

Facilitating the Creation of Campus Technology-Derived Startup Companies

VENTURE CATALYST START[™]

Venture Catalyst START[™] provides the ABC (Attorney, Banking, and Company formation assistance) to equip UC Davis entrepreneurs with the tools they need to form and grow prosperous companies. The program gives founders the start they need to create a well-structured company, and ensure the company is ready to succeed. Some of the offerings of START[™] include:

- Inventor Advantage[™] Program: Deferment of patent expenses to UC Davis startups
- LegalNet[™]: Incorporation and one-time consultative services
- MentorNet[™]: Access to a network of experienced professionals and business leaders
- SBIR/STTR application workshop run in collaboration with qb3 Business
- Workshops/Pitch Coaching: Pitch decks, Executive summaries, coaching, connections
- Entrepreneurship Academy: Run by the Child Family Institute for Innovation and Entrepreneurship
- VentureNet[™]: Commercial bank, human resources, business vendors, and contract service providers
- DRIVE[™]: Distributed Research Incubation and Venture Engine, provides access to incubation facilities for university startups

Inventor Advantage[™] Program

In conjunction with Venture Catalyst and InnovationAccess at UC Davis, the Inventor Advantage[™] Program provides up-front assistance to Venture Catalyst START[™] participants, by deferring patent costs incurred until the company is ready to license the intellectual property. This gives them an advantage in attracting investors, securing SBIR and other grant funding, and improving their near-term financial footing. The deferral of patent costs up to a total amount of \$15,000 will be based on a determination by the Office of Research through Venture Catalyst in consultation with UC Davis InnovationAccess as to whether such deferral would enhance the Venture Catalyst START[™] participant's ability to establish the infrastructure necessary to develop and move the intellectual property to the marketplace in a timely manner for the public good.

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Venture Catalyst's primary goal is to support University-originated technology transfer and IP-driven startups. To achieve this, close collaboration across the campus and effective engagement with the community is a necessity.

LegalNet[™]

Venture Catalyst has worked closely with law firms to provide START[™] participants with a package of services at no charge, including incorporation/entity formation, standard legal documents (NDAs, employment agreements, etc.), and assistance with a pre-funding cap-table. Venture Catalyst START[™] companies are responsible for associated filing fees. Though companies are not obligated to continue to use their services after incorporation, START[™] participants may want to continue the relationship with the trusted legal firm.

- 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 (NDA, consulting, employment, and SAB agreements, etc.)
- Preliminary review of IP position, including a letter of intent for a license from the university



MentorNet[™]

Venture Catalyst has developed a rich and diverse network of leading expert mentors through its MentorNet[™] program to help START participants think through the startup's business model, personnel requirements, and capital needs. These mentors will guide participants through 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.

SBIR/STTR application workshop

Taught in conjunction with qb3, this seven-session workshop will take participants through all the steps necessary to successfully file a well-written SBIR/STTR grant application. This course will focus on crafting a well-structured research plan, getting persuasive letters of support, developing a realistic budget, and anticipating reviewers' comments. The course culminates in two submission clinics that will help ensure the application is correctly filed.

Workshops/Pitch Coaching

Venture Catalyst provides business workshops for START[™] participants by leading experts. These workshops are designed to provide topic specific informational sessions on subjects including pitch deck creation, writing of executive summary, basics of term-sheets, and more. Pitch coaching will be provided by pitch-coaching professionals to help START[™] participants refine their presentations and effectively deliver their messages to potential investors or partners.

Entrepreneurship Academy

The three-day UC Entrepreneurship Academy is the premier academic program for commercializing science and engineering innovations run by the Child Family Institute for Innovation and Entrepreneurship. It is a springboard for moving research out of the lab and into the world. The academy is taught by venture capitalists, entrepreneurs, university faculty, 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 taught by leading investors, industry executives and entrepreneurs.
- The tools to communicate the broader potential of your research.
- Evening mentoring sessions with industry executives and investors.

VentureNet[™]

Companies are required to have a business bank account in order to apply for SBIR or STTR grants. Venture Catalyst has identified local banks who can provide START[™] participants with no-deposit, no-fee bank accounts. Venture Catalyst START[™] participants will also be able to access Professional Employer Organization (PEO) services at preferred discount rates. Utilizing a PEO can help contain HR costs, minimize employer-related risk, and relieve the administrative burden of HR management. Using a shared employer relationship model allows the PEO assume many of the responsibilities of being an employer on behalf of its customers. With this model, the PEO becomes the legal "employer of record" and is able to share aspects of employer-related risk with respect to paying workers, administering payroll and benefits, and complying with business regulations, as well as offering grouped insurance rates.

DRIVE[™]

Venture Catalyst Distributed Research Incubation & Venture Engine (DRIVE[™]) Program will comprise a distributed network of start-up incubation facilities (the DRIVE Network[™]) to be launched through the Office of Research by Venture Catalyst. Its role is to provide UC Davis startups, as well as nascent UC Davis technology ventures, with easy access to affordable, mixed office/lab business incubation spaces in close proximity to the UC Davis campus (Davis and Sacramento). The objective of the DRIVE[™] Program is to provide incubation facilities to support translational science and innovative research performed by UC Davis Startups, with the intent of enabling and stimulate entrepreneurial activity in Davis and the surrounding region, powered by technological advances made at UC Davis.

Venture Catalyst START[™]

To apply, please download an application:
<http://venturecatalyst.ucdavis.edu/START>

For more information or questions:
VentureCatalyst@ucdavis.edu