

# Making Research More Impactful

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- **Kevin Gardner** (Moderator), Executive Vice President for Research and Innovation, University of Louisville
- **Jeff Larsen**, Assistant Vice President, Innovation & Entrepreneurship, Dalhousie University
- **David Rosowsky**, Vice President for Research, Kansas State University
- **Irem Tumer**, Vice President for Research, Oregon State University
- **Joseph Whittaker**, Vice President for Research and Economic Development/Associate Provost, Jackson State University
- **Gillian Wilson**, Vice Chancellor for Research, Innovation, and Economic Development, University of California-Merced
- **Walt Copan**, Vice President for Research and Technology Transfer, Colorado School of Mines



**dalinnovates**



*Dal Innovates provides opportunities for students and faculty at Dalhousie University, and any other universities in Atlantic Canada, to explore and experience innovation and entrepreneurship, develop the knowledge, skills, and attitudes necessary to translate new ideas into innovations, and make an impact on local and global challenges. We catalyze more and better ventures being developed through the universities in the region, and support the growth of startups that need access to the talent, equipment, labs and expertise in these universities.*



40+ 62 200+ 2

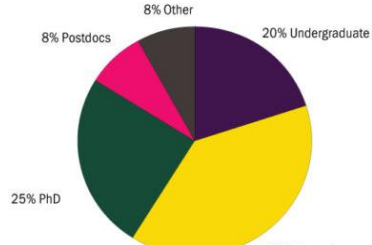
Faculties & Programs Represented

Industry Mentors & Board Members

Event Attendees

New National Programs

Our offerings supported participants at every academic level



P2 Path2 Innovation, L2M Lab2 Market, R2 Ready2 Launch

Dal Innovates Highlights

"Dal Innovates wins Deshpande Symposium Award for Technology Commercialization"

"First Women-Led Lab2Market Cohort Features 11 Teams from Across Canada"

200+ 400+ 13

Program Participants in 2022

Program Participants since 2020

Startups Supported in 2022

39 Over 6.8M

Startups Supported since 2020

Funds raised by Dal Innovates startups since 2020\*\*

\*\* Does not include Dal Innovates' 2022 Ready2Launch cohort, funds are reported after program completion (inclusive of dilutive and non-dilutive)

Emera ideaHUB

\$34M

TOTAL FINANCING SECURED BY STARTUPS

78 STARTUPS SUPPORTED

162 JOBS CREATED



INTELLECTUAL PROPERTY




\$1.1B

EQUITY VALUE CREATION

Total: \$1,108B
Prime: \$811M
Oceans: \$297M

Over 100 Active Mentors
35% of mentors are female
76 graduating ventures

We will be adding a comprehensive Dal Innovates Annual Report starting in 2023



Ready2Launch teams secure 1st and 2nd place  
at GSEA Canadian National Championship

Remote Patient Monitoring  
• 62 Billion  
• CAGR 13%

David Hodgson

hollo medical, R2L 2021

1st Place & \$50 000

Bronwyn Bridges

PragmaClin Research, R2L 2022

2nd Place & \$25 000



Dal Innovates Wins  
Deshpande Symposium Award  
for Technology Commercialization

THE BEATLES  
GET BACK  
TO  
LET IT BE  
Now Open  
Level 0

ELEVATOR B  
LEVELS 1-6

DALHOUSIE  
UNIVERSITY

dalinnovates

*The unique relationship between Dalhousie and MIT has helped rapidly advance the commercialization of science and deep tech through Dal Innovates and other programs. The successes achieved through this partnership clearly demonstrate that ample economic opportunities exist wherever there are intelligent and talented individuals backed by cutting-edge research expertise and academic institutions.”*

**BILL AULET, MANAGING DIRECTOR, MARTIN TRUST CENTER FOR MIT ENTREPRENEURSHIP**

Academia

Entrepreneurship



Industry







- Sandboxes are collaborative collision spaces bringing together multidisciplinary teams to develop ideas and innovative solutions
- Dalhousie has five sandboxes connected to eight Faculties
  - [ShiftKey Labs](#), hosted by the Faculty of Computer Science: Shiftkey aims to bring together students in *all* disciplines come together to solve challenges that are being faced across *all* sectors using technology entrepreneurship & innovation.
  - [IDEA Sandbox](#), hosted by the Faculty of Engineering: IDEA is a multidisciplinary initiative built around project-based learning and provides workshops, mentorship, and experiential learning opportunities for students to explore engineering, design, making, and manufacturing.
  - [Cultiv8](#), hosted by the Faculty of Agriculture: Cultiv8, provides students with opportunities, skills, and experiences to have impact in their future of work through programming, internships and mentorship.
  - [Surge](#), hosted by the Faculty of Science: SURGE trains STEM students in processes and competencies of design thinking and innovation in order to devise creative, science and technology-based solutions to urgent problems in the world today.
  - [Pulse](#), hosted by the Faculties of Medicine, Health & Dentistry: Pulse aims to promote innovation and entrepreneurship in health, technology, and the life sciences.



innovation-driven  
entrepreneurship

# Lab2Market

Discover \ Validate \ Launch

Lab2Market is a national innovation network to guide scientific research toward the development of solutions to benefit society. This national lab-to-market platform to help graduate students and researchers take their work to market, enabling the transformation of invention to impact.

## Building Skills, Commercializing Research, and Starting New Ventures

1. Provide Graduate Students, Postdocs and Professors with the skills, experiences, mindset and resilience to thrive in the innovation economy
2. Generate impact local, nationally and globally by taking new ideas, science and technology and turning them into new products, services, and growing businesses.
3. Catalyze more and better startups and industry partnerships from university research

### L2M / Discover

Early-stage exploration of innovation and entrepreneurship and advancing research, innovations and ideas into impacts.

### L2M / Validate

Based on U.S. I-Corps, uses scientific inquiry and discovery processes to generate data and evidence that a solution is solving a real problem for someone (problem-solution fit).

### L2M / Launch

Based on MIT delta V acceleration, focused on initial business model development and venture creation, providing entrepreneurs with tools need to build a startup.



innovation-driven  
entrepreneurship

# COLLIDE

Discover \ Validate \ Launch

A suite of programs, primarily for students and recent graduates to explore opportunities for new and better solutions, validate the opportunity, and launch new startups or social enterprises which are not based on research.

## Building Skills and Starting New Ventures

1. Provide Students, Postdocs and Professors with the skills, experiences, mindset and resilience to thrive in the innovation economy
2. Generate impact local, nationally and globally by taking new ideas turning them into new products, services, and growing businesses.
3. Catalyze more and better startups from universities

### COLLIDE / Discover

Early-stage exploration of innovation and entrepreneurship

### COLLIDE / Validate

Using customer discovery processes to generate data and evidence that a solution is solving a real problem for someone (problem-solution fit).

### COLLID / Launch

Based on Ready2Launch, focused on initial business model development and venture creation, providing entrepreneurs with tools need to build a startup.

Enabling early-stage deeptech innovation that can solve the world's most important problems

## ideaDESIGN

*Inspiring future deep tech founders to explore the potential of an idea.*

**3-day immersive product design sprint for aspiring deep tech founders (no Dal affiliation required).**

## ideaBUILD

*Enabling early-stage deep tech startups to go from idea to prototype and prepare for scale.*

**10-month, immersive program for deep tech ventures who have completed customer discovery and have POC (no Dal affiliation required).**

- Rigorous program includes hands-on CTO and CPO tracks with faculty and industry facilitation, MIT DE methodology; Demo Day
- Ventures receive \$10,000 to cover costs for materials to build operational prototype
- New sessions added for relevance such as design for supply chain, deep tech funding strategies.
- Expand to include digital, advanced materials and med tech products. See [here](#).

## ideaBRIDGE

*Enabling deep tech ventures to bridge from prototype to commercial market.*

**1 – 2-year Residency for deep tech ventures in need of space, specialized services and support (no Dal affiliation required).**

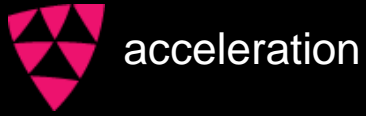
- Beyond the stage of founders developing a skillset, Residency is for ventures who are advancing their prototype, preparing for customer pilots or manufacturing trials
- Dedicated Venture Coaches support and challenge founders on their market readiness, identify gaps, advise and connect with the right resources.
- Dedicated workspace for 4 – 6 employees and large prototype materials; dedicated advisory support from industry and experienced deep tech entrepreneurs

## ideaMARKET <sup>NEW</sup>

*Connecting industry demand for innovation with the Supply of Start-ups and Talent to generate solutions.*

**2-year ideaMARKET Pilot to fund and enable to bring this vision to life.**

- To increase our pipeline and increase likelihood of ventures achieving product-market-fit, we are designing a new model that can create more marketplaces for founders and attract funding from the same industry leaders who have unsolved problems ripe for innovation.
- Industry will offer priorities, data, access to customers, and funding. In exchange, start-ups and talent will generate ideas, prototype solutions, and collaborate to form ventures. See [here](#).



No changes.

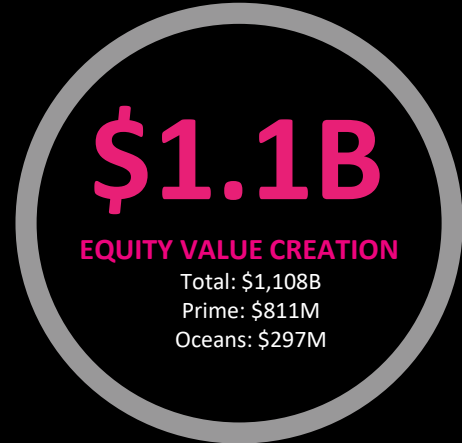
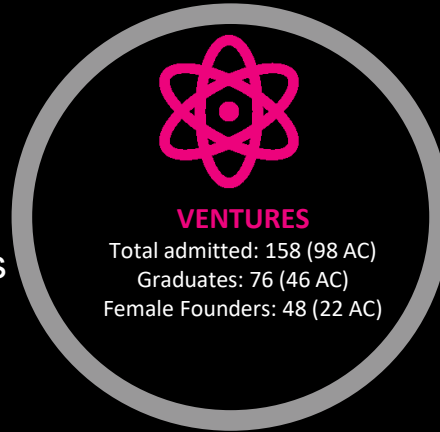


# CDL Atlantic

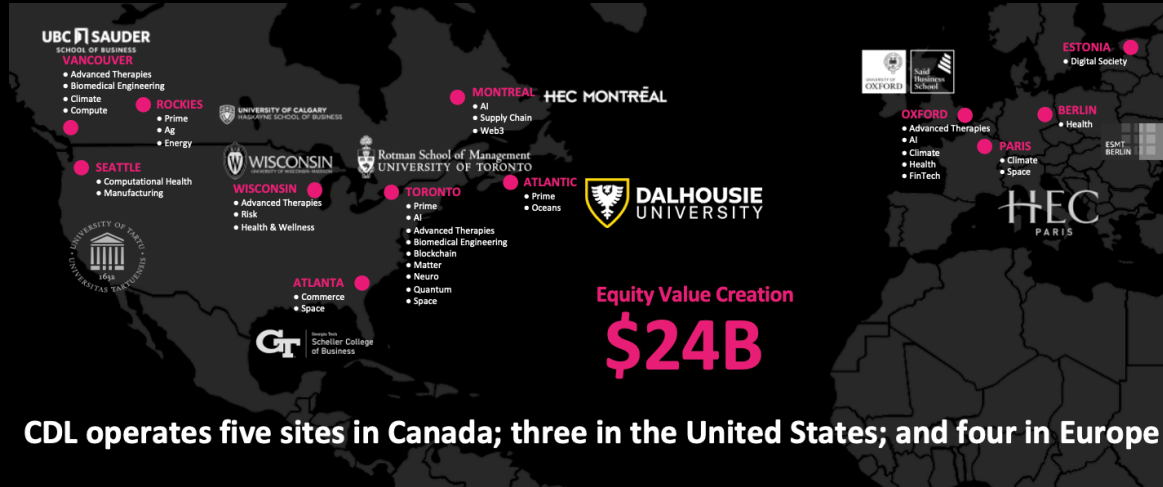


# Impact

The first five years



- CDL Atlantic is part of the larger Creative Destruction Lab Network.
- There are two streams: (1) an Atlantic Canada focused Prime Stream; and (2) a Global Ocean stream.
- There are no changes proposed as part of the three-year strategy.





entrepreneurial mindset, resilience,  
mentorship & inclusive innovation

**dal** inclusive  
innovation



Dal Innovates is working to partner with Toronto Metropolitan University’s Diversity Institute, which focuses on diversity and inclusion as a key to Canada’s competitiveness. In addition to working with TMU on various Diversity Institute initiatives, we will infuse all programs with equity, diversity and inclusion (EDI) and introduce new pathways and internships focused on EDI and access as part of a new inclusive innovation strategy (see [here](#)).

## Pathways

**14-18 year old junior high and high school students**

Dal Innovates has partnered on a two-week summer bootcamp with Ulnoweeg, and is working on other groups to introduce similar pathway for underrepresented students

## Programs

**Extend EDI focus within existing and upcoming Dal Innovates programs**

- **targeted streams** - Specialized cohorts are by nature smaller.
- **Marketing** – inclusive language used in program marketing
- **Program Content** – Tailor program content for diverse audiences.

## Co-ops & Internships

**Internships for underrepresented student groups with local startups**

New part- and full-time internships who are interested in working in the innovation or entrepreneurship space, including subsidies, mentorship, etc.





entrepreneurial mindset, resilience,  
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Mindframe Connect focuses on the psychology of entrepreneurship and the essential “soft skills”, mindset, resilience and inclusion needed for innovation-driven entrepreneurship, including how mentoring and coaching can help innovators, entrepreneurs and their teams to achieve better results. MindFrame Connect is research-driven and vetted by real-world innovators and entrepreneurs.

Mindframe is considering the expansion of its core areas to include:

- 1) Mentorship & Coaching.** Developing the coaching skills of mentors and mentees in a variety of contexts relevant for innovators, entrepreneurs, intrapreneurs, and more, including inclusive mentorship and mutual learning practices
- 2) Resilience and High Performance.** Harnessing the power of resilience and mental performance to support individuals, teams, and organizations in managing through stressors, uncertainties and risks to thrive and achieve positive outcomes.
- 3) Leadership, Teamwork & Culture.** Increasing the abilities of innovators and entrepreneurs to work in teams, become leaders and create a strong culture to improve results.
- 4) Equity, Diversity, Inclusion, & Accessibility (EDIA).** Unlocking the full potential of innovation and entrepreneurship by increasing EDIA.
- 5) Entrepreneurial & Growth Mindset.** Fostering the mindset that there is an opportunity to grow and improve and to identify and make the most of opportunities, overcome and learn from setbacks, and succeed in a variety of settings.
- 6) Core Skills & Competencies.** Increasing skills and competencies in key areas for innovators and entrepreneurs, including: Creativity &, Openness, Critical Thinking & Problem-Solving, Dependability & Accountability, Communication & Persuasion, Opportunity Identification & Taking/Managing Risk, Motivation & Drive



# 3,500+

participants in in MindFrame Connect's program streams over three years

# 150+

in-person and/or virtual workshops with a variety of organizations including Techstars Toronto, CDL Global and University of Toronto

## Our Results

Of 1,000 participants surveyed

- **94%** would recommend training to their network
- **97.5%** will implement skills learned in their professional life
- **89%** would participate in more MindFrame Connect training