

GLI's **ENTERPRISECORP**

T2C

“Tinkering To Commercialization”

- “How To Guide” – an introduction to commercializing your prototypes
 - Commercialization Activities
 - Company Building & Funding
 - Prototype Manufacturing
- Tag-Team Presentation:
 - LVLI – Louisville Hackerspace
 - GLI's EnterpriseCorp
 - Louisville Metro Inventors Council (LMIC)
 - Louisville Digital Association (LDA)





“We are a friendly community of tinkerers, makers, engineers, educators, scientists, artists, hackers and overall geeks.”

- www.LVL1.org

A Process As Easy As 1-2-3

1. Be A Problem Solver.

- Bigger, Faster, Stronger
- Increasing Revenues
- Cutting Costs

2. How Many Does Your Solution Help?

- Big
- Growing
- Will your Market Pay = \$\$\$

3. Be Lean!

- 1st Prototype In-hand
- Start Talking to People

- Talent! Talent! Talent!
 - Great teams and average idea will always beat a great idea and an average team
 - Be Inclusive: Board of Advisors, Mentors, Engaged Customers
- Funding! Funding! Funding!
 - Public Sources: DCI, KSTC, Vogt Awards
 - “Bootstrapping”: Customer Revenues or Personal Savings
 - Private Sources: Enterprise Angels et al
- Connections! Connections! Connections!
 - Community Resources (Full Scale Prototype, Attorneys, Accountants, Consultants)

Make It Kentucky

Kentucky Manufacturing Assistance Center
(KMAC)

&

Kentucky Science & Technology Corporation
(KSTC)



Make It Kentucky's Mission

The goal is to help manufacturers develop new products that will increase their competitiveness and foster the growth of high tech entrepreneurial companies in Kentucky.

- Help Entrepreneurs Commercialize Technology
 - Match technology with appropriate manufacturers
 - Match manufacturers with suppliers
- Improve processes for Developing and Commercializing New Technology
- Strategy Consulting Services
 - Executive-Level Coaching
 - Supplier relationships

Identify A Manufacturer

Your manufacturer:

- Should want to be a partner in your success
 - Not too big, not too small, has a long-term outlook
- Should have the capabilities you know you need (i.e., certs., clean, organized)
- Should produce on time (ask for the lead time)
- Should have the ability to scale up production w/o sacrificing quality
- Should possess strong technical customer service department to solve your problems in a timely manner

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CASE STUDY

2011

Company
Profile

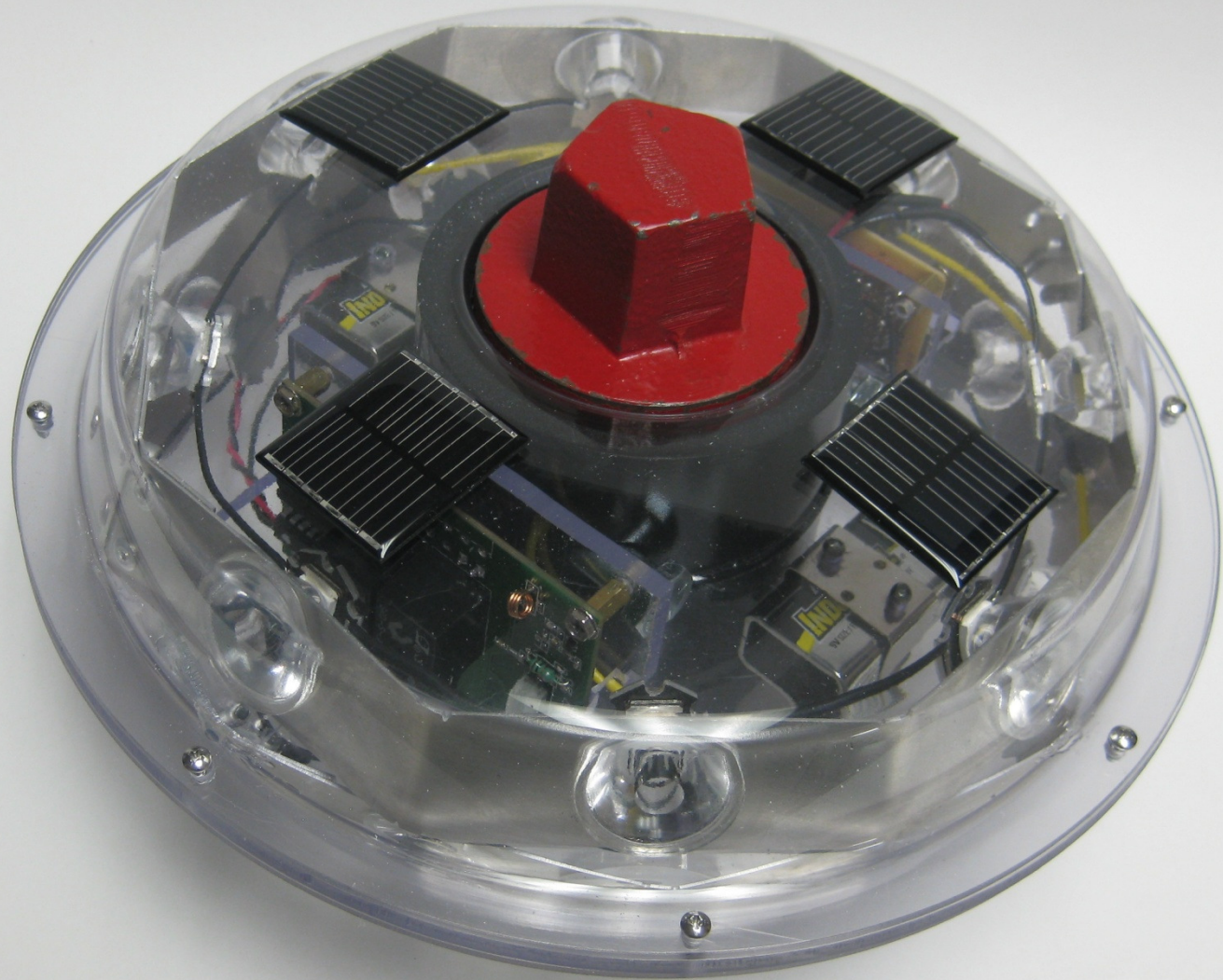


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Replacing Traditional Endo-Stops



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LMIC
Louisville Metro Inventors Council

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Before Exiting...

- LVLI
❖ Chris Cprek
- Louisville Digital Association (LDA)
❖ Jay Garmon





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Thank You!

