ALABAMA Launchpad

The University of Alabama
Spring Business Plan Workshop

January 22, 2009
Alabama Launchpad Partners

- Alabama A&M University
- Alabama State University
- Auburn University
- University of Alabama
- University of Alabama at Birmingham
- University of Alabama in Huntsville
- University of South Alabama

The Economic Development Partnership of Alabama (EDPA)
Goals of the Competition

• Promote entrepreneurship and innovation as a form of economic development and showcase Alabama’s best start-up ideas
• Provide a structured approach to writing a business plan
• To educate and nurture entrepreneurs
• To create a statewide network of individuals interested in high-growth entrepreneurship
• To provide seed financing to three high-growth businesses on an annual basis
Idea of Entrepreneurial Churn

- Idea
- Sell
- Grow
- Mature
- Survive
Highlights to date

• Reviewed over 170 business proposals
• Provided seed capital to nine start-up companies totaling over $500K
• Past participants have raised over $8M in follow-on money from investors
  – Over $5M in Alabama
• Connected 80 startups and mentors
• Created a network of individuals across Alabama who support entrepreneurship
2009-2010 Registration Figures

• 45 Registrations, 41 Phase II Entries
• Industry breakdown:
  – Biotechnology: 9
  – Medical Devices and Equipment: 5
  – Business Products/Services: 4
  – Consumer Products/Services: 4
  – Electronics/Instrumentation: 3
  – Healthcare Services: 3
  – Clean Tech: 2
  – Gaming: 2
  – Internet/Web Services: 2
  – Telecom: 1
  – Other: 7
Breakdown of Top 20

- UAH – 6
- UA – 5
- UAB – 4
- USA – 3
- Auburn – 2
Important Dates

• February 6\textsuperscript{th} – Phase III plans are due
• March 5\textsuperscript{th} – Final 8 Announced
• April 1 – Practice Session for finalists
• April 15\textsuperscript{th} & 16\textsuperscript{th} – Finals (UAH)
Past Winners

• Halo Monitoring (2\textsuperscript{nd} Place – 2007)
  – Recently closed a Series-B financing round
  – Total investment up to $2M+
  – Partnerships with Microsoft and Best Buy
  – 12 full-time employees
  – Still incubated at BizTech
Past Winners

• Prodigy Biosystems (3rd Place – 2007)
  – Broadened the scope of business to include complete incubation system (InQ) with hardware and software
  – Beta testing with ten labs across the country.
  – In Oct, company debuted the system at the Society for Neuroscience Conference
  – 6 employees
  – Incubated at BizTech
Past Winners

• Innovative Composite Solutions (1\textsuperscript{st} Place – 2009)
  – Recently completed license agreement with UAB
  – Currently in final design stages with US Army for rocket retrofit
  – Completed first contract with UAB School of Optometry
  – Weighing investment and management options
Alabama Operations Management Institute

- Started by MBUSI with suppliers
- Provides tools to improve operational efficiency, creating lean and sustainable production systems
- Emphasis on Training and Leadership
- Looking for ways this information can translate to tech companies and startups

[www.alabamaoperationsmanagementinstitute.com](http://www.alabamaoperationsmanagementinstitute.com)
Other News

• Awarded a second, $250K grant from the Alabama Research Alliance and Gov. Riley
• 2009 Annual Reports are being printed
• Second “Lunch & Learn” webinar tentatively scheduled for February 17th
Sponsors

Platinum Level ($25,000)
Economic Development Partnership of Alabama
Alabama Research Alliance

Gold Level ($10,000)
Alabama Power Company
Silver Level ($5,000)

Alagasco

AT&T

BlueCross BlueShield of Alabama

Baker, Donelson, Bearman, Caldwell & Berkowitz

Bradley, Arant, Boult & Cummings

Burr Forman

EBSCO Industries

Greer Capital Advisors

Harbert Management Corporation

HudsonAlpha Institute for Biotechnology
Bronze Level ($2,500)

City of Auburn
Innovation Depot
Lanier, Ford, Shaver & Payne
Kinetic Communications
Maynard, Cooper & Gale
Southern Research Institute
UA Office for Technology Transfer
Warren, Averett, Kimbrough & Marino

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