

An aerial photograph of a university campus, likely Yale, showing a grid of buildings, walkways, and green spaces. The image is semi-transparent, allowing the text to be overlaid. The text is centered and reads: 

**INNOVATION**  
*and Entrepreneurship*  
**ACROSS YALE**

Yale Ventures helps develop innovations  
that impact the world's greatest challenges.

# A campus-wide initiative, we connect and support Yale's entrepreneurship and innovation system



**BLAVATNIK FUND**  
*for Innovation at Yale*



YALE PLANETARY SOLUTIONS PROJECT



Yale SCHOOL OF  
MANAGEMENT  
*Program on Entrepreneurship*



quantumct



InnovateHealth Yale



**CLIMATE HAVEN**



CENTER FOR COLLABORATIVE  
ARTS AND MEDIA



Dwight Hall at Yale



## YALE VENTURES OFFERS:

- IP & LICENSING
- INNOVATION TRAINING
- CORPORATE STRATEGY
- INNOVATION COMMUNITY

## INTELLECTUAL PROPERTY (IP) & LICENSING

*Expertise to protect and license the intellectual property developed at Yale.*

## BUSINESS DEVELOPMENT

*Services to commercialize your innovations from assessment and valuation to licensing and startup support*

## ENTREPRENEURSHIP TRAINING

*Workshops and events to support your innovation journey.*

## ACCELERATOR FUNDS

*Grants, mentorship, and business support to launch your new venture.*

## NETWORKS

*Access to investors, industry partners, and Yale entrepreneurs.*

## INDUSTRY & ACADEMIC COLLABORATORS

*A team of corporate strategy professionals with experience connecting academic with industry.*

## ECONOMIC DEVELOPMENT

*A framework to connect with CT's broader innovation ecosystem and access to public-private sector partnerships.*

# GETTING STARTED

## *10 Steps for Yale Faculty*


- 01 INNOVATION LIBRARY
- 02 TALK TO AN EXPERT
- 03 DISCLOSURES
- 04 CUSTOMER DISCOVERY
- 05 VENTURE LAB
- 06 ACCELERATORS
- 07 LICENSING & PARTNERSHIPS
- 08 STARTING A COMPANY
- 09 SBIR & STTR FUNDING
- 10 INVESTOR NETWORKS

# 01 INNOVATION LIBRARY

**Yale Ventures curates a library of useful content for Faculty Innovators**


## Early Development

Filter Sort



Assessing Digital Health Technology...


Links  
[https://yale.zoom.us/rec/share/UTFuMkOh1qjWSGiTxQwlfDIP1Wb5xdudcDJPjvMqzp3KauMq63lRdIH\\_kcu1iQFb0.lGUuQQot6-ApM3VQ](https://yale.zoom.us/rec/share/UTFuMkOh1qjWSGiTxQwlfDIP1Wb5xdudcDJPjvMqzp3KauMq63lRdIH_kcu1iQFb0.lGUuQQot6-ApM3VQ)  
...



Pros	Cons
Funding	Loss of equity
Mentorship	Distractions
Networking	Major commitment
Demo day	Rapid growth

What is Accelerator Funding?

Links  
<https://www.hubspot.com/startups/resources/what-is-an-accelerator>

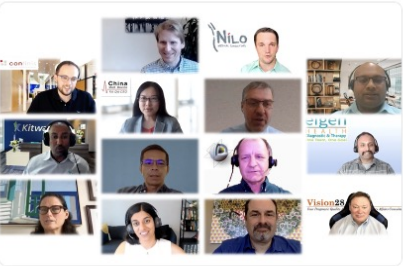


The fundamental principles of pharmaceutical formulation

Molecular considerations  
Finished drug product considerations  
Patient-centric considerations

Formulation for Drug Discovery

Links  
<https://www.patheon.com/us/en/insights-resources/blog/inside-pharmaceutical-formulation-development.html#:~:text=Drug%20formulat...>



Medical Software: The expert interv...

Links  
[Medical Software - The Expert Interviews \(medsoftbook.com\)](https://www.medsoftbook.com/medical-software-the-expert-interviews)

Yale Ventures INNOVATION LIBRARY



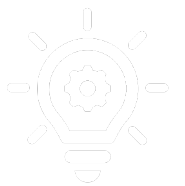
# 02 TALK TO AN EXPERT

## YALE VENTURES CAN REVIEW

- ✓ Commercial readiness
- ✓ Potential collaborators & investors
- ✓ Evaluating trade-offs between publishing and sharing your work with potential commercial opportunities

*Speak to an IP & Licensing expert **BEFORE** you publication to ensure the broadest protection of your idea.*

**CONTACT:** Susan Carr, Director of Faculty Engagement [Susan.Carr@Yale.edu](mailto:Susan.Carr@Yale.edu)



# 03 LEARN ABOUT DISCLOSURES

## Why is disclosure important?

*IP Protection, commercialization and federal funding reporting requirements*

### Disclosures Include:

- ✓ Your Info & Contributors
- ✓ Invention Information
- ✓ Support & Funding
- ✓ Public Disclosures
- ✓ Commercialization Interest



[SUBMIT A DISCLOSURE](#)





# 04

# CUSTOMER DISCOVERY



**ABOUT THE PROGRAM:** To help define your product or service, the National Science Foundation designed the I-Corps program to empower innovators to engage in early exploratory market research. Get to know your potential customers and stakeholders with expert guidance.

**WHY CUSTOMER DISCOVERY?** *Talking to prospective customers early can save valuable time and resources. Learn directly from future end-users, buyers, influencers and decision makers about the factors they use to purchase*

Explore Yale Ventures I-Corps programs 

# 05 VENTURE LAB WORKSHOPS

**ABOUT VENTURE LAB:**  
Comprehensive workshops that support faculty with executive mentorship, resources, business analysis, and funding sources.



*How do we raise? De-risk?  
Demonstrate more traction?  
What should be our use case?*

*Which market should we enter first?  
What are the costs?  
Regulatory challenges?  
Competitors?*

# YALE VENTURES EIRs: Executives & entrepreneurs in residence

Our **150+ EIRs** have deep **operational experience** and have gone through the process of turning new technologies into new businesses. They act as an early “sounding board” for Yale innovators developing startups.



YaleNewHavenHealth  
Yale New Haven Hospital



Canaan



SAMSUNG VENTURE INVESTMENT

Medtronic



Qualcomm

Google



ELM STREET VENTURES

KPMG



Alibaba

IBM

REGENERON



# 06 APPLY FOR AN ACCELERATOR

Our accelerators pair Yale innovators with business professionals to produce a thoughtful, concise business case for translational funding.

## Accelerators provide:

- ✓ Pitch preparation
- ✓ Defining value-proposition
- ✓ Identifying market potential
- ✓ Strategic Direction
- ✓ Funding Opportunities
- ✓ Exposure to Investors

## Faculty receive:

- Expert advice
- Business skills
- Coaching on messaging
- The opportunity to secure grant funding



# ROBERTS INNOVATION FUND

A Lab-to-Market Accelerator designed for the Yale School of Engineering & Applied Science

Bringing Yale / Engineering breakthrough technologies that solve real-world problems to their greatest impact in the world.

**ORIGIN** 2022 \$5M gift from Will Roberts '90

**THE GOAL:** Identify & support viable projects on the path from lab to impact.

## **AWARDS**

Up to \$150k per applicant per year (10 optimal for cohort)

## **CRITERIA FOR SUCCESS**

- ✓ **Yale Faculty:** SEAS faculty appointment.
- ✓ **Disruptive Innovation:** Novel project, the merit of the innovation is clearly articulated.
- ✓ **Solving a Significant Problem:** Aligned to a specific market need, with potential for scale.
- ✓ **Proof of Concept:** Demonstration that the initiative is technically feasible.
- ✓ **Funds:** Clear articulation of the use of funds.





THE COLTON CENTER  
FOR AUTOIMMUNITY AT YALE

# COLTON CENTER FOR AUTOIMMUNITY

Advancing innovative translational research in **autoimmune and allergic diseases**.

**LAUNCHED** 2020 **FUNDING** \$4.2M (2020-2024)

✓ 41 Investigators, 19 departments, 3 schools

## FOCUS AREAS

- ✓ Development of therapeutics, diagnostics, vaccines, and platform technologies
- ✓ Deciphering mechanism of complex immunological disorders

## AWARDS

- Pilot: ≤ \$200K
- Development: ≤ \$100K
- Micro: ≤ \$50K

*For collaborative projects with investigators @ NYU, Penn & Tel Aviv University, please contact: [makoto.yoshioka@yale.edu](mailto:makoto.yoshioka@yale.edu)*



**BLAVATNIK FUND**  
*for Innovation at Yale*

# BLAVATNIK FUND FOR INNOVATION

Committed to cultivating and transforming Yale's pioneering research into cutting-edge, life science solutions addressing unmet medical need.

**LAUNCHED** 2017 **SIZE** \$65M (over 15 years)

**FOCUS** Innovative life science research with commercial potential

**AWARDS - 81 unique projects supported**

\$3.2M, 16-20 awards per year

\$30K: Accelerator Awards (up to 8 per year)

\$100K: Pilot, 1 Year

\$300k: Development, 1-2 Years

534 applications across 8 cycles

## CRITERIA FOR SUCCESS

- ✓ Research addresses major **unmet need**
- ✓ Strong indications of **commercial interest**
- ✓ Technology is near a “**value inflection point**”
- ✓ Technology is **patentable** w/freedom to operate
- ✓ Committed **principal Yale investigator**

# ACCELERATOR TIMETABLE

**LIFE SCIENCES**

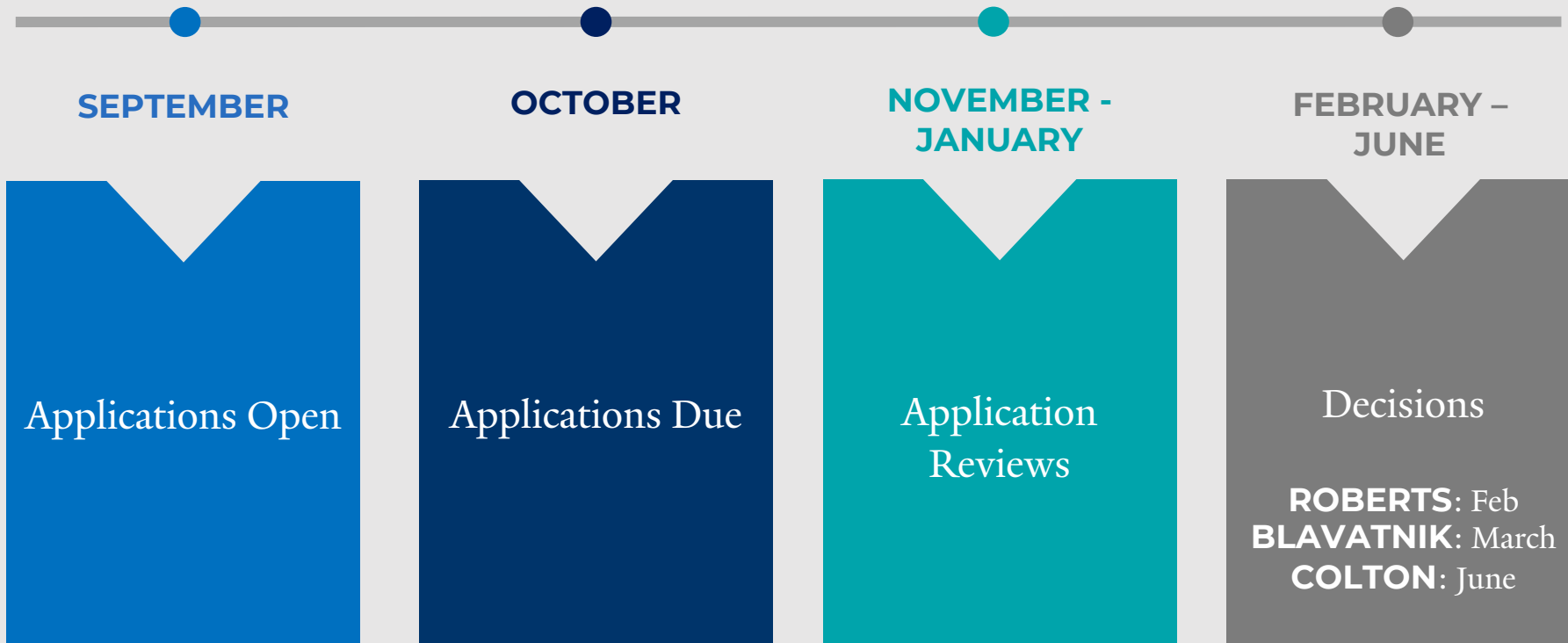
Blavatnik Fund for Innovation at Yale

**ENGINEERING**

Roberts Innovation Fund

**AUTOIMMUNITY**

Colton Center for Autoimmunity



# No. 7 Licensing and Partnership



***How to Bring  
Innovation  
to Market?***

IP can be...

Licensed to **third parties**  
for them to develop

Licensed to a  
**startup**

**Co-developed** with  
outside parties

**IP & Licensing  
Resources**

✓ *Check out our Yale Ventures  
resources here*

***Our Yale Ventures experts can provide context and help faculty  
innovators make an informed choice for their innovation***

# No. 8

# Starting a Company

Launching a successful startup requires...



A breakthrough Innovation



Resources



With a significant market opportunity



And an A-Team

*Not sure where to start? Visit:*

**Yale Guide to  
Starting a Company**



# No. 9

# SBIR & STTR Funding

**SBIR** = Small Business Innovation Research  
**STTR** = Small Business Technology Transfer



**SBIR/STTR grants offer innovators non-dilutive funding to continue R&D**

*See more options here*

**Yale Ventures Funding Opportunities**

## Differences Between SBIR and STTR

	SBIR	STTR
<b>Partnering Requirement</b>	Permits partnering	Requires a non-profit research institution partner
<b>Principal Investigator</b>	Primary employment (>50%) must be with the small business	PI may be employed by either the research institution partner or small business (check solicitation)
<b>Work Requirement</b>	May subcontract up to: 33% (Phase I) 50% (Phase II)	Minimum: 40% Small Business 30% Research Institution Partner
<b>Program Size</b>	3.2% (FY19 - \$3.28B)	0.45% (FY19 - \$453M)
<b>Majority VC ownership</b>	Allowed by some agencies	Not allowed
<b>Participating Agencies</b>	11 agencies (extramural R&D budget > \$100M)	5 agencies (extramural R&D budget > \$1B)

**The small business is ALWAYS the applicant and awardee!**

# No. 10

# Investor Networks

Yale Ventures supports faculty innovators by assessing the readiness of their technology and their team for external investment.

We guide and advise faculty on how best to present their value to investors.

To learn more about how start-ups connect with capital see our Innovation Library's Fundraising section.

# Stay Connected with **Yale Ventures**

Contact: Susan Carr, Director of Faculty Engagement, [Susan.Carr@Yale.edu](mailto:Susan.Carr@Yale.edu)

[NEWSLETTER](#)

[SOCIAL MEDIA](#)

[ANNUAL REPORT](#)

## **Our Offices**

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