Facilitating the Creation of Campus Technology Derived Startup Companies

VENTURE CATALYST START™
The Venture Catalyst START™ Suite of programs and services provides the ABCs to equip UC Davis entrepreneurs with the tools they need to form and grow robust startups. The program gives founders the START they need to create a well-structured company and ensure the company is prepared for success. Some of the offerings within the START™ Suite include:

- Inventor Advantage™ Program: Deferment of patent expenses to UC Davis startups
- LegalNet™: Incorporation services
- MentorNet™: Access to a network of experienced business / technology professionals and mentors
- MICA™: Market Intelligence and Competitive Analysis reports
- SBIR/STTR grant writing and submission workshops
- Workshops/Pitch Coaching: Pitch decks, executive summaries, coaching, connections etc.
- Entrepreneurship Academy: Co-sponsored with and managed and run by the Child Family Institute for Innovation and Entrepreneurship
- VentureNet™: Access to a network of banking, HR, business vendors, and contract service providers
- DRIVE™ Program: Distributed Research Incubation and Venture Engine, provides access to incubator facilities for UC Davis affiliated startups

Inventor Advantage™ Program
In conjunction with UC Davis InnovationAccess, the Inventor Advantage™ Program provides financial assistance to Venture Catalyst START™ participants who are University inventors, by deferring patent costs incurred until their companies are ready to license the IP. This provides an advantage in attracting investors, securing SBIR and other grant funding, and improving near-term financial footing. Deferral of patent costs up to a total of $15,000 is based on determination by the Office of Research through Venture Catalyst in consultation with InnovationAccess whether such deferral will enhance the START™ participant’s ability to develop and move the intellectual property to the marketplace for the public good.

LegalNet™
Venture Catalyst has partnered with six law firms to provide START™ participants with a package of services at no charge. START™ companies are responsible for any associated filing fees and out-of-pocket expenses.

Though companies are not obligated to continue to use their services after incorporation, START™ participants may want to continue their relationship with their trusted legal partner.

- Selection of the appropriate form of business structure
- Help with setting up the initial pre-funding capital table (including brief discussion of vesting schedules, issuance of shares, etc.)
- Registration with appropriate authorities (entrepreneur responsible for fees)
- Standard legal documents (CDA, consulting, employment, and SAB agreements, etc.)
- Preliminary review of IP position, including negotiating a letter of intent for a license from the university

MentorNet™
Venture Catalyst has developed a rich and diverse network of mentors through its MentorNet™ program to help START™ participants with their startup’s business model, personnel requirements, capital needs etc. These mentors guide participants with the creation a business plan that includes clarity about the best market to serve, and the most significant risks that will need to be addressed.

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MICA™
Through its Market Intelligence and Competitive Analysis (MICA™) Program, Venture Catalyst offers basic market research reports to START™ participants. These reports help startup founders better frame their business opportunity, articulate their commercial challenges, and provide key elements of pitch decks and proposals used for securing funding. The basic MICA service, which is offered free-of-charge to all START participants, includes pertinent information such as market size, market share, regional segmentation, and competitive landscape.

SBIR/STTR application workshops
This multi-session workshop takes participants through all the steps necessary to successfully file a well-written SBIR/STTR grant application. The workshop focuses on crafting a well-structured research plan, obtaining persuasive letters of support, developing a realistic budget, anticipating reviewers’ comments, and much more.

Workshops/Pitch Coaching
Venture Catalyst offers business workshops for START™ participants by leading experts in collaboration with the University’s Institute for Innovation & Entrepreneurship. These workshops are designed to provide topic specific informational sessions on subjects including pitch deck creation, executive summaries, term-sheet fundamentals, and more.

VentureNet™
Through VentureNet™, Venture Catalyst connects University startups with businesses and service providers who can provide startup-oriented services necessary for effective early stage operations. As an example, Venture Catalyst has identified local banks who can provide START™ participants with no-minimum-deposit, no-fee bank accounts (business bank accounts are necessary for SBIR applications). Venture Catalyst START™ participants can also access Professional Employer Organization (PEO) services at preferred discount rates.

Entrepreneurship Academy
The three-day UC Entrepreneurship Academy is the premier academic program for commercializing science and engineering innovations run by the UC Davis Institute for Innovation and Entrepreneurship. The academy is taught by venture capitalists, entrepreneurs, university faculty and staff, industry executives and angel investors who serve as mentors and guest speakers. Venture Catalyst START™ participants gain the knowledge and networks needed to develop the commercial potential of your research or idea. The academy includes:

- An intensive opportunity to explore the market opportunities surrounding your ideas and your research;
- Daily seminars and interactive sessions;
- The tools to communicate the broader potential of your research;
- Evening mentoring sessions with industry leaders.

DRIVE™ Program
Through the DRIVE™ (Distributed Research Incubation & Venture Engine) Program, UC Davis is developing a distributed network of thematically oriented business incubators and innovation centers. Facilitated through the Office of Research by Venture Catalyst, management and leasing of the innovation centers are handled directly with the centers. The DRIVE Network provides UC Davis startups with access to affordable incubation spaces in close proximity to the UC Davis.

In furtherance of the University’s educational, research and public mission, a key objective of the DRIVE Program is to support practical educational opportunities for the UC Davis community through translational science and innovative research by UC Davis Startups and affiliated new ventures.

Venture Catalyst START™
To apply, please download the form: http://venturecatalyst.ucdavis.edu/START
For more information or questions: VentureCatalyst@ucdavis.edu