

OCT 22-23, 2020 | ONLINE

HOSTED BY



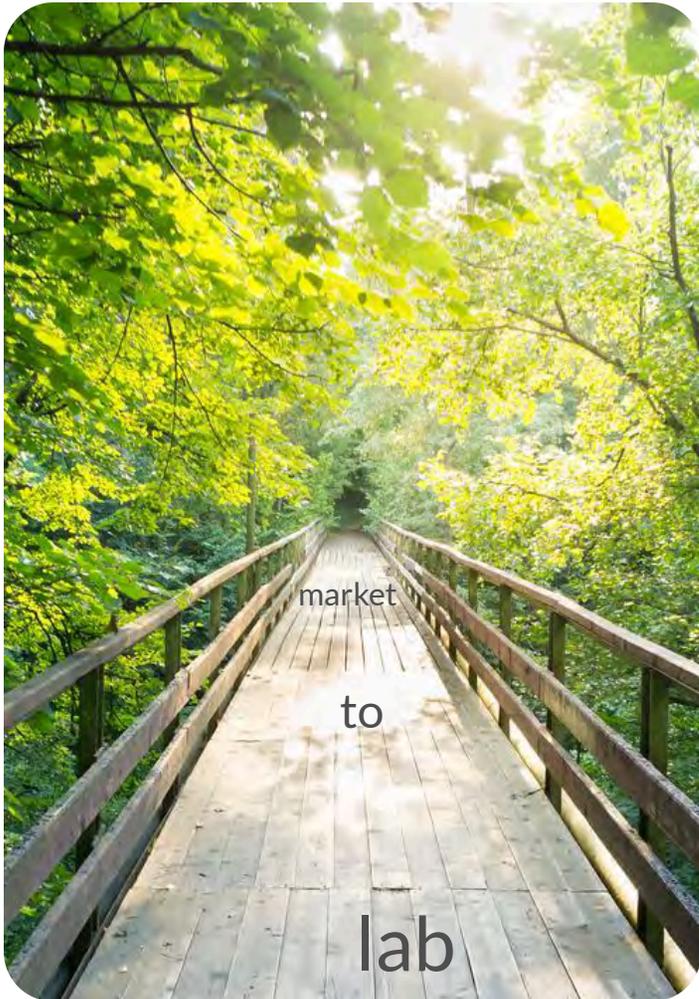
4TH ANNUAL
COVERGENCE

THE RESEARCH INSTITUTION TECH & STARTUP
GAP FUND/ACCELERATOR SUMMIT

CORPORATE/INVESTOR
PARTICIPANT OVERVIEW

PRESENTED BY **innovosource**

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WHAT IS COVERGENCE?

A dedicated gathering for research institutions, industry, and investors that are interested in developing or collaborating with technology and startup gap fund and accelerator programs

The lack of true early-stage capital and innovation developmental support is a major challenge in advancing promising research institution technology from the lab to commercial and investment partners.

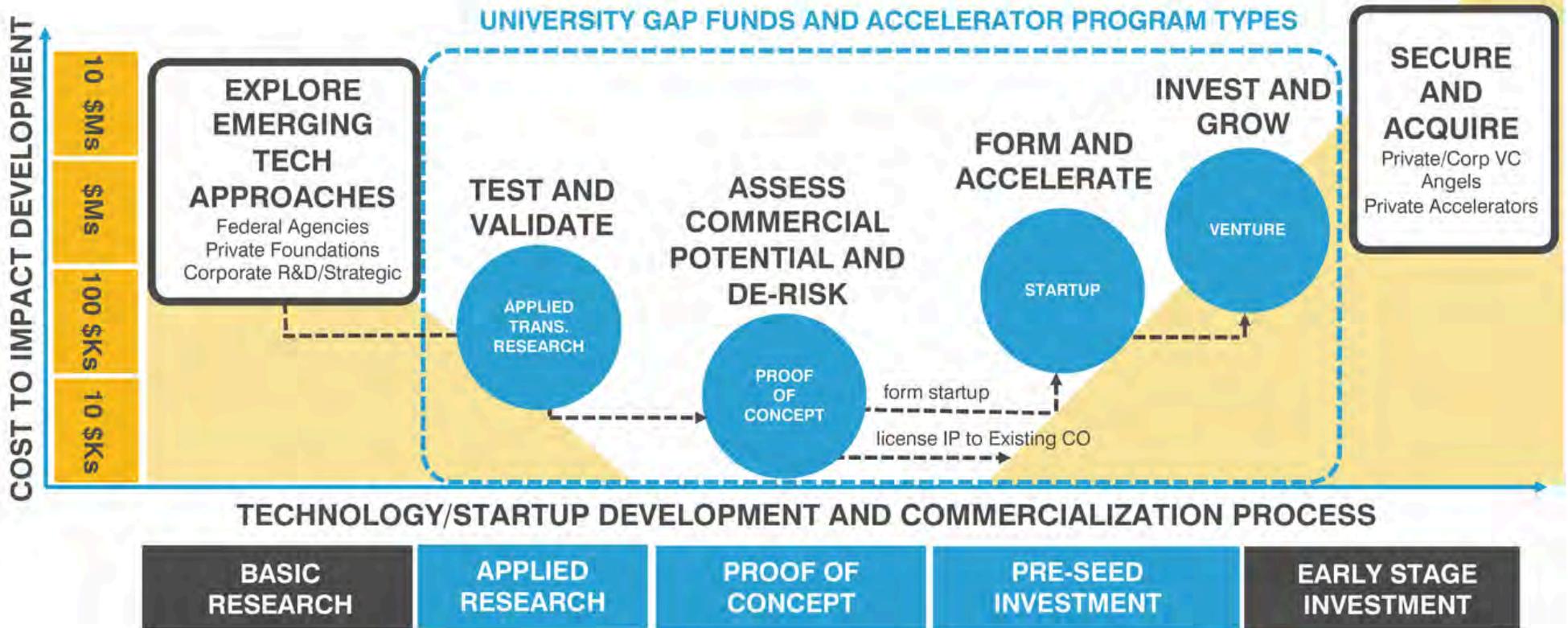
Universities and hospitals are leading through the implementation of gap funding (proof of concept, startup, venture) and accelerator programs to **bridge this "valley of death"**. Over the past 15 years, these programs have evolved into sophisticated investment, evaluation, development, and commercialization support mechanisms to nurture the most promising opportunities in emerging, high-growth technology areas.

Smart companies and investors are taking notice and making it a strategic, external innovation priority to partner with these gap fund and accelerator programs through applied research, proof of concept projects, corporate venture investments, and advisory/mentorship in return for insights, competitive positioning, and access to future technology and startups.

COvergence is where we meet, learn, and talk about what we can do together to catalyze innovation through these research institution gap fund and accelerator programs.

WHERE DOES COVERGENCE FOCUS?

COVERGENCE focuses on a unique opportunity space in the early stage technology/startup development and investment pathway. Cost requirements are relatively low, opportunity for commercialization, investment, and partnership potential is high.



COVERGENCE

WHAT TO EXPECT AT CONVERGENCE

RIGHT PEOPLE.

University POC/startup/venture, industry, and investor leadership converge to connect those interested in developing and accessing emerging IP, proof of concept projects, and startups through gap funds/accelerator programs; share and learn about early stage innovation trends and collaboration practices.

RIGHT SIZE.

We all know that oversubscribed events lead to many hit-miss, high-level exchanges. Our strategy is to go targeted to allow everyone to meet and forge foundational relationships. We do this by making sure that we are inviting the right people to fill those seats.

RIGHT CONTENT.

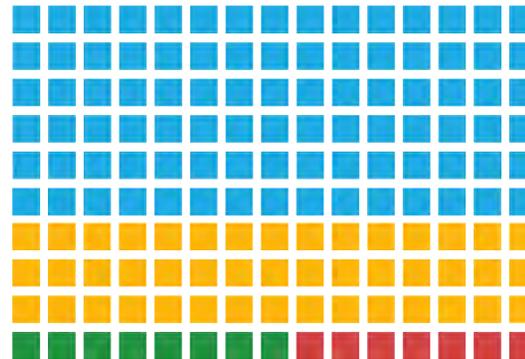
Connect. Learn. Share common interests. Online platform and balance of content and relationship-building. Increase random interactions and knowledge exchange.

**RESEARCH INSTITUTION
PROGRAM LEADERSHIP (60%)**

**CORPORATE INNOVATION/VC
AND PRIVATE VC/INVESTORS (30%)**

GOVERNMENT/ED AGENCIES (5%)

SERVICE PROVIDERS (5%)



- | FUND/ACCELERATOR SHOWCASES
- | FOCUS GROUPS
- | PARTNER PANELS
- | IN-EVENT NETWORKING
- | HAPPIEST OF HOURS MIXER
- | PRE-EVENT NETWORKING THROUGH EVENT PLATFORM

WHAT LAST YEAR'S PARTICIPANTS SAID

100%

Rated event at highly-extremely valuable

88%

Are highly-extremely likely to attend this year's event

73%

Will actively promote this year's event

“COVERGENCE was a great conference to learn more about the complexities of gap funding at Universities, from grants to venture. Great topics, networking, and even a little bit of fun thrown in.”

“COVERGENCE offers insight into a niche industry that the corporate and investment worlds are neglecting. There is a huge opportunity for collaboration and partnership to help university-founded startups scale their businesses.”

“COVERGENCE was a fantastic opportunity to engage with others involved in startup formation and success! Great opportunity and format to go deep on topics and best practices of interest and importance to universities supporting startups!”

“COVERGENCE was worth the intercontinental travel. With a high concentration of experts, entrepreneurs and investors, it really was an eye-opening experience.”

“COVERGENCE was a great opportunity for a small program like ours to compare notes with more established, larger programs to compare best practices.”

“Thanks for having us! we are definitely coming again next year.”



THE BENEFITS TO YOU

CONNECT WITH INNOVATION PARTNERS.

90% of participants represent research institution commercialization, startup, and intellectual property units, corporate innovation/startup investment, and venture firms. You'll have unparalleled access to executive leadership directly responsible for managing innovation and investment. This interaction will be enabled through both in-event networking and a pre-event online collaboration platform.

DEMONSTRATE SUPPORT AND UNDERSTANDING.

The fact that you recognize and support COVERGENCE demonstrates to participants that you understand the space and are seeking innovative ways to partner. That goes a long way and positions you ahead of your competitors.

TELL YOUR STORY. SHARE YOUR INTERESTS.

Plenty of opportunities to showcase your operation and innovation or investment interests or need. Participating institutions will also provide overviews of active technologies/startups for your review and potential action.

GIFT YOURSELF SOMETHING TO THINK ABOUT.

Focused reviews of tech/startup gap funds and accelerator programs and specific avenues on how to engage research institutions through these programs will provide strategic insights on your potential next moves.



AGENDA

Thursday, October 22, 2020 (ET)

10-10:30AM ET: Welcome/The Gap Fund/Accelerator Landscape Review

10:30AM-3:30 PM : Need-to-Know Gap Fund/Accelerator Program Showcases:

Participating program managers of proof of concept, startup, and venture gap funds will take a formatted approach to relaying detailed overviews of their processes, structures, impact, and lessons-learned

3:30PM-5PM: Common Challenge Breakouts Breakout virtual rooms by program type and interest areas. A great opportunity to bounce around and build connections with others that are interested in the more nuanced challenges with gap fund and accelerator programs

- Proof of Concept Programs
- Startup and Venture Funds
- Corporate Innovation and Venture
- ES Investment Approaches

5-6PM: Guided Large Group Common Challenge Discussion

Large group report out to address broader challenges, capture the day's discussions, and to share opportunities and resources moving forward

7-9PM: The Happiest of Hours: Online Mixer

Friday, October 23, 2020 (ET)

10-11:30AM ET: Corporate Innovation + Venture

Corporate Innovation and Venture teams are beginning to look past traditional partnership models (research projects, marketed licenses, etc.) to more alignment with existing programs in the university commercialization process, like gap fund and accelerator programs. The presenters/panelists will share their historical approaches, areas of interest, and opportunities for syncing with university technologies and startups.

11:45AM-1:00PM: Venture Capital + Angel

Venture and angel models have evolved in future years in ways that have opened up avenues for earlier stage investment and collaboration. Learn about emerging valuation tactics, fundraising strategies, and how these sources of investment, experience, and relationships can tie into your gap fund/accelerator process and goals.

1:30-2:45PM: Philanthropy

Philanthropy is quickly becoming a primary source of gap fund/accelerator program support. Foundations, donors, generational investors, and alternative investment vehicles are all on the rise seeking to connect their passions/interests/causes to promising university technologies and startups.

3-4PM: Entrepreneurs and Startup Talent

From the student/faculty who took their invention from the lab to market to the serial entrepreneur that regularly takes on early management roles in university spinouts, this session will bring out all the experiences, challenges, lessons learned.

4-5PM: Wrap-up, Learned Lessons, and Adjourn

ABOUT INNOVOSOURCE | REGISTER FOR CONVERGENCE

innovosource

innovosource encourages innovation and commercialization programs through knowledge-exchange and relationship-building between research institutions, industry, and investors



Jacob Johnson, Founder

For the past 15 years, Jacob has focused on his passion to bring together people and processes that encourage the transition of technologies and startups from the lab to the marketplace.

Building community and resources around best practice approaches, like gap fund/accelerators programs, has been the priority. To-date, innovosource has assisted the development of gap fund/accelerator programs at over 350 research institutions, companies, and investment firms.

\$499 | REGISTER TODAY!

We look forward to seeing you online at CONVERGENCE in October

Please visit the [CONVERGENCE event site](#) to register. The pre-event network site will be available in mid September and panel positions are currently available.

[REGISTER HERE](#)