NYCRIN I-Corps

Want to learn how to commercialize your research?

The NYC Regional Innovation Node (NYCRIN) teaches the Innovation Corps (I-Corps) curriculum using the Lean LaunchPad methodology of hypothesis-driven customer discovery.

The course demands that teams “Get out of the Building” and focus on talking to potential customers to discover how their technology could effectively solve customer unmet needs or pain points. Though a flipped classroom, entrepreneurial teams are immersed in testing their business model hypotheses outside the classroom. While in the classroom, lecture time is deliberately traded off for student/teaching team interaction.

I-Corps teaches researchers how to approach their work by thinking about market needs earlier in the process.

What are the benefits?

**Concentrated time** to focus on commercialization

**Build relationships** with experienced entrepreneurs and investors who can advise you on how to bring your product to market

**Identify commercial potential** for technology to increase probability of grant or venture capital success

**Prepare** students to be competitive entrepreneurs

What are previous successes?

New [startup] businesses

Licensing agreements

Threefold increase in ability to win SBIR/STTR awards

Validated [business model] suitable for pitches, early-stage investments, and competitions

[Access] to partners, mentors, and investors

Who is eligible?

Technology must be at [proof-of-concept] stage

The source of the research funding is not restricted to any federal agency

Teams must be from the NYCRIN network: any university in New York, New Jersey, Pennsylvania, or Connecticut

Who is on the team?

[Entrepreneurial lead](EL) can be a post-doctoral scholar, student or researcher with relevant knowledge of the technology and who demonstrates commitment to investigating the commercialization potential of their innovation

EL must commit **at least** 15 hours per week!!

[Industry Mentor](IM) is an experienced or emerging entrepreneur who operates in proximity to the institution

[Principal Investigator](PI) has to disclose the technology to the TTO and may or may not be actively involved in the team.