At the intersection of entrepreneurship and sustainable business, we see the greatest opportunities.

The Technology Entrepreneurship Program is coordinated by the Lundquist Center for Entrepreneurship, which is housed with the UO Business Innovation Institute.
Technology Entrepreneurship Program

The Technology Entrepreneurship Program (TEP) is a major component in the experiential framework of the Oregon MBA program. The program is a cross-campus collaboration involving law and science graduate students interested in entrepreneurship. Working in interdisciplinary teams provides real-world experience unlike any other academic program at the University of Oregon. **TEP is top students engaging emerging technologies with the potential to create viable businesses.**

OUR PARTNERS: A NETWORK OF INNOVATORS

- Pacific Northwest National Laboratory (PNNL)
- National Energy Technology Laboratory (NETL)
- Oregon Built Environment & Sustainable Technologies Center (BEST)
- Oregon Health & Science University (OHSU)
- Oregon Nanoscience and Microtechnologies Institute (ONAMI)
- University of Oregon
SUCCESS STORIES

“This program brings together creative, pragmatic people across different disciplines and provides an opportunity to vet business strategies with real-world market feedback. The TEP structure allows for rapid feedback on the feasibility of commercializing a technology, and provides a great head start for those who choose to launch businesses. It is a perfect incubator environment.”

JON HOFMEISTER, MBA ’05
PRESIDENT, PERPETUA POWER SOURCE TECHNOLOGIES

“TEP was hugely valuable to me as it married my love of science and business with the chance to collaborate with other graduate students across campus. I gained a new appreciation for the complexities and hurdles in bringing a new technology to market, especially when product adoption relies so heavily on behavioral changes from the end user. Ultimately, the lessons learned in developing a technology pushed our New Venture Planning team toward the simplicity of our first consumer product, Red Duck Ketchup.”

SHANNON OLIVER, MBA ’13
CO-FOUNDER, RED DUCK FOODS, INC.

TEP Summer Fellows Timeline

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TEP Summer Fellows Timeline</strong></td>
<td><strong>TEP Fall through Spring Terms and Beyond Timeline</strong></td>
</tr>
<tr>
<td>Information Sessions for graduate students in business, law, and science</td>
<td>New Venture Planning</td>
</tr>
<tr>
<td>Invitations made to selected students</td>
<td>New Projects plus Fellows projects</td>
</tr>
<tr>
<td>Selection of Fellows announced</td>
<td>Venture Launch Boot Camp</td>
</tr>
<tr>
<td>Fellows Exposed to Technology</td>
<td>EARLY JANUARY</td>
</tr>
<tr>
<td>TEP Fellows orientation</td>
<td><strong>YEAR 1</strong></td>
</tr>
<tr>
<td><strong>YEAR 2</strong></td>
<td><strong>MARCH</strong></td>
</tr>
<tr>
<td><strong>JANUARY</strong></td>
<td><strong>APRIL</strong></td>
</tr>
<tr>
<td><strong>SEPTEMBER–DECEMBER</strong></td>
<td><strong>EARLY JANUARY</strong></td>
</tr>
</tbody>
</table>

SUCCESS STORIES

“This program brings together creative, pragmatic people across different disciplines and provides an opportunity to vet business strategies with real-world market feedback. The TEP structure allows for rapid feedback on the feasibility of commercializing a technology, and provides a great head start for those who choose to launch businesses. It is a perfect incubator environment.”

JON HOFMEISTER, MBA ’05
PRESIDENT, PERPETUA POWER SOURCE TECHNOLOGIES

“TEP was hugely valuable to me as it married my love of science and business with the chance to collaborate with other graduate students across campus. I gained a new appreciation for the complexities and hurdles in bringing a new technology to market, especially when product adoption relies so heavily on behavioral changes from the end user. Ultimately, the lessons learned in developing a technology pushed our New Venture Planning team toward the simplicity of our first consumer product, Red Duck Ketchup.”

SHANNON OLIVER, MBA ’13
CO-FOUNDER, RED DUCK FOODS, INC.

TEP Summer Fellows Timeline

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TEP Summer Fellows Timeline</strong></td>
<td><strong>TEP Fall through Spring Terms and Beyond Timeline</strong></td>
</tr>
<tr>
<td>Information Sessions for graduate students in business, law, and science</td>
<td>New Venture Planning</td>
</tr>
<tr>
<td>Invitations made to selected students</td>
<td>New Projects plus Fellows projects</td>
</tr>
<tr>
<td>Selection of Fellows announced</td>
<td>Venture Launch Boot Camp</td>
</tr>
<tr>
<td>Fellows Exposed to Technology</td>
<td>EARLY JANUARY</td>
</tr>
<tr>
<td>TEP Fellows orientation</td>
<td><strong>YEAR 1</strong></td>
</tr>
<tr>
<td><strong>YEAR 2</strong></td>
<td><strong>MARCH</strong></td>
</tr>
<tr>
<td><strong>JANUARY</strong></td>
<td><strong>APRIL</strong></td>
</tr>
<tr>
<td><strong>SEPTEMBER–DECEMBER</strong></td>
<td><strong>EARLY JANUARY</strong></td>
</tr>
</tbody>
</table>
TECHNOLOGY ENTREPRENEURSHIP PROGRAM

Information Sessions for graduate students in business, law, and science

- **JANUARY**
  - Invitations made to selected students
  - Technology portfolio selected

- **MARCH**
  - Selection of Fellows announced
  - Fellows exposed to technology

- **APRIL**
  - Fellows attend meetings with UO and Battelle inventors
  - TEP Fellows orientation

- **MAY**
  - Technology assessment by teams
  - Market assessment by teams

- **JUNE**
  - Business feasibility analysis by teams
  - Final presentation by teams

- **JULY**
  - Market assessment by teams
  - Business feasibility analysis by teams
  - Final presentation by teams

- **AUGUST**
  - New Venture Planning
  - New Projects plus Fellows projects

- **SEPTEMBER-DECEMBER**
  - Venture Launch Boot Camp
  - International Business plan competitions

- **EARLY JANUARY**
  - Venture Launch Pathway
  - International Business plan competitions

- **JULY**
  - Market assessment by teams
  - Business feasibility analysis by teams

- **AUGUST**
  - Final presentation by teams
  - Business feasibility analysis by teams

- **JUNE & BEYOND**
  - On-Going Support
  - Post-graduation support of all TEP students

ANDREW WHITE, CENTER FOR SUSTAINABLE BUSINESS PRACTICES MBA ’13, applied for and was admitted to the TEP program. “It was really exciting to have the opportunity to interact with high level students from other disciplines,” he said. White was assigned to a team, and the group began evaluating technologies. “Not being experts in all fields of science, we could appreciate the amount of brain power it took to develop the technologies to their current stage and we wanted to be part of the next step in the process: bringing them to market,” he said. “One of my favorite parts was not only having access to brilliant scientists and inventors, but also the access to local business executives and successful entrepreneurs who have been through this process and coached other successful students. We got to learn from our own experience, but also that of the executives, as well as other students who came before us.”
AN INVALUABLE PROCESS

Each spring applicants are screened and selected, then assigned to a high-potential proprietary technologies. Between June and August, TEP Fellows teams complete a technology assessment, market assessment, and business feasibility assessment. Work is guided and supported by faculty advisors with expertise in technology commercialization as well as from mentors recruited from the professional venture investing, legal, and new product development communities.

At summer's end, TEP teams deliver an in-depth written and oral assessment of their technology's potential for commercialization to a distinguished audience that includes UO stakeholders; business, law and research contacts; stakeholders from technology providers; entrepreneurs and investors; service providers from The Community for Western Oregon; and executives from Oregon technology corporations and economic development agencies.

This innovative program serves as a catalyst for technology startups in the Northwest, while at the same time creating entrepreneurial leaders who can evaluate technologies and capitalize on their economic potential regardless of whether they launch a venture developed in the TEP, become involved in another venture, or work within a larger organization, private or public.
HISTORY OF TEP

TEP was created through a unique consortium of cosponsors for entrepreneurship education and technology commercialization, including Pacific Northwest National Lab (PNNL), University of Oregon Office of Technology Transfer, National Energy Technology Labs (NETL), Lundquist Center for Entrepreneurship, UO Center for Law and Entrepreneurship, faculty inventors, professional schools, private investors, and state and local economic development programs. Today, more than a decade after its inception, TEP enjoys outstanding partnerships with Oregon Health & Science University (OHSU), Oregon Built Environment & Sustainable Technologies Center (BEST), and Oregon Nanoscience and Microtechnologies Institute (ONAMI).

OVERVIEW OF TEP ACCOMPLISHMENTS (2002-PRESENT)

- 166 UO graduate students in business, law and the graduate college (Science, Education) were supported as Technology Entrepreneurship Fellows
- 130 protected technologies developed at UO, PNNL, OSU, PSU, or Microsoft evaluated
- 40 commercialization feasibility studies conducted
- 20 business plans written and presented in business plan competitions
- $200,000 in prizes and services won in university business plan competitions
- More than 20 business ventures launched

COMMITMENT

As is the case with all centers of excellence, the Lundquist Center for Entrepreneurship and the Center for Sustainable Business Practices are solely funded by donors. The future of each center depends on annual private funding for their operations. The TEP program is currently the highest priority of the Business Innovation Institute to help support entrepreneurs and spur growth in the Oregon economy. In the past fiscal year, University of Oregon-affiliated startups brought more than 270 jobs and nearly $40 million in revenue. Impressively, as these numbers are, the trend they represent is even better. An average of two UO-backed startups are launched each year and this growth is likely to climb to even greater heights with further support.
APPLYING FOR THE PROGRAM

To be considered for the Technology Entrepreneurship Program, please complete the online application found at: http://business.uoregon.edu/TEPfellows