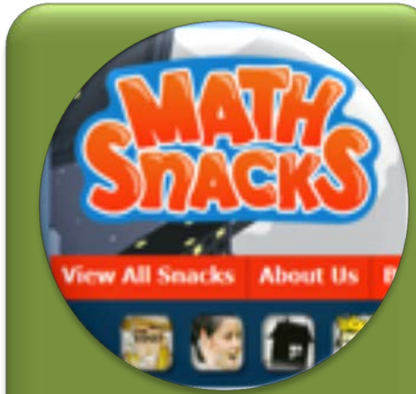
I-Corps™ Logic Model

Inputs

- Funding & Logistics
- Resources to help determine the readiness to transition technology
- Education program and materials
- Lean Start Up Model
- Process, Materials and Resources
- Descriptions of the potential commercial impact
- Other coordinating entities

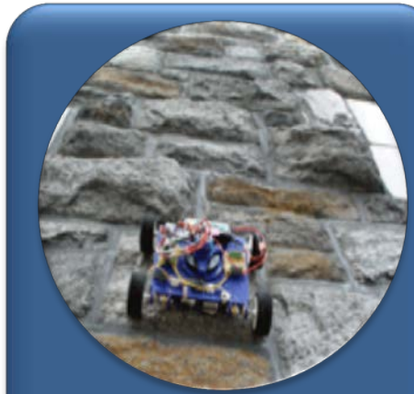
Project Activities

- Applicant teams are interviewed
- I-Corps teams are trained to understand innovation and entrepreneurship
- I-Corps teams engage in direct customer feedback, modify end use (pivot) as necessary
- I-Corps teams share experiences to learn from each other
- Technology demonstrations are made for potential partners



Outputs

- Participant PIs graduate from the program, and become entrepreneurially competitive
- Viability of products and services is determined as follows:
  - Teams complete the course and are satisfied with its content and quality
  - Participants experience an increase in entrepreneurship knowledge and change in attitude, perceptions and behaviors regarding *innovation*, commercialization and entrepreneurship
  - Go/no go decision regarding viability of products and services
  - A transition plan and a business plan suitable for review by third-party investors is prepared for pertinent projects is prepared (for those whose decision was to move forward)



Intermediate Outcomes

- I-Corps program spurs translation of fundamental research
  - A subset of I-Corps teams initiate start-up businesses
  - A subset of I-Corps teams license their products/services to third-party companies
  - A subset of I-Corps teams will submit SBIR proposals
  - A subset of I-Corps teams are funded through the SBIR program or other early stage funding programs or mechanisms
  - Collaborations between academia and industry are formed
  - A subset of I-Corps teams' members will begin to teach others what they have learned as a result of their participation

Long Term Outcomes

- Viable Innovative products and services created by I-Corps researchers reach in the market
  - A subset of I-Corps teams raise private funding for commercialization
  - Licensing revenues are generated
  - Sales of new products or services are generated
  - New jobs are created
  - Time and costs from ill-informed, failed start-ups will be saved

Life of the award → *1 year post-award* → *2-5 years post-award* → *5-10 years post-award*

POTENTIAL INDICATORS FOR **DESIRABLE OUTPUTS/OUTCOMES**

PROJECT OUTPUTS:

PARTICIPANT PIS GRADUATE FROM THE PROGRAM AND VIABILITY OF PRODUCTS AND SERVICES IS DETERMINED

- Number of I-Corps Teams that complete the course
- Number of go/no go decisions regarding viability
- Number of transition and business plans considered suitable for review by investors

SHORT-TERM OUTCOME:

PARTICIPANTS BECOME ENTREPRENEURIALLY COMPETITIVE AND ARE SATISFIED WITH THE PROGRAM

- Number of participants that demonstrate an increase in knowledge as demonstrated by pre-post test results
- Percentage of who said the course met or exceeded expectations
- Percentage of participants that rate course quality as excellent
- Percentage of participants (of those with technology ready status) that state that a pathway for commercialization has been identified during the program

INTERMEDIATE OUTCOME:

I-CORPS PROGRAM SPURS TRANSLATION OF FUNDAMENTAL RESEARCH

- Number of I-Corps teams that initiate start-ups businesses/ ventures
- Number of I-Corps teams that license their products or services to third party companies
- Number of SBIR proposals submitted by I-Corps teams and number of proposals funded
- **Number of collaborations between academia and industry that PI's can attribute to the I-Corps program**

LONG TERM OUTCOMES OR IMPACT:

***VIABLE INNOVATIVE PRODUCTS AND SERVICES CREATED BY I-CORPS RESEARCH*ERS REACH THE MARKET**

- Number of products or services in the market whose commercialization can be attributed in some degree to participation in I-CORPS
- Number of I-CORPS teams that raise private funding for commercialization
- Licensing revenues generated
- Sales generated
- Jobs created

INDICATOR	DATA SOURCE
• Number of I-Corps Teams that complete the course • Number of go/no go decisions regarding viability • Number of transition and business plans considered suitable for review by investors	PROJECT REPORT
• Number of participants that demonstrate an increase in knowledge as demonstrated by pre-post test results • Percentage of who said the course met or exceeded expectations • Percentage of participants that rate course quality as excellent • Percentage of participants with commercialization ready technologies who state that a pathway for commercialization has been identified during the program	SURVEY INSTRUMENTS APPLIED DURING THE PROGRAM (pre-post knowledge tests and satisfaction/service quality questionnaires)
• Number of I-Corps teams that initiate start-ups businesses • Number of I-Corps teams that license their products or services to third party companies • Number of SBIR proposals submitted by I-Corps teams • Number of I-Corps teams' proposals funded by SBIR or other mechanisms • Number of collaborations between academia and industry that PI's can attribute to the I-Corps program • Number of products or services in the market whose commercialization can be attributed in some degree to participation in I-CORPS • Number of I-CORPS teams that raise private funding for commercialization • Licensing revenues generated • Sales generated by products and services • Number of jobs created	ADDITIONAL POST-COURSE DATA COLLECTION FOR LONGITUDINAL DATA SELF-REPORTED BY PI AT DIFFERENT TIME INTERVALS FOR UP TO 8-10 YEARS