

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



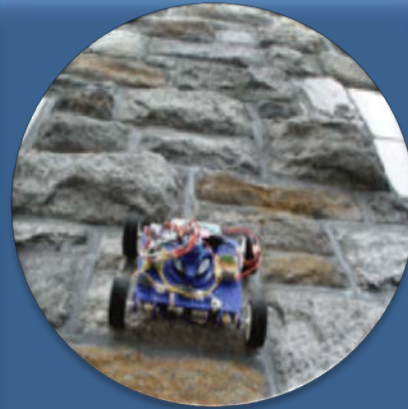
PROJECT ACTIVITIES

- 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 ENTREPRENEURIAALLY 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 RESEARCHERS 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
<ul style="list-style-type: none"> • 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
<ul style="list-style-type: none"> • 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)
<ul style="list-style-type: none"> • 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