

Innovation drives wealth producing Ventures

The ability to create an innovation does not guarantee its financial success. Commercializing an idea requires a wide range of business knowledge and experience.



INNOVATION VENTURE SERVICES

For more than 30 years, the Nebraska Business Development Center (NBDC) has provided expert technical assistance to businesses in Nebraska, contributing to the growth of the state's economy.

Today, NBDC offers a comprehensive group of targeted services to assist the entrepreneurs, innovators and researchers who will pioneer a new century of Nebraska business.

With years of experience in business start-up and development, NBDC consultants support tomorrow's entrepreneurs as they forge new ideas in management, marketing strategies, and financial and value-chain structures.

NBDC helps innovators assess the value of their ideas and discover how best to turn them into profitable commercial ventures.

NBDC Council of Advisory Boards

Ventures have greater prospects of success when they benefit from the knowledge of experienced professionals and entrepreneurs.

The NBDC Council of Advisory Boards (NBDC-CAB) recruits entrepreneurs, bankers, attorneys, accountants, and other professionals to assist high growth-potential ventures in strategic planning. These experienced volunteers serve on an advisory board for a period of 12 months and meet as a board four times during that period.

An NBDC-CAB advisory board is not a board of directors and has no fiduciary responsibility. However, due to the experience of its members, the presence of an NBDC-CAB advisory board can strengthen venture capital proposals.

Manufacturing Assistance

NBDC's lean-certified consultants help innovators evaluate the potential of ventures that require manufacturing processes. Manufacturing consulting staff bring years of industrial experience in manufacturing operations to the table. NBDC is the exclusive NIST/MEP-CERTIFIED LEAN manufacturing service provider in the state.



SBIR/STTR

Through Small Business Innovation Research (SBIR), every federal agency with a research budget sets aside a portion to provide research grants to small businesses. The SBIR program is an important resource for entrepreneurial innovators.

Since the SBIR program is intended by Congress to be an economic development program, federal agencies must consider plans for commercialization in awarding grants.

NBDC business services—including market research, manufacturing, capital formation, and management structure assistance—can help grant seekers submit a successful SBIR proposal.

NBDC helps university faculty and other entrepreneurs understand the SBIR program, as well as the Small Business Technology Transfer (STTR), a program requiring university/entrepreneur collaboration.

Capital Access

NBDC assists entrepreneurs in analyzing the capital needs of their business and developing a series of proforma income, balance sheet, and cash flow statements. When equity investment is sought, the financial analysis will include dilution assessment.

Many pursue venture capital investment before it is required and while the prospects of dilution are greatest. NBDC is highly successful in assisting businesses in the pursuit of debt capital and of angel equity investment.

NBDC also assists businesses in an interactive process of budget and operations analysis, so that capital needs are kept to a minimum.

Government Contracting

For innovative companies, government contracting is often an excellent way to find growth funding. The NBDC Procurement Technical Assistance Program assists businesses in marketing to all levels of government (federal, state and local).

NBDC's experienced government procurement consultants help businesses identify contract opportunities, prepare and submit successful bids, keep required records, and submit appropriate reports and invoices.

NBDC Licensing Assessment

NBDC consultants use TechAssess™ to assess intellectual property by evaluating—

- Any complications of ownership rights
- The position of the innovation on its path to market and an estimate of what is needed to bring it to market
- Best level and method of protection (patent, copyright, trademark, or trade secret)
- Market potential for the innovation, an assessment of the costs of production and market access, and an evaluation of the profit potential.

NBDC consultants review the TechAssess™ results with the innovator and advise on licensing, start-up, and marketing options.



BUSINESS SERVICES FOR ENTREPRENEURS, RESEARCHERS AND INNOVATORS

INVENT

SBIR/STTR

ASSESS

FastTrac® TechVenture™

Licensing Assessment

IMPLEMENT

NBDC Council of Advisory Boards

Capital Access

Government Marketing

Manufacturing Assistance



TechVenture™

Fastrac® TechVenture™ is a ten-week program to help innovators and researchers understand the process of venture development. It is specifically designed for individuals with advanced degrees. Participants will have developed a venture model and venture plan, a financial plan, a venture capital package, and a management plan.

The program is offered in Omaha and Lincoln. An application process is required. Some scholarships are available.

NBDC offers the Fastrac® TechVenture™ program in cooperation with the Kauffman Foundation.

402-554-6270

Credentials

NBDC is a professional service with a national reputation for excellence among its peer organizations. All of its consultants have both academic credentials and actual business experience. Its memberships and certifications include:

ASSOCIATION OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS—NBDC is a member of APTAC and its government marketing specialists have completed APTAC certification.

ASSOCIATION OF SMALL BUSINESS DEVELOPMENT CENTERS—NBDC is a founding member of ASBDC. It is fully accredited by ASBDC, a distinction earned by less than ten percent of ASBDC members.

ASSOCIATION OF UNIVERSITY TECHNOLOGY MANAGERS—NBDC innovation venture consultants are members of AUTM and have completed its license course training.

NATIONAL DEVELOPMENT COUNCIL—NBDC capital access consultants have completed economic development finance certification from NDC.

As a program of the University of Nebraska, NBDC targets assistance to faculty innovators on all University of Nebraska campuses and works with University technology transfer programs.

NBDC also works with innovators and inventors at other universities and colleges and with independent inventors and business innovators.

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BUSINESS SERVICES FOR
NEBRASKA ENTREPRENEURS,
INNOVATORS AND RESEARCHERS

INNOVATION VENTURE SERVICES



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