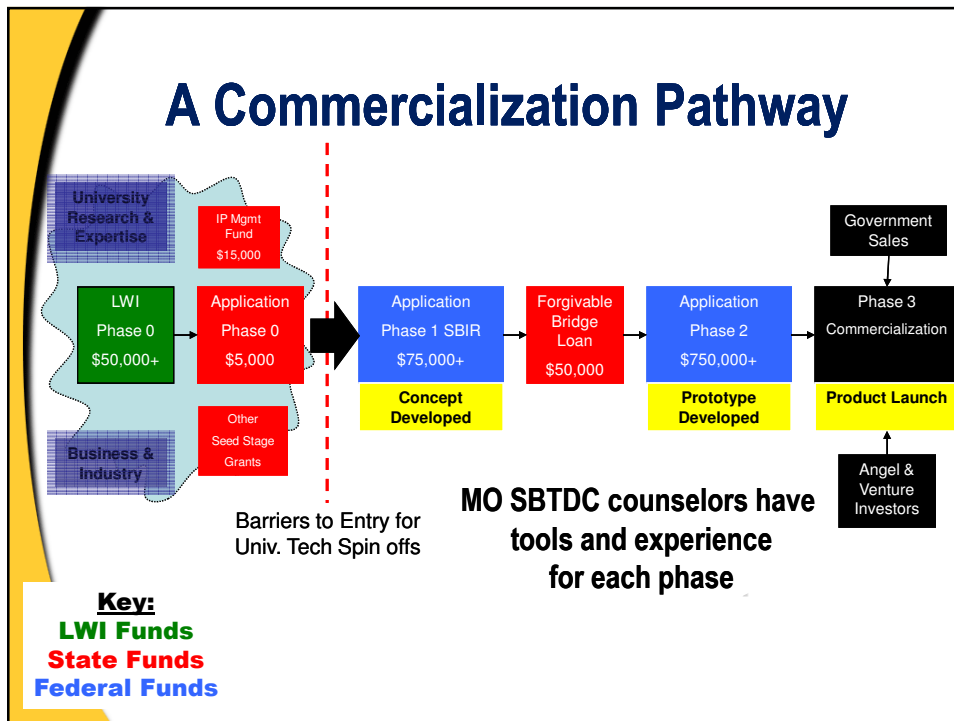
From getting your feet on the ground with [start-up loans](#) to finding out how to [market your product](#), we're there for you.

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FEATURE STORY
Dr. Kofi Nyamekye
Entrepreneur
When Dr. Kofi Nyamekye called the MOSourceLink hotline, he was desperately seeking funding for "Dynamic Planning and Execution", an innovative computer production model he developed initially for cocoa bean...

THE BUZZ
Futurallia Coming to Kansas City
The world's largest forum of small and medium sized business owners and global entrepreneurs is coming to the United States for the first time this spring, and Kansas City has been chosen as the site. Futurallia provides an opportunity for business owners to meet one-on-one in prearranged meetings. For information, go to [Futurallia](#).

UPCOMING EVENTS
[Operation Jump Start](#)
Sep 21 2010 at 06:00 PM
[FastTrac? NewVenture? for Dislocated Workers- Session 6](#)
Oct 05 2010 at 09:00 AM
[How to Write Winning SBIR/STTR Grants for NIH](#)
Oct 05 2010 at 01:00 PM
[Listening to your business](#)



Goldsmith Technology Commercialization Model

Phases	Concept Phase	Development Phase			Commercialization Phase	
Stages	Investigation	Feasibility	Development	Introduction	Growth	Maturity
TECHNICAL	Technology Concept Analysis	Technology Feasibility	Engineering Prototype	Pre-Production Prototype	Production	Production Support
MARKET	Market Needs Assessment	Market Study	Strategic Marketing	Market Validation	Sales & Distribution	Market Diversification
BUSINESS	Venture Assessment	Economic Feasibility	Strategic Business Plan	Business Start-Up	Business Growth	Business Maturity



Entrepreneurship is key to the economy.

- ✓ Since the mid-1990s, small businesses have created **60-80% of net new jobs.**
- ✓ **70%** of Americans believe the success and health of our **economy depends on the success of entrepreneurs.**
- ✓ **80%** of Americans believe the American government should **encourage more entrepreneurship.**

Sources: U.S. Dept. of Commerce, Bureau of the Census and International Trade Administration: Advocacy-funded research by Kathryn Kobe, 2007

The Kauffman Foundation
Economic Crisis Survey, September 2008
Luntz, Maslansky Strategic Research





High-tech small business innovation

- ✓ Small businesses hire 40% of high-tech workers, such as scientists, engineers, and computer workers.
- ✓ Small businesses produce **13 times more patents** per employee than large companies.

Source: U.S. Dept. of Commerce, Bureau of the Census and International Trade Administration: Advocacy-funded research by Kathryn Kobe, 2007



- Missouri is winning \$800 million in research awards each year.
- Missouri is commercializing only 1.6 percent of its funded research.
- Missouri is funding economic development in other states on Missouri dollars.
- How do we help you move that innovation to market?



Thank you!



For more information contact:

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