



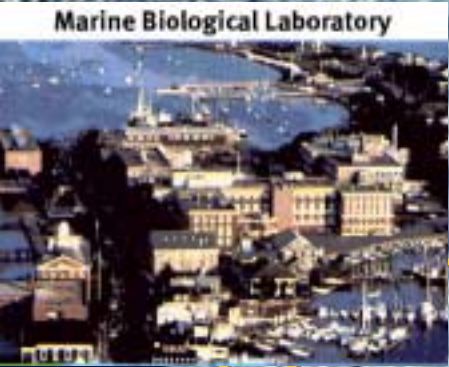
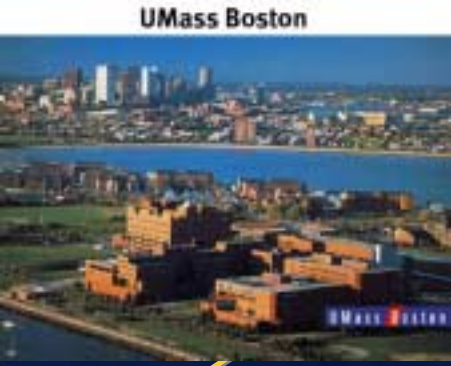
**Regional
Technology
Development
Corporation
of Cape Cod**

**Summit on Marine
and Environmental
Sciences**

May 30, 2007

WHAT IS THE RTDC?

A nonprofit organization focused on creating technology-based employment opportunities by facilitating commercial development of academic-based research to provide the foundation for new companies on Cape Cod and the region



**Regional
Technology
Development
Corporation
of Cape Cod**

**Affiliated
Institutions**

LOCATION

In the heart of Woods Hole village,
in close proximity to all Woods Hole-based institutions



RTDC—Strategic Direction

- Bridge the gap in understanding between academic researchers and industry-based technology development
- Proactively identify research-stage technology projects at academic institutions that may be suitable for further development and commercialization through the formation of new start-up companies
- Provide input from seasoned industry-specific executives and experienced entrepreneurs to identify, review, and advise on future commercial development of technology
- Utilize and leverage research and geographical assets located on Cape Cod & region to differentiate entrepreneurial base and commercial focus

ACADEMIC VS COMMERCIAL DEVELOPMENT

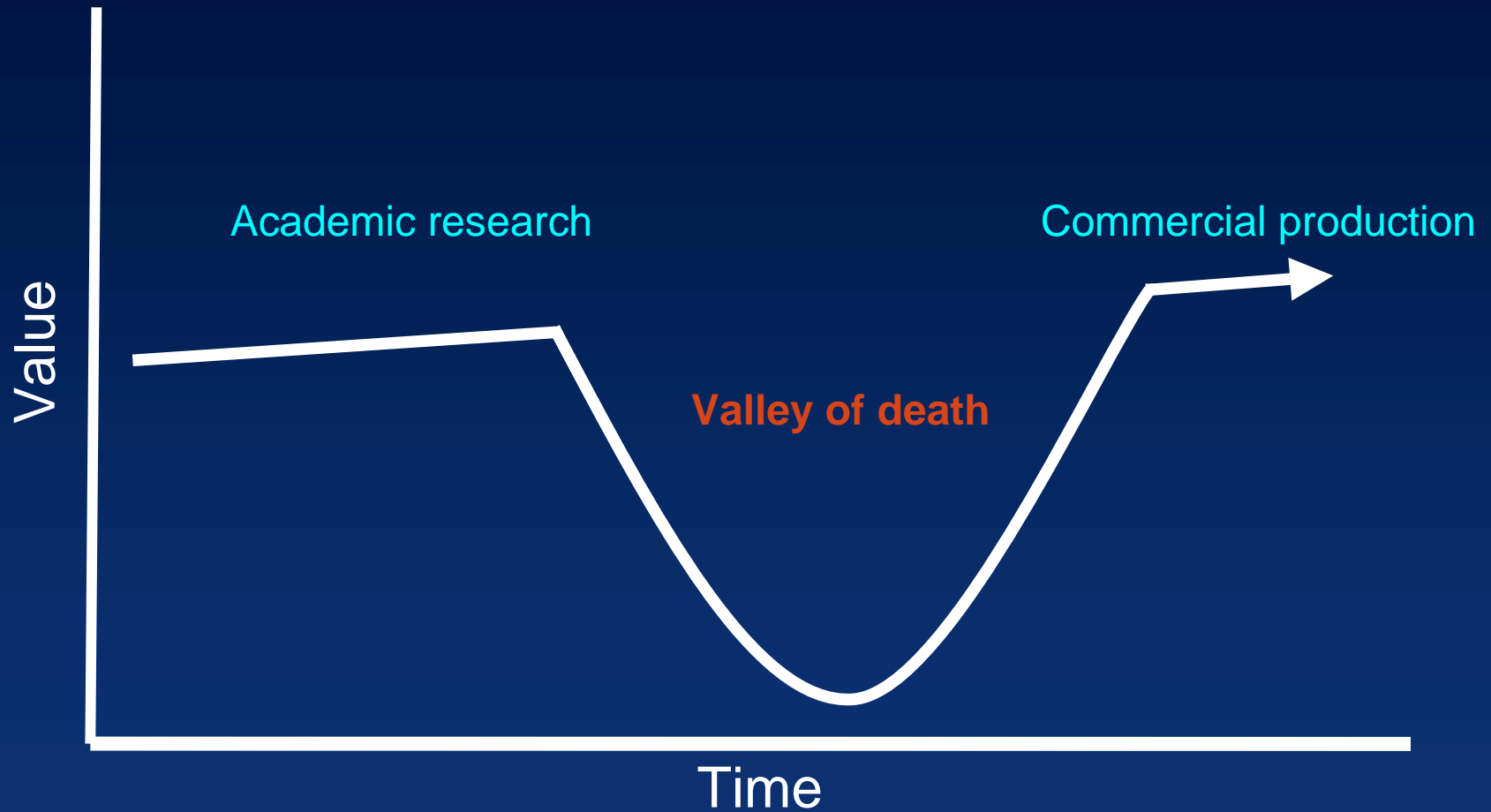
- Academic-based scientists lack knowledge of market opportunity, must think out of box for new (scalable) applications of technology
- Thought process and research activities geared to obtaining next grant/publication; not focused on product development
- Criteria for commercial proof of principle (P.O.P.) may be very different than scientific P.O.P. as to when and how to get there
- Example: ABCDEF... vs ABC—YZ-DEF...

RTDC-COMPANY FORMATION

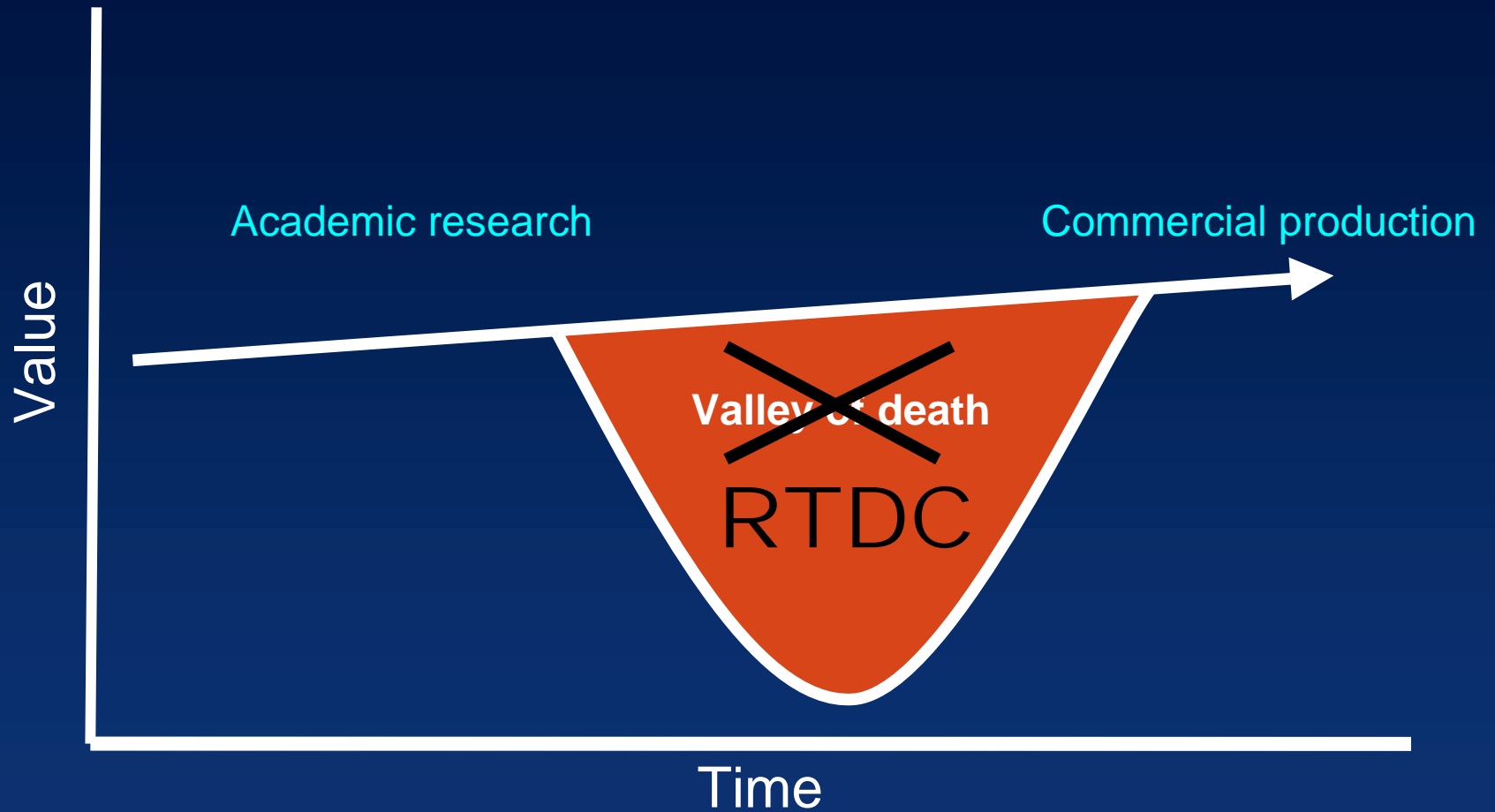
Early-Stage Value-Added Activities

- Identify new technology—direct interaction with scientists
- Review the technology for commercial potential with Advisory Board and other market info. sources
- Assemble technology into:
 - commercial entity with technology license
 - assist in business plan development
 - identify management & facilities
 - assist in identifying potential sources of funding

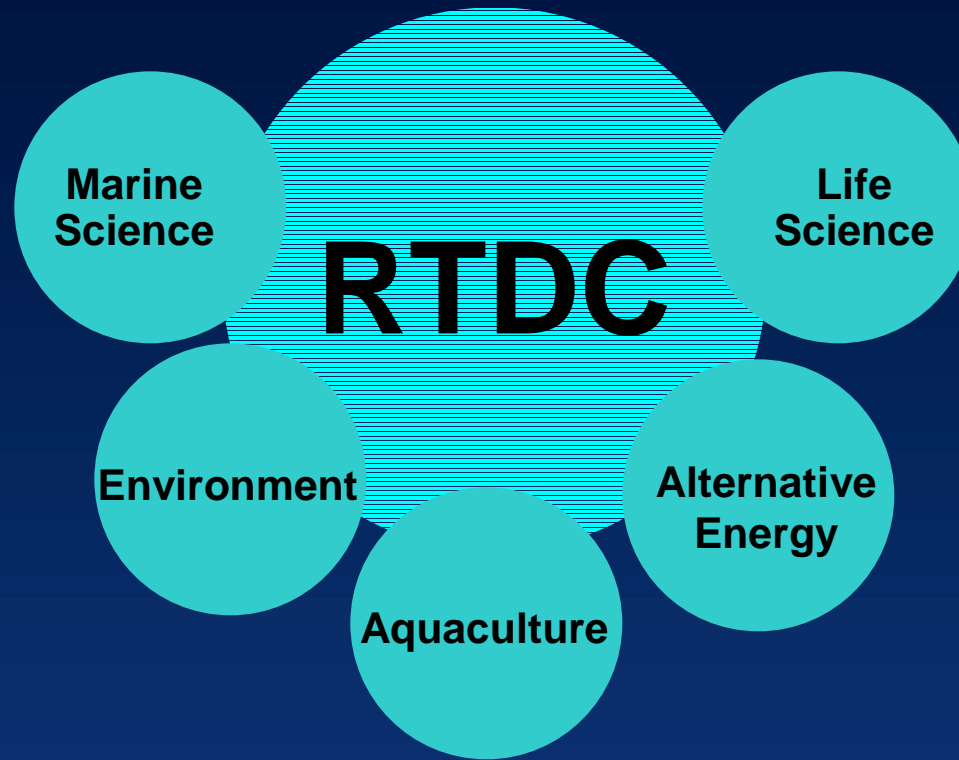
RTDC VALUE-ADDED TECHNOLOGY DEVELOPMENT



RTDC VALUE-ADDED TECHNOLOGY DEVELOPMENT



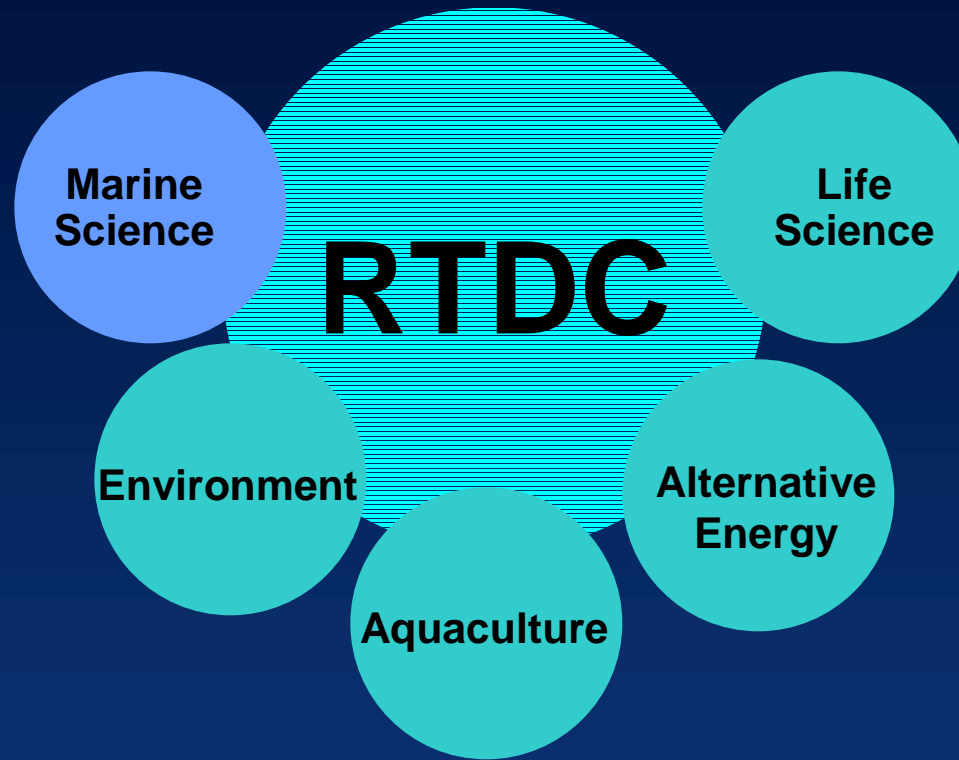
INNOVATION ACCELERATORS



JOHN ADAMS FOUNDATION INNOVATION GRANT

RTDC received a grant through a peer-review process from the John Adams Institute to establish and test a model for an
“Innovation Accelerator for Marine Sciences”

INNOVATION ACCELERATORS—Initial Focus



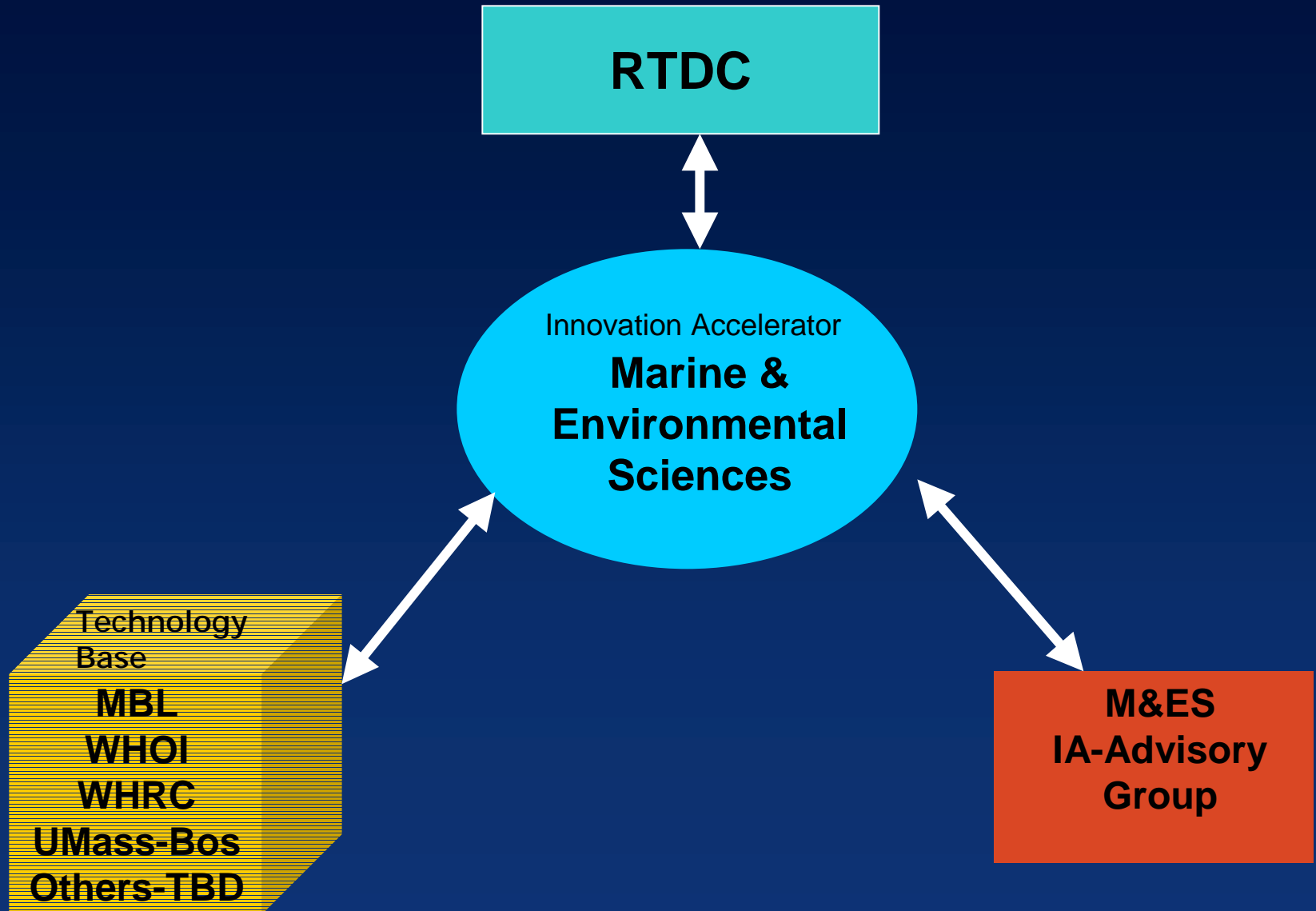
MARINE & ENVIRONMENTAL SCIENCES ACCELERATOR

**Marine &
Environmental
Sciences
(S. Withrow)**

Project Manager: Steve Withrow

30 yrs. experience in commercial marine sciences

MARINE & ENVIRONMENTAL INNOVATION ACCELERATOR MODEL



RTDC - MARINE SCIENCES ADVISORY BOARD

- **James M. Glynn**, VP Marine Systems Enterprise, Physical Sciences, Inc., Andover, MA
- **Justin Manley**, Sr. Scientist, Battelle, Duxbury, MA. Editor, Marine Technology Society, Washington DC
- **Hugh Murphy**, Director of Business Development, Purvis Systems, Middletown, RI
- **Gregory Trauthwein**, Associate Publisher and Editor, Marine Technology Reporter, NY, NY
- **Michael Vogel**, Sr. Research Engineer, Shell International Exploration and Development, Houston, TX

PROACTIVE SEARCH FOR NEW TECHNOLOGY (Fragments)

—Not all technology results in a new company—

- Establish informal relationships with other marine & environmental research institutions in region and worldwide.
- Set up database to identify complementary technology fragments for in-licensing (UMass, Scripps, URI, Miami, etc.)
- Cluster “technology fragments” into critical mass to form new company

CHALLENGES

- General lack of early-stage investment to get companies started in all areas
- Areas of focus not mainstream for traditional private (VC) investment
- Angel investment groups have been somewhat filling gap
- Angels dependent/limited in areas of expertise within group (IT, Life Sciences)

OPPORTUNITIES

- Marine & Environment new emerging growth markets
- Opportunities to “consumerize” and leverage technologies initially funded by DOD
- Marine & Environmental provide emerging un-crowded markets for investment
- Woods Hole institutions have deep “brain trust” and capabilities to capitalize on new opportunities

SUMMARY

- RTDC ultimate purpose is to stimulate job creation and diversify the Cape Cod employment base
- RTDC is initiating operations to provide *value-added* services to enhance technology development with a focus on new company formation
- Marine & Environmental technologies represents a growth opportunity for investment and commercialization for new products as these markets become more prominent