

Engineer-To-Entrepreneur Session

MONDAY, JUNE 9 • 1:45 PM - 3:15 PM

Venture formation...licensing...bootstrapping...whatever your strategy, gain insight on developing the best path forward for leveraging your technology. Designed for the science, engineering, and technology communities, the Engineer-to-Entrepreneur session offers technology entrepreneurship basics and provides a framework for moving ideas toward commercializing. Topics to be discussed include idea validation, intellectual property issues & challenges, and finding the money.

MODERATOR:

John W. Ahlen, Ph.D., President • Arkansas Science & Technology Authority

SPEAKERS:

Richard A. Bendis, President and CEO • Bendis Investment Group LLC • Philadelphia, PA

Steven P. Nichols, Ph.D., Director, Chair of Free Enterprise, Founder, I2P© Competition, University of Texas at Austin

Brief Agenda

1:45pm

Welcome & Introductory Remarks

Idea Validation & Key Resources

John W. Ahlen, Ph.D.

2pm

Intellectual Property 101

Steven P. Nichols, Ph.D.

2:10pm

Finding the Money: Overview of Funding Options

Richard A. Bendis

2:20pm

Team Table Top Exercise

3pm

Team Reports

approx. 5 minutes per team

3:15pm

Session Concludes

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John W. Ahlen, Ph.D., President • Arkansas Science & Technology Authority

John Ahlen is president of the Arkansas Science & Technology Authority, an instrumentality of the state with the mission of bringing the benefits of science and advanced technology to the people and state of Arkansas. The Authority uses direct investments or tax incentives to promote a broad range of important job creating activities, including math and science education, scientific research, technology transfer and development, seed capital investments, knowledge-based-company entrepreneurship, and technology extension services to manufacturers. Ahlen spent a year as a fellow at the White House Office of Science and Technology Policy where he worked on state-federal technology partnerships. He has a B.S. in bioengineering and Ph.D. in physiology from the University of Illinois at Chicago. Before coming to the Authority, he served as assistant director for science and technology at the Illinois Legislative Council, where he directed the science policy research activities of the Council's science unit. He is an ASME fellow.

SPEAKER:

Richard A. Bendis, President and CEO • Bendis Investment Group LLC • Philadelphia, PA

Richard A. Bendis has distinguished himself as a successful entrepreneur, corporate executive, venture capitalist, investment banker, and consultant in the technology and healthcare industries. He currently serves as the founding president and CEO of the Bendis Investment Group, LLC (BIG), a global financial intermediary firm headquartered in Philadelphia. He has a joint venture management agreement with Drawbridge Special Opportunities Advisors, LLC, an affiliate of the New York City based Fortress Investment Group. Under the management agreement, BIG is responsible for the sourcing, due diligence, acquisition, origination, management, servicing, and disposition of investments.

Most recently, Bendis served as chairman, president and CEO of True Product ID, Inc., a global publicly-traded technology company headquartered in Philadelphia that produces integrators for anti-counterfeiting and security surveillance applications and is a provider of integrated tracking devices. Bendis relocated TPID's operations to Beijing, China. Bendis also founded and served as the first president and CEO of Innovation Philadelphia (IP), a public/private partnership dedicated to growing the wealth and workforce of the greater Philadelphia region. IP manages an umbrella of programs under four distinct areas: direct equity investment/financing assistance; technology commercialization; global and regional economic development; and market research and branding. He continues to serve on the IP Board of Directors.

Bendis has successfully leveraged a career in the private sector (with Quaker Oats, Polaroid, Texas Instruments, Marion Laboratories and Kimberly Services) and the venture capital industry (RAB Ventures) to lead the Kansas Technology Enterprise Corporation (KTEC). As its president and CEO, he developed KTEC into a globally recognized model for technology-based economic development. He also successfully built an Inc. 500 healthcare software company, Continental Healthcare Systems, Inc., which he took public on NASDAQ and later sold to an international conglomerate. In addition, Bendis managed his own venture capital fund, RAB Ventures, which made 15 investments in early-stage technology and healthcare companies.

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Bendis is a seasoned international consultant and speaker to the United Nations, NATO, the European Commission, national and international technology-based economic development industry organizations, and other global enterprises. He serves on several for profit and not-for-profit boards, and was a nominee for the 2005 Ernst and Young National Entrepreneur Supporter of the Year Award and was the 1996 recipient of the Regional Ernst and Young Entrepreneur of the Year Award. He currently serves as an EOY national judge. He also serves on the board of Project Development Group Environmental.

SPEAKER:

Steven P. Nichols, Ph.D., Director, Chair of Free Enterprise, Founder, I2P© Competition, University of Texas at Austin

Steven Nichols' research interests include topics in engineering technology entrepreneurship, design and manufacturing, technology commercialization, and professional aspects of engineering practice. He currently serves as a professor of Mechanical Engineering, as the director of the chair of Free Enterprise, and as the director of the Advanced Manufacturing Center. He has served in numerous administrative and academic positions in the College and at University of Texas at Austin.

As the associate vice president for research, Nichols supported the commercialization of the knowledge base of The University of Texas at Austin and supervised the activities of the Office of Technology Commercialization. Nichols advocates that the knowledge base of a university has potential to more broadly benefit society, and he believes that commercialization activities at universities must support the education, research, and service missions of a university. He initiated the Texas Alliance for Technology Commercialization and hosted the Alliance's first Technology Forum in May of 2002.

As the director of the Clint Murchison Chair of Free Enterprise, Nichols focuses on creating and nurturing a culture of technology innovation, creativity, and leadership at the University of Texas and the global community that the University serves. As part of his activities, he organized the Roden Scholar (Leadership) program and supported the start-up of the Engineering Entrepreneurship Society, and the Idea to Product (I2P) technology competition. I2P has grown from a small group of teams at UT-Austin into a global program involving faculty, staff, and students from across North America, Europe, Asia, and Africa. Nichols has also initiated multidisciplinary research and classroom activities that encourage collaborative learning environments for students, faculty, and staff from the College of Engineering, the College of Natural Sciences, the McCombs School of Business, and the School of Law. As the associate chair for the Department of Mechanical Engineering, he coordinates with faculty and industrial representatives. He also prepared proposals for industrial support for departmental activities. Nichols also served as a designated contact for alumni. As part of his responsibilities, he has raised more than \$10 million in industrial support for educational activities.

Nichols is a member of the New York Academy of Sciences, is a Fellow of ASME, and has received the Fred Merryfield Design Award from the American Society of Engineering Education. He also received the inaugural Olympus Award for excellence and leadership in invention, innovation, and entrepreneurship. Nichols received a Ph.D. in mechanical engineering and J.D. in law (with honors).