

# Regional Technology Development Corp. of Cape Cod, Inc.

BACKGROUND I FALL 2008

Catalyzing technological innovation and promoting economic development on Cape Cod

## Focus:

Leveraging world-leading research in the Cape Cod region to capture economic benefits and emerging market opportunities for Cape Cod and the Commonwealth of Massachusetts.

## Management:

Seasoned entrepreneurial executives with extensive experience in identifying and leveraging emerging technologies into new start-up companies.

**Robert A. Curtis, PharmD**  
Chief Executive Officer

**Steve Withrow**  
Project Leader, Innovation  
Accelerator for Marine Sciences

## Board of Directors:

**William Zammer, Jr.**  
*Chairperson*  
Business Executive

**Sallie Riggs**  
*Vice Chairperson*  
Bourne Economic  
Development Council

**David Augustinho**  
Cape & Islands Workforce  
Investment Board

**Don Emery**  
Entrepreneur & Investor

**William Jackson, PhD**  
President, Brown University  
Research Foundation (Ret.)

**William McKeon**  
Woods Hole Oceanographic  
Institution (Ret.)

**David Sampson**  
Upper Cape Cod Regional  
Technical School (Ret.)

**Gary Vacon**  
Entrepreneur

**Harry Wilcox**  
Flagship Ventures

The Regional Technology Development Corporation (RTDC) of Cape Cod is a nonprofit, entrepreneurial, economic development initiative established in 2007 to advance commercialization of emerging technologies that will result in new employment opportunities and a diversified work force on Cape Cod and southeastern Massachusetts.

RTDC's efforts focus on:

- **Creating new high-value technology companies** by identifying commercially promising discoveries and by stimulating technology transfer from the Cape's world-leading research institutions
- **Expanding existing business** on the Cape through strategic and operational support, such as assistance with financing and technology licensing
- **Transferring technology** to the Cape region by identifying and in-licensing technology that can be developed for marine and environmental markets in which the Cape has existing infrastructure and R&D capabilities.

RTDC also provides strategic and operational support to companies interested in relocating to the Cape Cod area.

RTDC is funded by grants from the Commonwealth of Massachusetts, the John Adams Innovation Institute, and the Cape Cod Economic Development Council.

## Leveraging the Cape's World-Class Technology Assets

A key role of RTDC is to tap the commercialization potential of the Cape's cluster of preeminent ocean and environmental research institutions. RTDC identifies commercially promising discoveries and adds value to the intellectual property by providing typical early-stage entrepreneurial services that may result in the creation of new technology-based companies on Cape Cod. RTDC also plays a role in establishing linkages between these institutions and industry as well as with other research institutions.

RTDC is based in the Village of Woods Hole on Upper Cape Cod, home of its partners, the internationally recognized Woods Hole Oceanographic Institution (WHOI) and Marine Biological Laboratory (MBL).

RTDC works closely with scientists, engineers, and staff at WHOI and MBL to identify marine- and environment-related technologies that may ultimately result in the formation of a new company that would develop and commercialize marketable products. In addition, the RTDC actively endeavors to transfer academic and industry-based technology derived from other regional, U.S.-based, and international-based institutions to Woods Hole. An unparalleled knowledge base and marine and environmental research facilities have established Woods Hole as an epicenter for the development of technologies in that sector.

"RTDC has added new capabilities, experienced leadership, and a stimulating presence to the technology transfer efforts of WHOI and the Woods Hole community. RTDC has helped accelerate the culture shift that is necessary to build the technology economic sector of the region."

—Daniel H. Stuermer, PhD  
VP, External Relations  
WHOI

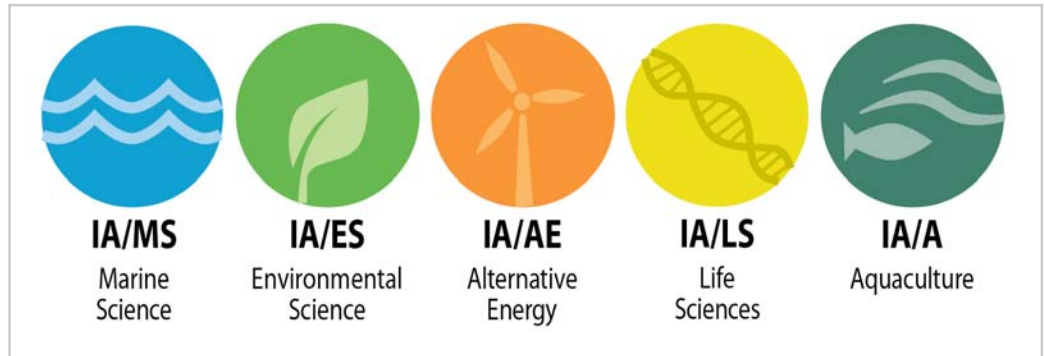
#### More Information:

Regional Technology  
Development Corp.  
97 Water Street  
PO Box 644  
Woods Hole, MA 02543

www.regionaltechcorp.org  
info@regionaltechcorp.org

508 540 2333 [p]  
508 540 2336 [f]

#### RTDC Innovator Accelerators



#### RTDC's Innovation Accelerator Model

Working closely with WHOI and MBL, RTDC has established a novel business model called Innovation Accelerators (IAs) that focuses on adding value to basic technologies in a way that enables the development of intellectual property that will serve as a basis for new company formation.

An IA is a concentrated effort in a particular field that identifies, reviews, and analyzes technology at research institutions for commercial potential. The IAs serve as a bridge between basic academic researchers who have promising but developmentally early technology and commercially oriented entrepreneurs and experts in the field of interest.

RTDC's first IA is focused on the Marine Sciences (IA/MS) and is being funded by a peer-reviewed grant provided by the John Adams Innovation Institute. The IA/MS is headed by Steve Withrow, a former industry executive with more than 30 years of experience in the marine and ocean technology field. He is supported by a nationally recognized advisory board consisting of senior business and scientific executives from the marine industry who review RTDC-proposed projects for technological quality, market need, and development requirements.

The IA/MS advisory board has selected three new opportunities identified by RTDC to pursue for potential company formation. Upon positive completion of technical and commercial due diligence assessments, RTDC will advance these opportunities to form new companies. RTDC will assist in developing business plans, identifying management, and seeking seed investment to initiate operations based on Cape Cod.

#### Future Plans

RTDC's rapid early success and substantial support from the local research institutions, business community, and economic development agencies signal the need to expand the IA model into the environmental and alternative energy areas, which are consistent with other research and geographic strengths of the Cape. In 2008, RTDC, working with senior management from MBL, secured a multimillion-dollar grant from the Commonwealth's Life Sciences Initiative and expects to expand more actively into these areas.

In addition, the RTDC is pursuing development of a "Technology Fragment Database" containing important discoveries and core technologies from Cape institutions that are not sufficiently robust or lack a broad enough focus to warrant new company formation. A distinguishing attribute of the database is that each technology includes some level of commercial analysis and evaluation. This relational database may thus be searched for "clusters" of fragments that may serve as a platform for the formation of a company or to partner with existing companies.