Agenda

Keenan Center Overview and Resources
New Venture Creation/Startup Process
Opportunities
   - Education and Training
   - Programs--Speaker Series, Accelerators, Pitch competitions
   - Internships Keenan Center and Rev1 Ventures
Provide services and support for our faculty and students to realize their dreams for company creation and advancement of technology for the benefit of humankind.
Keenan Center Groups

Entrepreneurial Education
Providing workshops, training, coaching and connections to the startup network

Programs and Talent
Providing resources, internships, events & competitions

Venture Development
Supporting entrepreneur pathways to for early-stage technologies

Capital
Identifying funds for technology validation & startup acceleration
New Venture/Startup Process

General Overview of the Path to Startup

- Engage with Tech Commercialization Office, file Invention Disclosure Form
- Evaluate Market Applications and Competition
- Protect Intellectual Property (IP) (if possible)
- Recruit and Engage Right Business Leader/CEO
- Incorporate / Legally Establish New Entity, Negotiate License Agreement with OSU
- Raise Capital to Advance Technology and Business Operations (iterate)
Venture Development and Capital Resources

Technology Readiness
IP analysis
Market Evaluation
Talent Recruiting, including Buckeye Executive Network
Mentoring, including Executives in Residence and Buckeye Venture Mentor Service
Commercialization Grant Application Support (AA, TVSF, SBIR, STTR, etc.)
Resource Library (pitch decks, corporate documents, business models, etc.)
Funding Continuum (grants, validation and seed funds, angel and venture capital etc)
Talent: Mentoring

Buckeye Venture Mentor Service

• Matches experienced business leaders who volunteer time and talent to counsel emerging entrepreneurs.
• Provides an educational support system for all Ohio State-affiliated entrepreneurs – including students, alumni, faculty, staff, and licensees.
Capital: Funding Continuum

Student Only Opportunities

BOSS Competition  $2,500 for first-place Best of Student Startups competition

President’s Buckeye Accelerator  $50,000 for top 6 student-lead teams

Open Opportunities

<table>
<thead>
<tr>
<th>Accelerator Awards Proof of Concept (Technology)</th>
<th>TVSF Phase II Proof of Concept/Validation</th>
<th>Concept Fund Proof of Concept (Company)</th>
<th>Catalyst Fund Validation/PreSeed</th>
<th>Rev1 Fund PreSeed/Seed</th>
<th>Carmen Follow-on Investments</th>
<th>Ohio Innovation Fund Seed/Series A</th>
<th>Angel and Venture Capital</th>
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</thead>
<tbody>
<tr>
<td>$100K</td>
<td>$150K</td>
<td>$100K</td>
<td>$800K</td>
<td>$2M</td>
<td>$200K</td>
<td>$3M</td>
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Faculty PI

Student Only Opportunities

The Ohio State University
KEENAN CENTER FOR ENTREPRENEURSHIP
### Programs: Future Accelerator Plans

<table>
<thead>
<tr>
<th>Accelerator</th>
<th>Potential Sponsors</th>
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<tbody>
<tr>
<td>AgTech</td>
<td>Michael Farms, Nationwide</td>
</tr>
<tr>
<td>AI/ML</td>
<td>Cisco, Honda, Micron Technologies, OliveAI</td>
</tr>
<tr>
<td>Clean Energy</td>
<td>AEP, Engie, Honda</td>
</tr>
<tr>
<td>Data Security</td>
<td>AWS, Chase, Nationwide</td>
</tr>
<tr>
<td>Fintech</td>
<td>AmFam, Chase, Huntington, Nationwide, Root</td>
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<tr>
<td>Clean Energy</td>
<td>Donato’s, Starbucks</td>
</tr>
<tr>
<td>Healthcare IT</td>
<td>Cardinal Health, Cisco, CoverMyMeds, OliveAI</td>
</tr>
<tr>
<td>Medical Device</td>
<td>Abbott, Medtronic</td>
</tr>
<tr>
<td>Student Athlete</td>
<td>Nike, Coke</td>
</tr>
<tr>
<td>Sustainability</td>
<td>Cisco, Honda, P&amp;G, Workday</td>
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Capital: Future Plans

Alumni Angel Network and Fund
• Launching a network of Buckeye alums interested in investing in startup companies formed by fellow Buckeyes.
• Creating a fund that invests alongside the Buckeye angels.

Student Startup Fund
• Proposing creation of a not-for-profit, evergreen, fund that would support student startups.
  Fund would invest in new ventures created by students during their tenure on campus or within three years of their graduation.
Space: Future sites

- Establishing an entrepreneurship center on High Street as well as within the Innovation District on the west campus.
Entrepreneurial Educational and Program Opportunities

Workshops and Webinars
Entrepreneur Speaker Series
Entrepreneurial Training Immersives
President’s Buckeye Accelerator
Internships with KCE and Rev1 Ventures portfolio companies
Entrepreneurial Education—Workshops and Webinars

Professional Development--relevant and transferable skills for any career

- communication, critical thinking, resourcefulness, comfort with risk, confidence, resilience, collaboration and team building, visioning opportunity, develop network and community

- Entrepreneurial Mindset
- Stakeholder mapping
- Value Proposition
- Market Analysis
- Competitive Analysis
- Customer Discovery
- Pitch preparation
Entrepreneur Speaker Series

Host a variety of speakers from various industry sectors, career status and demographics to share relatable, authentic experiences and peer role models.

For example:

   Sector: Medical Devices, AgTech, AI

   Career Status: Grad Students in startups. Leo Qian with Entrada in Sept

   Demographics: Female founders. REACH for Commercialization
Entrepreneurial Programs: President’s Buckeye Accelerator

Aspires to support student founders, dedicated to making an impact, prepare a start up for launch

- Initiative of Dr. Kristina Johnson

- Spring 2022 inaugural cohort of 38 student lead teams participate in an 8-week Boost Camp.

- Awards six student teams $50,000 each to develop their ideas and technologies over a twelve-month period.
Entrepreneurial Programs: Immersive programs

I-Corps

- national and regional programs, 4-10 weeks
- act as entrepreneurial lead with PI, multiple techs looking for ELs

Medical Device Development

- pilot program this summer

Business Lead Development

- specifically for graduate students and postdocs
- develop startup skills and prepare for SBIR/STTR funding
Entrepreneurial Internships

Keenan Center Internships
   New Venture Development
   Graduate students: 4 business and 4 scientific/technical

Rev1 Internships in startup
   Summer and year-round opportunities
   Undergraduate, graduate and postdocs
Keenan Center Internships

New Venture Development Interns
Graduate students: 4 business and 4 scientific/technical

Analyze new technology and start-up opportunities
- IP prior art search, Market and competitive analysis

Venture development
- Business operations structuring and modeling, Business development/Go-to-market opportunities

Venture Capital
- Financial modeling, Legal and deal structuring and negotiations

Portfolio Analytics
- Board representation, Investment performance modeling
Rev1 Ventures Internships

Rev1’s innovation internship program brings students and startups together to create exciting opportunities for both.

The Innovation Internship Program:

• Connects diverse student talent with startups in Central Ohio.
• Provides enriching experience for interns, developing connections that could lead to career opportunities.
• Fosters entrepreneurship as a career path.

Benefits for students:

• Internship opportunity at a high-growth, innovative startup
• On-campus engagement with Rev1 leadership (learn about entrepreneurship as a career path, who Rev1 is, and what’s going on in the startup community etc)
• On-site engagement at Rev1 Labs, learning from entrepreneur speakers and startup networking
• Access to Rev1 programs and resources for student entrepreneurs
Rev1 Venture Internships

Key Dates for the 2022 Summer Cohort

April 8 | Applications Due
Week of May 23 | Internship Program Kickoff
May – August 2022 | Training and Networking Events
Week of August 12 | Internship Program Wrap-up

More information:  https://www.rev1ventures.com/interns/
Keenan Center for Entrepreneurship

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