



# Technology Exchange Portal

## University

University of Connecticut

## Center Director

Rita Zangari

## Center Location

Outreach Unit

## Center since 2005

## Center Activities

- Technical assistance
- Early-stage/entrepreneurship support
- Outreach/information dissemination

## Clients

- Businesses
- Entrepreneurs
- University researchers

## Assessment Techniques

- Client interviews
- Feedback at regional workshops
- Case studies
- Faculty focus groups

## Contact Information

[innovation.uconn.edu/programs/Technology\\_Exchange\\_Portal](http://innovation.uconn.edu/programs/Technology_Exchange_Portal)  
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## Technology Exchange Portal

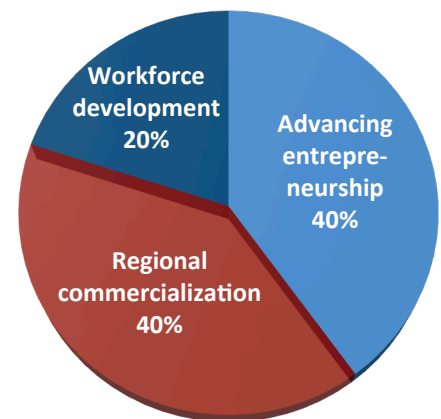
The Technology Exchange Portal (TEP) is the “relationship master” within the University of Connecticut’s Office of Economic Development. It serves as an entry point for making connections with faculty, researchers, and university resources. The TEP provides technical assistance, new venture support, and outreach in order to promote regional commercialization, entrepreneurship, and workforce development.

## Activities

The Technology Exchange Portal is designed, in partnership with the Office of Technology Commercialization and Central Connecticut State University Institute of Technology and Business Development, to accelerate the pace of technology commercialization and innovation for the state’s innovation cluster businesses.

TEP provides technical assistance as a liaison between industry, entrepreneurs, university faculty, and core research facilities helping to create connections and build

productive public-private partnerships. For example, TEP has recently been working with the Schools of Agriculture and Engineering to connect promising research of commercial interest to BASF, Dupont, and Monsanto, as well as local start-up companies. The Center also engages in extensive outreach and information dissemination to entrepreneurs and companies, raising awareness of university resources and capabilities



through targeted outreach, conference attendance, marketing, and networking.

The Portal provides entrepreneurship support through the identification of business development opportunities that can simultaneously provide

entrepreneurial learning experiences for students and support industry needs. The Center is currently involved in a project to develop a former Pfizer R&D facility as a technology company incubator or technology service provider colonization. The Center has also been a contributor to the SECT-Technology Center (SECT-Tech), an extension of the CT Innovation Ecosystem Initiative, which supports entrepreneurs and recent start-ups. SECT-Tech is a southeastern

Connecticut focused effort to provide an alternative source of employment for downsized corporate employees, particularly life science and ex-Pfizer researchers and business experts.

#### Leveraging

The primary role of TEP is one of leveraging the value created by faculty and the University. The state and University of Connecticut have recently made major investments to expand that core value, including plans for a new technology park, 300

new faculty, and expansion of the medical school. The current state initiative to support a series of "innovation hubs" was developed with the support of TEP. State investments in the University have helped to attract private partners including GE, the Fraunhofer Institute, Pratt & Whitney, Honeywell, and Comcast.

## Success

### Early stage company support

A new MOU has been executed between the state Department of Economic and Community Development (DECD) and the University of Connecticut (UConn) to provide early stage support to two specific companies that are building new relationships at UConn. One is a biotechnology company that is moving to the University incubator from a California location based on its relationship with UConn faculty and its desire to develop formulations in preparation of FDA approval for manufacturing of a vaccines. The second is an aerospace firm that is in a highly competitive situation to retain and grow contracts in Connecticut and needs to quickly develop skills and materials to support its ability to

satisfy specific OEM requirements. In both cases funds provided to UConn through the DECD-UConn Prototype Program will be spent on company needs (both at the University and within the company) to ensure their success on these capital and time sensitive efforts. UConn's involvement offers expertise not resident in state offices to make milestone payments and provide oversight and the critical technical expertise that can better support the success of these endeavors.

### Manufacturing Technical Assistance Program

Last year, the Manufacturing Technical Assistance Program provided a \$250,000 allocation in the state budget to undertake collaborative projects at UConn for

R&D and problem solving needs of companies with 100 W2 employees or less. The program was proposed to state legislators as a result of TEP lessons; TEP found that many small companies were contacting them for assistance, but had little capacity to fund R&D or raise funds for R&D to support the solutions UConn may provide. This program allows a select group of worthy projects to have access to unique resources at the University (faculty, graduate students, and research facilities).

**Lessons learned via the TEP have lead to the creation of new state-supported programs for small and midsized firms that may not have ready access to resources to support R&D relationships.**