

Establishment of the NYC Regional Innovation Network

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"How we leveraged submission of an NSF I-Corps Node application to create a four state innovation network"

- **Rationale – What we thought**
- **Approach – What we did**
- **Lessons learned – What we learned**



NYC Regional Innovation Network

Rationale: Archetype #1 – Old-fashioned way

- CSI of CUNY faculty start-up
- CUNY-wide SBIR101 clinic (fall 2010)
- CUNY Faculty Entrepreneurship Workshop
- NYC EDC SBIR training with Lisa Kurek
- Investment showcases
- Numerous hours consulting on company formation

Time to initial funding: **30 months**

- NSF Phase I SBIR



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Rationale: Archetype #2 – 1st I-Corps cohort

- CUNY of CUNY faculty start-up
- NSF I-Corps Team # 19 (spring 2012)

Time to initial funding: **4 months**

- DOT award for NDE

- NSF STTR Phase I (9 months)



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LESSON: How can we scale this?



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Approach: NSF I-Corps Node application

- Focus on NYC schools with existing collabs
 - CUNY, Columbia, NYU
- Invite regional schools based on:
 - Existing collaborations
 - NSF funding levels as cutoff



Network School	2011 NSF Funding	Network School	2011 NSF Funding
Cornell	\$114M	UConn	\$24M
Columbia	\$82M	RPI	\$23M
CMU	\$64M	PITT	\$23M
SUNY	\$61M	Drexel	\$16M
PSU	\$54M	Rochester	\$14M
Rutgers	\$52M	Syracuse	\$13M
Princeton	\$50M	Temple	\$12M
CUNY	\$39M	Lehigh	\$10M
UPenn	\$35M	Stevens	\$8M
Yale	\$32M	RIT	\$7M
NYU	\$28M	NJIT	\$6M
		Clarkson	\$4M



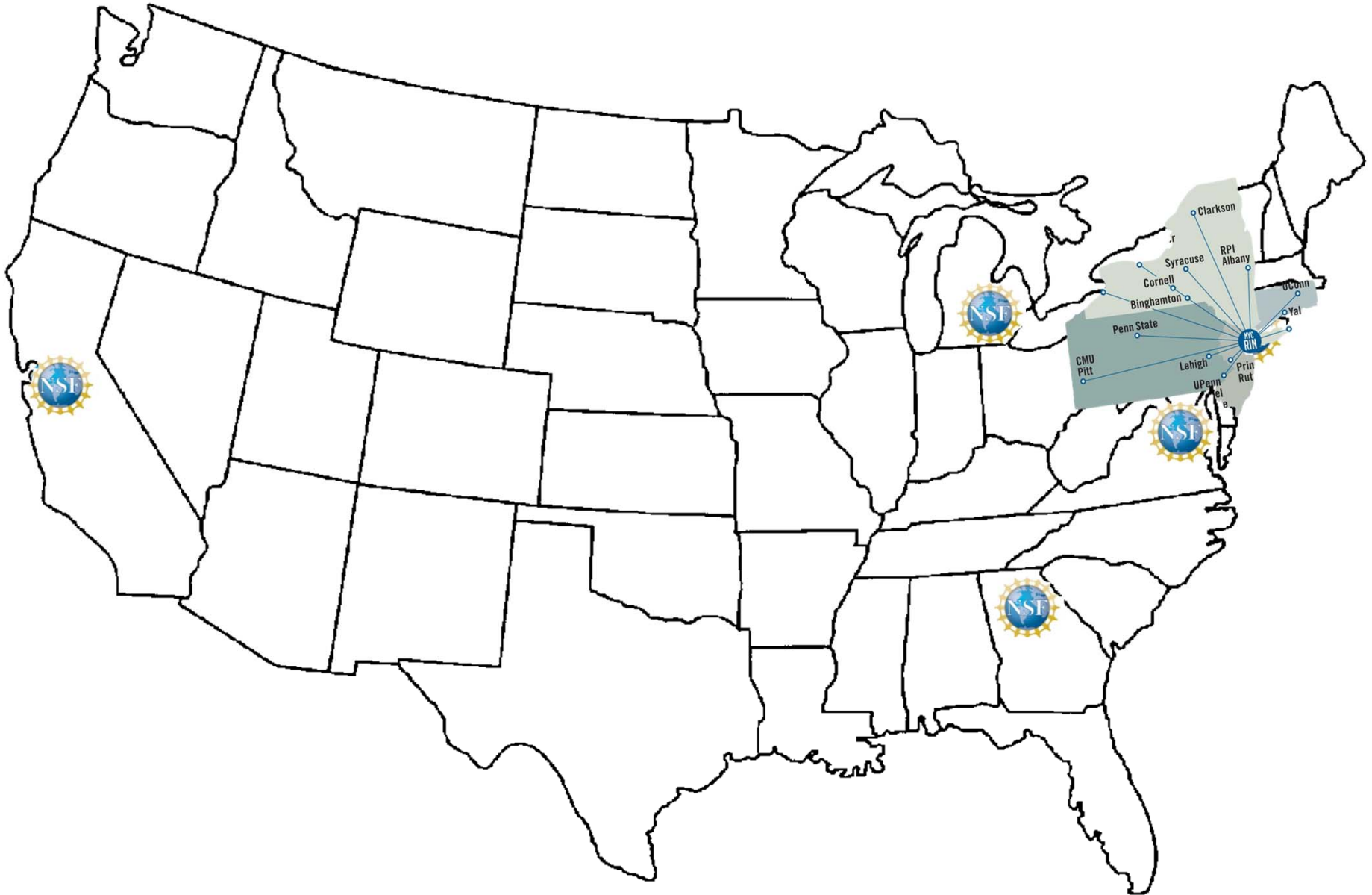
NYC Regional Innovation Node



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The New York City Regional Innovation Node (NYCRIN) is a network of over 25 leading universities in the New York, New Jersey, Connecticut, and Pennsylvania area.

NYC Regional Innovation Node



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Approach: Buy-in at network schools

- **Approached warm contacts**
 - Other I-Corps teams, IUCRCs, ERCs, CATs
- **Requested contact info. at highest levels**
 - Invitation came from CUNY VCR
- **Presented this as opportunity to describe their current entrepreneurship activities**
- **Commitments from Presidents, VPs, VPRs..**



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LESSON: Top down approach defined network

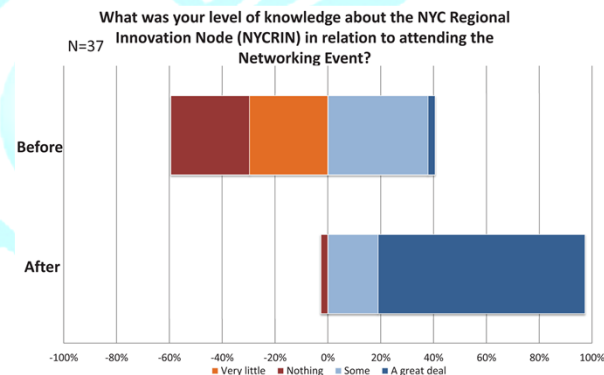


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Approach: Establishment of network

1st Annual Network meeting: July 2013

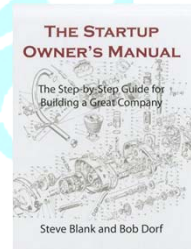
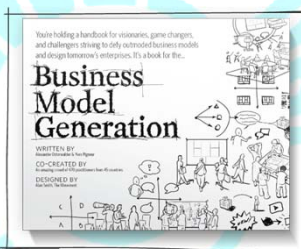
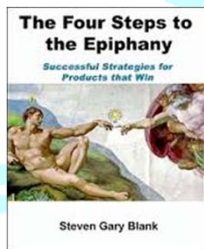
- Networking and collaborations was goal
- Peer-to-peer introductions across network
- Brief overview of NYCRIN I-Corps 101
- Distribution of info. templates for local use
- Follow-up survey - data capture & analysis
- Maintain network using of social media



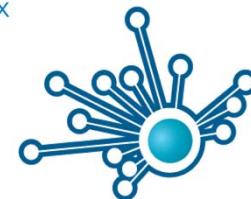
Lean LaunchPad – (Master Class **Sat.**)

Lean LaunchPad curriculum: NYCRIN I-Corps

- Steve Blank's Customer Development methodology
- Alex Osterwalder's Business Model Canvas
- Discovery narrative blogged using LaunchPad Central
- ❑ The online lectures are delivered through Udacity
 - Modified Inverted Classroom
- Weekly presentations using Webex
- Office hours using Skype



LaunchPad Central



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Lessons learned:

- **Great interest in Network activities and building collaborations**
- **Network POCs = pool for adjuncts /mentors**
- **Network schools doing unique programs**
- **All willing to share, just needed a structure**
- **It takes hard work to set up, but its value will be far greater than you expect**



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Future directions: What will we do next

- **Scale NYCRIN I-Corps**
- **Increase regional collaborations**
- **Develop more tools to enable regional peers**
- **Continue to exchange best practices**



Questions?



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NYCRIN.org



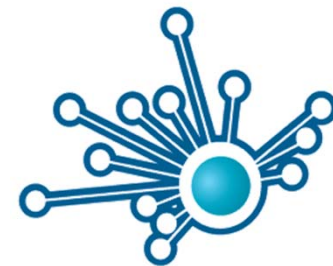
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