

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

BACKGROUNDERS Q2 2009

Marine Sciences | Environmental Technologies |  
Alternative Energy | Aquaculture | Life Sciences

## Focus

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

## Management

Entrepreneurial executives from the Cape Cod region with extensive experience in identifying and transforming new technologies into new business

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

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

## Board of Directors

**William Jackson, PhD**  
*Chairperson*  
President, Brown University  
Research Foundation (Retired)

**Sallie Riggs**  
*Vice Chair & Treasurer*  
Bourne Financial  
Development Corporation

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

**Ken Cirillo**  
Jeppesen Marine, Div. of Boeing

**Donald Emery**  
Entrepreneur & Investor

**William McKeon**  
Woods Hole Oceanographic  
Institution (Retired)

**Richard "Chip" Morse**  
Morse, Barnes-Brown & Pendleton

**Harry Wilcox**  
Flagship Ventures

The Regional Technology Development Corporation (RTDC) of Cape Cod is a nonprofit entrepreneurial organization established in 2007 to advance identification and commercialization of discoveries from Cape Cod's world-class research institutions, and to drive technology-based economic development in Cape Cod and southeastern Massachusetts.

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

A key role of the RTDC is to access the technological strengths and enhance the commercial potential of Cape Cod's cluster of preeminent research institutions, most notably Woods Hole Oceanographic Institution (WHOI) and the Marine Biological Laboratory (MBL).

RTDC initiatives focus on:

- **New and emerging aquatic research & development** that includes marine science, environmental technology, life sciences, alternative energy and aquaculture
- **Identifying and evaluating commercially promising new technologies and innovations** from affiliated Woods Hole-based research institutions
- **Facilitating and adding value to the strategic transfer of these technologies** through market analysis and commercialization advisement provided by the RTDC's sector-specific advisory board members
- **Aggressively pursuing transfer of technologies to business and industry** through license agreements, industry-based sponsored research partnerships with technology companies, and new company spin-offs

In January 2009, the RTDC and WHOI entered into a contractual relationship whereby the RTDC will provide technology transfer services to the Institution. A similar agreement with MBL went into effect in April, 2009. These partnerships allow both institutions, with their many complementary research programs and technologies, to be represented as one unified entity to leverage the RTDC infrastructure and expertise, thus enhancing the value and scope of technologies having potential commercial interest.

The RTDC is based in the Village of Woods Hole on Upper Cape Cod, home of its partners, WHOI and MBL. These two institutions have a combined annual research budget of over \$160M. An unparalleled knowledge base and infrastructure for marine and environmental research have established Woods Hole as a global epicenter for discoveries and development of new technologies in these sectors.

“RTDC has added new capabilities, experienced leadership, and a stimulating presence to the technology transfer efforts of WHOI and the Woods Hole community. The 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  
Woods Hole Oceanographic  
Institution

#### More Information:

#### Regional Technology Development Corp.

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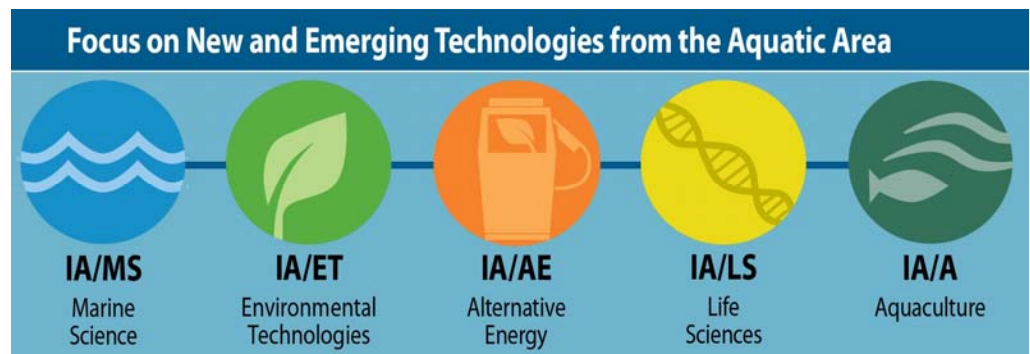
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The RTDC works closely with scientists, engineers, and staff at WHOI and MBL to identify technologies that may ultimately result either in licensing opportunities, or the creation of new technology-based companies. In addition, the RTDC works to establish linkages between its partner institutions and with other research institutions, and to match the unique capabilities and strengths of Woods Hole-based institutions to address unmet commercial needs worldwide.

#### RTDC Innovation Accelerators

The RTDC has established a novel “Innovation Accelerator” (IA) business model that focuses on identifying, reviewing, and evaluating technologies at research institutions for commercial potential, and on adding value to basic technologies to create intellectual property. The RTDC’s first IA is focused on Marine Science (IA/MS). This is supported by an advisory board consisting of senior business and scientific executives from the marine and environmental industries who further review technology screened by the RTDC. The IA/MS advisory board provides direction on technology quality, market need, and development requirements.



#### Future Plans

The RTDC will continue to work to establish four (4) additional IAs that are focused on specific fields in which Cape Cod based research institutions have distinctive strengths and strategic infrastructure and/or geographic assets.

The RTDC’s enhanced mission to support technology transfer from WHOI and MBL has also served to highlight the significant challenge of being able to quickly and accurately identify market sectors where ongoing or planned institutional research might be brought to bear to fill current or emerging technology “gaps.” The lack of available quantitative market research which supports the commercial application of emerging technologies in the entire aquatic technology space is an issue that continues to confound both commercial companies and marine research institutions in being able to foster R&D programs that address anticipated market needs. In the future, the RTDC, through its Advisory Board support structure, plans to spearhead a landmark effort to foster critical, early-stage “linkages” between researchers, the marine technology industry and the end-users of the technology. This will serve to insure that relevant, accurate and up-to-date technology application and user requirement information, which is critical to R&D decision making, is easily shared between these three (3) important segments of the market.