What’s Next?
In the field of observation, chance only favors minds which are prepared.

Louis Pasteur

2018 Technology Entrepreneurship Boot Camp

Observation

Identification

Implementation

Six Steps to Acting like a Tech Entrepreneur

- Identifying the Opportunity
- Determining the Entrepreneur’s capabilities and interests
- Evaluating the opportunity
- Deciding to act on the opportunity or look elsewhere
- Writing a summary of the concept
- Testing the summary and the concept with potential customers and investors
Types of opportunities

**Opportunity Pull**
• The size of the opportunity attracts opportunity seekers attempting to exploit it.

Example:
A drug to mitigate the effects of Alzheimer’s disease.

**Technology Push**
• A new technology or capability causes a search for new applications.

Example:
First iPhone
9 Categories of Opportunity

Nine Categories of Opportunity:
1. Increasing the value of a product or a service
2. New applications of existing means or technologies
3. Creating mass markets
4. Customization for individuals
5. Increasing reach
6. Managing the supply chain
7. Convergence of change
8. Process innovation
9. Increasing the scale of the firm

Discontinuity as an Opportunity

Evaluating an Opportunity: Sources of Discontinuities

I. Society
   - Aging Society
   - Lifelong Education
   - Food and Population Regulation

II. Technology
   - Innovation
   - Disruptive Technologies
   - New Knowledge

III. Markets
   - Deregulation
   - Supply Chain disruption
Green Light for an Opportunity

Characteristics of Entrepreneurial Teams
• Positive attitudes towards independence, achievement, and innovation
• Acceptance of risk and demanding work effort
• Capabilities matching the needs of the venture
• Willing to make the commitment required
• Passionate about the opportunity

Characteristics of the Context
• Timeliness
• Favorable industry conditions
• Future conditions appear favorable

Characteristics of the Opportunity
• Novelty of the product
• Potential for sustainable long-term success
• Potential for good return on investment
• Potential for a growing market
• Good risk-versus-reward balance
• Customers are known and responsive

Resources
• Capable of securing access to the human, financial, and physical resources required by the opportunity

UTSA: Built for your Success

• IP Protection: ©, TM, Patents, Trade Secrets
• Funding: CITE ($100K), I-Corps, POP
• Company Formation
• Incubator: NVI, T3DC, SATC, Geekdom
• Innovation Lab: AET Building, scan, replicate, 3d print, laser cut, sintering
• Industry Partnerships: Students and Faculty, Research Labs
• Mentor Network: SA Tech Boosters
• Investor Network: TRTF, SATC, TTF
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....... Hold on for the ride!

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CITE Roadrunner Innovation Lab

- Rapid Prototyping
  - 3D Printers (10)
    - Polyjet and FDM
    - SLA Manufacturing
  - 3D Scanners (4)
    - Handheld and HD
- CNC Lathes (2)
- CNC Mills (2)
- CO₂ Laser Cutter
- Soldering stations
- Computers and Software

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