



Innovation

# I2I

Invoice

Sustainability, Innovation & Entrepreneurship

DELAWARE

SUSTAINABLE CHEMISTRY  
ALLIANCE



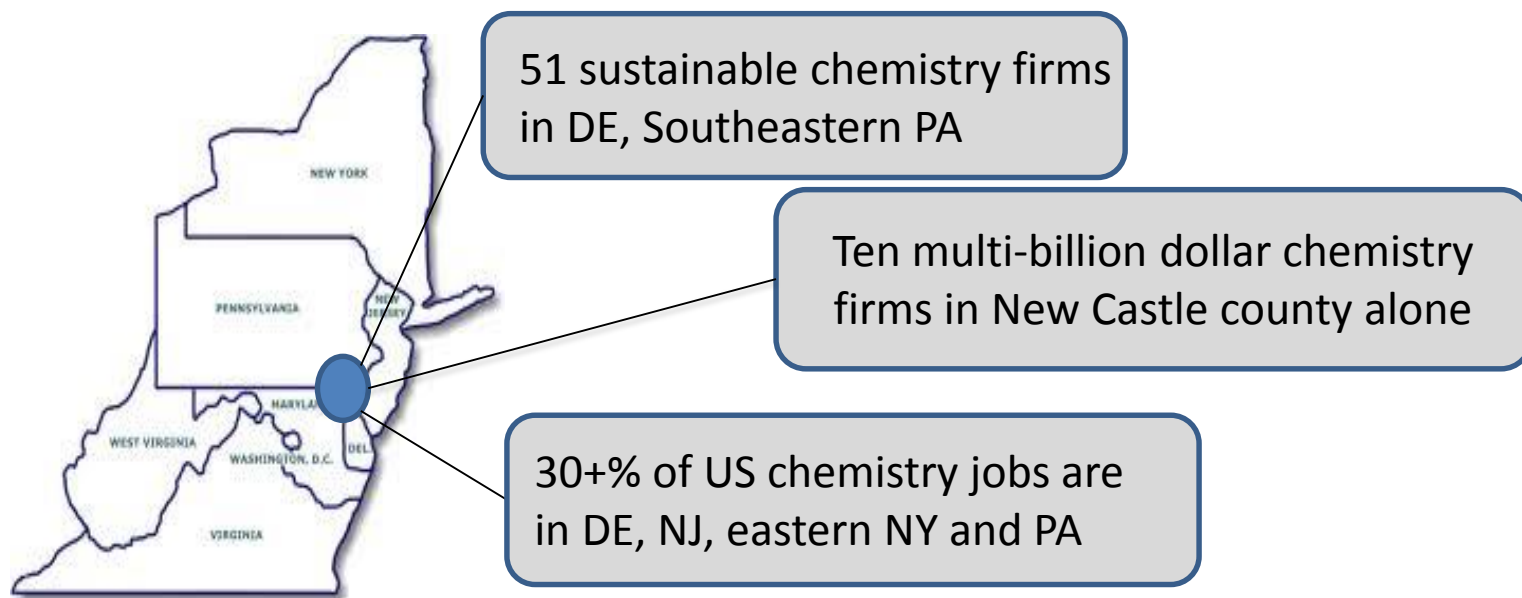
# Sustainable Chemistry Alliance

**Founded in 2010 with the mission to enable early-stage technologies to connect and grow within a globally recognized center of excellence which**

- Builds upon strong existing foundation of chemistry, materials, and renewable technology in the region
- Attracts multi-institutional grants and strategic partnerships
- Fosters a robust pipeline of technology platforms that lead to sustainable products and processes, create new jobs, and provides economic stimulus in the region
- Coordinates a state of the art infrastructure that becomes a global focal point for excellence



# Regional Ecosystem



- Over 50 related graduate programs within 75 miles
- 78 direct companies with 15+ employees
- One of the world's highest concentrations of domain experts



# Partnering Organizations & Supporters



*Inspiring Women*  
in STEM Conference



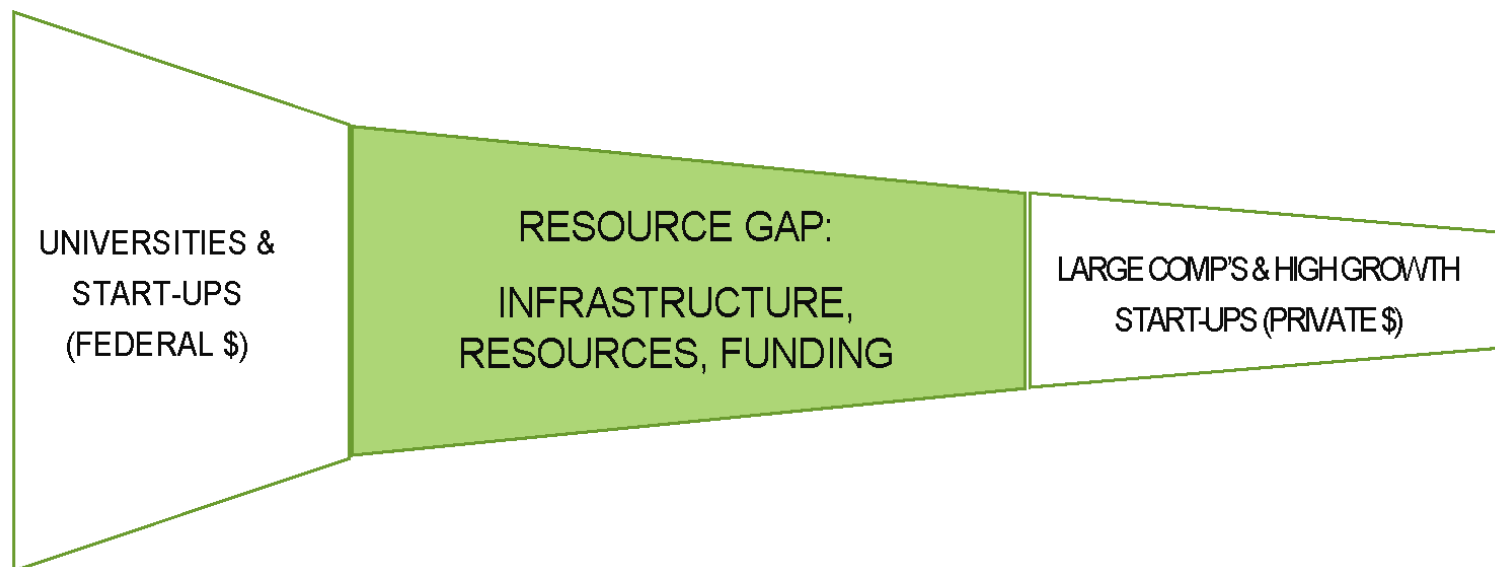
*The miracles of science™*



DELAWARE  
SUSTAINABLE CHEMISTRY  
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# Innovation Challenges



# Innovation Challenges

- Must integrate into complex value chains
- Long and costly development cycles
- High capital requirements for first commercial deployment, which...
- Competes against highly optimized, fully depreciated, still functional assets, which leads to...
- Leapfrogging technology situations

# Our Solution: I2I

## Innovation to Invoice Engagement:

- Lunch & Learns
- Networking Events
- Domain Experts
- TechConnect Workshops
- Annual Investor Showcase



# Needs of Innovators

**Besides money, lab space, and general business start-up services, innovators need:**

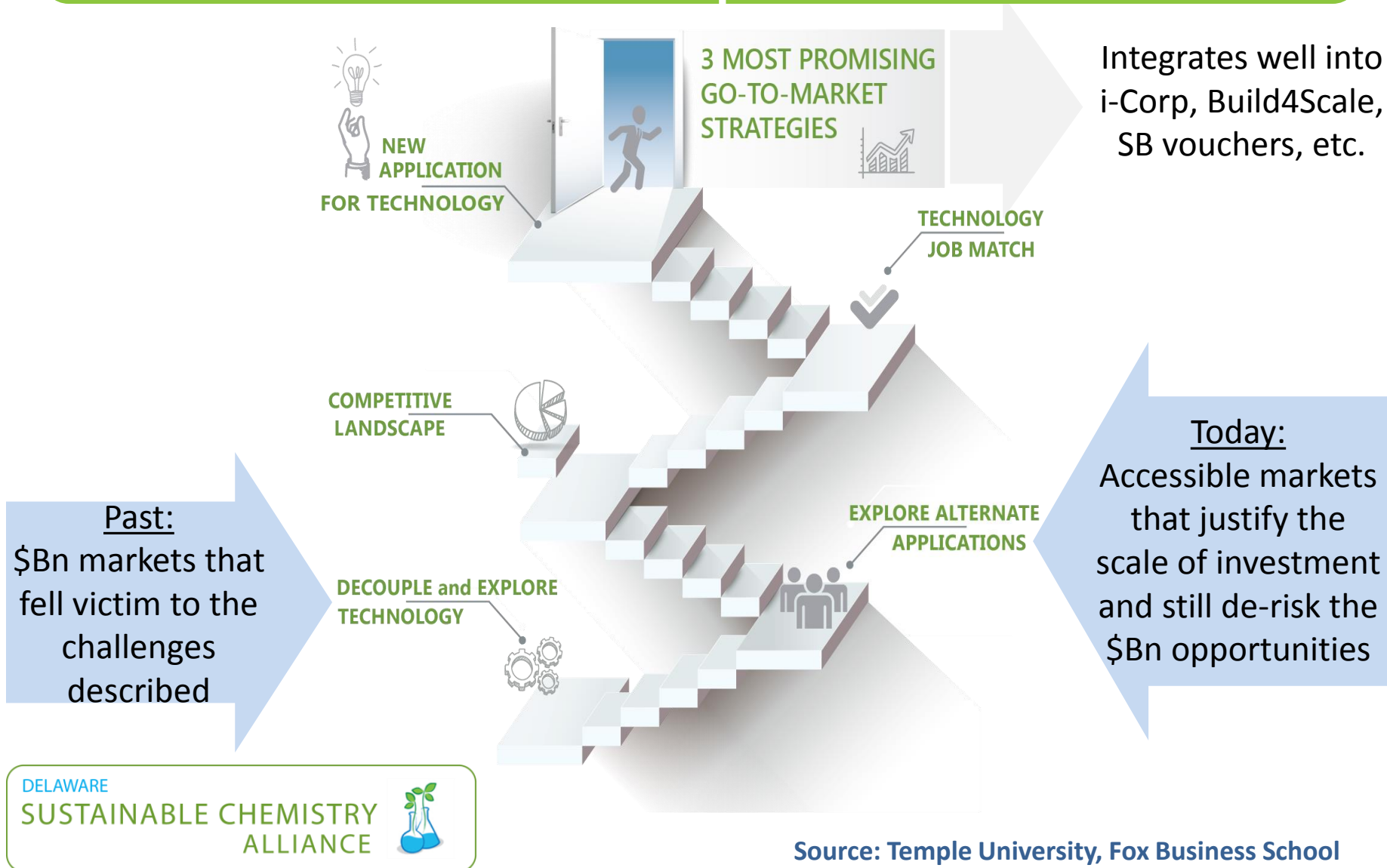
- A basic understanding of the long and iterative process of commercialization
- Expert knowledge of product development, engineering, value propositions, and companies in the value chain
- Ability to select from a larger number of possible applications which can **get them to positive cash flow fast!!**



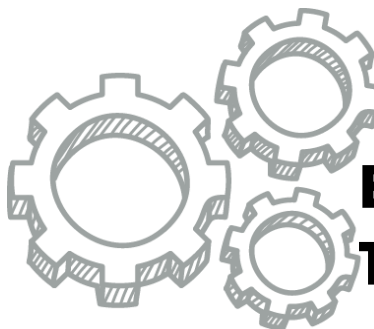


# TechConnect

## Structured Process for Capital Intensive Innovation



# I2I Overview



## **STEP ONE: Explore the Technology**

- Decouple technology from initial application and explore.
- What does the core technology do/ can't do?
- How might these aspects be a strength or weakness?



## **STEP TWO: Explore Alternate Applications**

- Consider industries, context and applications.
- What do people and/or organizations need done?
- In each case, is this a PAIN or a GAIN?

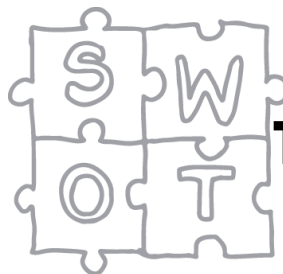


# I2I Overview cont'd



## STEP THREE: Competitive Landscape

- What competitors or alternatives exist for each application?
- Is your technology a drop-in replacement?
- Which needs are unmet?



## STEP FOUR: Technology Job Match

- What are the benefits offered by this technology in each application?
- Does the technology perform better or worse than the competitor?
- What are the unique advantages?



# I2I Overview cont'd



## STEP FIVE: New Application for Technology



- How does technology add value to the end user?
- What are the barriers to adoptions?
- What other constraints apply between you and launch?



3 MOST PROMISING  
GO-TO-MARKET  
STRATEGIES



# Investor Showcase

## Inaugural Participants

Elc r i o n 

 Graphene  
Frontiers  
Materially Advancing The Life Sciences.

  
VOLTAIC COATINGS

  
XERGY

  
UNITED CATALYST

AñCatt

 **SANOSIL**  
DISINFECTANTS FOR LIFE 

  
CREX BIORESINS, INC.

 **H<sub>2</sub>OPE**  
BIOFUELS  
Clean Energy for a Clean Future

>\$25M investment raised, >\$5M in government grants awarded, >3 strategic partnerships secured (e.g., Shell, GE, FHR, etc.), two successful exits and >3 commercial licenses

# Pay For Economic Success

## An innovative funding mechanism introduced in Delaware:

- Addresses the early-stage funding gap by incentivizing capital investment from a variety of sources
- Removes investment from the State, tax dollars are NOT used and are NOT at risk
- Pays out after jobs are created and success has been measured
- Enables the market to make the investment choices for promising technologies





# Q&A

[loriapalmer@hotmail.com](mailto:loriapalmer@hotmail.com)  
[DESustainableChem.org](http://DESustainableChem.org)

