Entrepreneurship at Yale Handbook
2015–2016

Yale Entrepreneurial Institute
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Welcome to entrepreneurship at Yale! Whether you’re an undergrad looking to discover new ideas, an MBA student ready to lend your expertise to a Yale startup, or a faculty member with an innovative new technology, there are programs and opportunities designed for you.

Yale has always been a home for game-changing ideas, and counts some of the world’s leading entrepreneurs among its alumni, from the founders of FedEx and Techstars to the founders of Pinterest. But in recent years, a support network has taken shape across the university, so that no matter what you are studying or researching, or where your business interests lie, there is a place for you to explore entrepreneurship at Yale.
Want to keep up with what’s happening in entrepreneurship at Yale? Check out the Entrepreneurship at Yale events calendar at calendar.yale.edu/cal/entrepreneurship

This handbook was designed by the Yale Entrepreneurial Institute (YEI) to bring together all of the diverse opportunities for students and faculty interested in pursuing new ventures—or just learning about the process—and to encourage exploration of entrepreneurship across the university. YEI is a university department that helps entrepreneurs and innovators at Yale start scalable new ventures, from tech to social to life sciences, through programming, resources and connections to campus and community entrepreneurship partners.

And the university has lots of specific venues for supporting venture development. In addition to finding resources at YEI, social innovators can find support through InnovateHealth Yale and the Center for Business and the Environment at Yale. Faculty and postdocs looking to advance new therapies, healthcare technologies and medical devices can receive guidance and funding through the Office of Cooperative Research, YEI and the Center for Biomedical and Interventional Technology. Students have a range of clubs they can join that are devoted to exploring entrepreneurship, from the Yale Entrepreneurial Society to HackYale and Yale Undergraduate Net Impact. And there are ongoing classes and events at School of Management, the Center for Engineering Innovation and Design and elsewhere designed to introduce you to entrepreneurship, help
you navigate legal and intellectual property issues, expose you to investors and leading entrepreneurs and connect you with others on campus looking to make a difference.

You’ll find information on Yale’s many entrepreneurial resources in the following pages. It’s a great time to get involved!

EXPLORE

You don’t need to have a big idea to get involved in entrepreneurship at Yale, you just need curiosity, creativity and a willingness to learn. Across the university, there are clubs to join, workshops to attend and classes to take that will introduce you to the primary steps for starting a business, allow you to experiment with new technologies and inspire you to think about ways you might contribute. We encourage you to learn and get involved!

Campus Innovation Centers

• **Yale Entrepreneurial Institute:** The Yale Entrepreneurial Institute is a university department that helps entrepreneurs and innovators at Yale start scalable new ventures with education, expert guidance, mentorship, funding, opportunities for collaboration and acceleration.

  *Highlights include:* Innovation Series workshops, Lean Startup Education, Office Hours, Entrepreneurs in Residence, the Venture Creation Program, Venture Creation Consultants, Venture Creation Advisors, Venture Creation Liaisons, the Technology Commercialization Program, the YEI Fellowship, the Mentor Program and the YEI Innovation Fund. [yei.yale.edu](http://yei.yale.edu)

• **Office of Cooperative Research:** The Office of Cooperative Research manages a significant portfolio of intellectual property and has grown into an engine of regional economic development. Its mission is to facilitate the translation of research from Yale’s labs into products and services that benefit society. OCR is recognized as a leading force for catalyzing economic growth by identifying early-stage technologies, creating and nurturing startup companies to grow those technologies, and guiding their transition into robust companies.

  *Highlights include:* Patent Advice, Licensing Expertise, Corporate Partnerships, Startup Assistance, Sponsored Research Agreements, BioHaven Series, Biotech Entrepreneur Bootcamp. [ocr.yale.edu](http://ocr.yale.edu)
• **Center for Engineering Innovation and Design:** Membership with the Center for Engineering Innovation and Design (CEID) grants access to innovating equipment and technology like laser cutters, 3D printers, and machine shops. Members can sign up for special and recurring workshops and training sessions that take place in the CEID.

*Highlights include:* Workshops, Makerbot Training, Laser Cutter Training, Machine Shop Training, CEID Wednesday Night Event Series, Hackathons, and the CEID Summer Fellowship. [ceid.yale.edu](http://ceid.yale.edu)

• **The Center for Biomedical and Interventional Technology:** CBIT is an interdisciplinary initiative to foster greater innovation in medical technology. It is a consortium of engineers, clinicians, businesspeople, industry and entrepreneurs working together to identify unmet needs, form teams, connect to mentors, and achieve pilot funding, all with the goal of improving patient care.

*Highlights include:* Clinician Pitch Nights, Workshops and Speaker Series, Healthcare Hackathons, Biomedical Innovation Coursework including MENG404/BENG404 (Medical Device Design and Innovation) and MGT657 (Creating Healthcare Ventures), and Seed Funding for Proof of Concept Work. [cbit.yale.edu](http://cbit.yale.edu)

• **Center for Business and the Environment at Yale:** CBEY provides a platform for generating, incubating and launching innovative action at the intersection of business and the environment convening diverse resources and skillsets from across the Yale School of Management and the Yale School of Forestry and Environmental Studies.

*Highlights include:* Faculty Research Grants, Sabin Prize, Sabotka Collaborative Research Grant, Sabotka Seed Stage Venture Grants, Alcoa Leadership in Municipal Recycling Program, Sabin Program, Solar Decathlon, WWF Internship Partnership, Yale GreenLight. [cbey.yale.edu](http://cbey.yale.edu)
• **InnovateHealth Yale:** InnovateHealth Yale is a group of Yale faculty, program directors and students focused on using the principles of entrepreneurship and innovation to promote health and prevent disease. Based at the Yale School of Public Health, IHY partners with leading organizations for innovation on campus. Its focus is on students—providing skills, making connections, helping to prepare the next generation of social entrepreneurs.

  *Highlights include:* Health Hackathons, InnovateHealth Yale Sponsored Internships for Undergraduates and YSPH Students, the Thorne Prize for Social Innovation in Health or Education, and Global Social Venture Creation awards. [innovatehealth.yale.edu](http://innovatehealth.yale.edu)

• **School of Management Program on Entrepreneurship:** SOM’s Program on Entrepreneurship manages Yale SOM’s curriculum in entrepreneurship, resources to support SOM founders and various extracurricular events that contribute to Yale’s culture of entrepreneurship.

  *Highlights include:* Entrepreneurship courses in market verticals including software and the life sciences; speakers; support for five post-graduation Entrepreneurial Fellows annually. [dev-som.yale.edu/faculty-research/our-centers-initiatives/program-entrepreneurship](http://dev-som.yale.edu/faculty-research/our-centers-initiatives/program-entrepreneurship)

• **Yale Center for Clinical Investigation:** YCCI fosters the translation of disease-related discoveries from the laboratory into the clinic and then into the community to improve the care and outcome for patients locally and worldwide.

  *Highlights include:* YCCI Scholars program for junior faculty members; grant funding support; pilot awards in translational interdisciplinary research, novel methodologies, core technologies, biostatistics/bioinformatics and community-based research; research collaborations. [ycci.yale.edu](http://ycci.yale.edu)

• **Yale West Campus:** Yale West Campus provides extensive shared facilities to enhance the research, education and conservation efforts of Yale University. Experts from diverse disciplines across Yale work side by side using innovative technologies to address important issues in science, art conservation, health, energy and the environment.

  *Highlights include:* Seven institutes, including: Chemical Biology, Cancer Biology, Nanobiology, Systems Biology, Microbial Sciences, Energy Sciences and the Preservation of Cultural Heritage; five core facilities that power scientific research across Yale; Yale School of Nursing; the West Campus Urban Farm,
serving community, research, and teaching; West Campus Conference Center, a major resource for Yale departmental meetings, symposia, retreats, and conferences of all sizes. westcampus.yale.edu

Yale University Library has assembled terrific resources for anyone at Yale interested in entrepreneurship—from market research and funding databases to recommended books. Check out: guides.library.yale.edu/entrepreneurship

Workshops & Events

• Yale Innovation Seminar Series: This series from the Yale Entrepreneurial Institute offers introductory, interactive workshops on topics of interest to new entrepreneurs and those curious about entrepreneurship, including ideation, licensing, patents, Connecticut funding resources, incorporation, commercializing medical devices and more. Each workshop features experienced Yale entrepreneurs and/or outside experts and includes lunch and a Q&A. Check out yei.yale.edu or email brita.belli@yale.edu for details.

• Yale Biotech Entrepreneur Bootcamp: May 12, 2015 (Luce Hall, 34 Hillhouse Ave., New Haven). This day-long workshop is tailored to Yale innovators interested in commercializing ideas for drug discovery and biological therapeutics and includes a poster session and a pitch off for the Yale Innovator Award. The panels guide participants in best practices for developing fundable ideas and taking an entrepreneurial approach to getting pharmaceutical companies and venture capitalists to engage. Past investment firms have included: 5AM Ventures, Polaris Partners, Atlas Venture, OrbiMed, Johnson & Johnson Innovation, Osage University Partners, Elm Street Ventures, Connecticut Innovations, Launch Capital, Canaan Partners and SR One. yalebiotechbootcamp.com

• Hackathons: Yale has seen an increase in hackathons across campus, bringing coders and creative thinkers together to solve major problems in healthcare, technology and more. Key events to look out for include YHack (yhack.org), a weekend of competitive coding in October free to all undergrads that includes food, drink and swag; Global Health Hackathon, sponsored by InnovateHealth Yale which features an evening of brainstorming solutions to public health problems along with guest speakers and dinner (innovatehealth.yale.edu); and Hacking Health @ Yale, sponsored by the Center for Biomedical and Interven-
tional Technology and InnovateHealth Yale, held over a weekend in October and featuring speakers, pitches, meals, judging and more to generate solutions to health challenges (hackhealthyale.com).

**CBIT Physician Pitch Nights:** The Center for Biomedical and Interventional Technology hosts periodic Physician Pitch Nights which provide a platform for Yale and Yale New Haven Hospital clinicians to pitch unmet clinical needs to an audience of business-minded people (largely SOM students) and engineers and developers (largely SEAS, CS, GSAS, and Yale College students) in order to form teams, assess market and develop solutions around these unmet clinical needs. cbit.yale.edu

**CEID Workshops:** The Center for Engineering, Innovation and Design provides recurring training and workshops for much of the equipment and technology available to CEID members, including Makerbot Training (offered 2-3 times/week); Laser Cutter Training (offered 2-3 times/week) and Machine Shop Phase I and Phase II Training. There are also Special Workshops held as part of the CEID Wednesday Night Event Series which teach a large group of individuals an advanced skill (e.g. arduino programming, knitting, etc.). These workshops are typically sporadic and are announced by email. ceid.yale.edu

**Business of Biotech Seminar Series:** Hosted by the Yale Healthcare and Life-sciences Club, the Yale Business of Biotech Series explores topics related to investment in life science startups, and includes expert speakers from Yale and the venture capital community as well as dinner. The series will be held in the fall. groups.som.yale.edu/health/about
• **Yale Healthcare Conference**: The Yale Healthcare Conference is a joint effort between the Yale School of Management and the Health Professional Schools at Yale University that brings together professionals, scholars, and students to engage in an instructive conversation concerning current healthcare issues. The conference is typically held in April at Yale SOM and features keynote speakers, executive panelists and lunch. [yalehealthcare.com](http://yalehealthcare.com)

• **BioHaven Entrepreneur Series**: BioHaven is an entrepreneurship series offering useful information about how solid scientific ideas translate to solid business models. Events showcase regionally developed life science, medical device and healthcare technologies that have progressed along the path to commercialization. The series also seeks to educate about approaches to financing companies and how to solve marketing or intellectual property challenges. BioHaven is jointly run by the Yale Office of Cooperative Research and Connecticut United for Research Excellence (CURE). [cureconnect.org/biohaven](http://cureconnect.org/biohaven)

Want to keep up with what’s happening in entrepreneurship at Yale? Check out the Entrepreneurship at Yale events calendar at [calendar.yale.edu/cal/entrepreneurship](http://calendar.yale.edu/cal/entrepreneurship)

**Courses**

Each semester, various Yale departments offer courses in entrepreneurship and programming from different perspectives.
Yale College students interested in social ventures may take **ECON 325 — Economics of Developing Countries**, while those wanting to lend their creativity to medical device design can try **MENG 404 — Medical Device Design & Innovation** during the Fall semester. In the Spring, there is **MENG 491 — Appropriate Technology & the Developing World**, which focuses on technologies for use in the developing world (instructor permission required).

School of Management has an extended roster of entrepreneurship courses for Fall 2015 that includes:

**MGT656 — Management of Software Development.** Learn how to create software products and lead developers doing the same. (Open to all of Yale; course can be shopped.) [ybb.yale.edu/details/64720](http://ybb.yale.edu/details/64720); [mgt656.som.yale.edu](http://mgt656.som.yale.edu)

Graduate courses at SOM for entrepreneurship in Fall 2015 include: **MGT 621 — Managing Social Enterprises; MGT 652 - International Entrepreneurship; MGT 645 — Start-up Founder Studies; MGT 646 — Start-up Founder Practicum; MGT 658 — Entrepreneurship & New Ventures; and MGT 897 — Entrepreneurial Finance.**

New to Computer Science this year is the much-anticipated **CPSC 100a, Introduction to Computing and Programming**, taught jointly with Harvard. The class teaches students majoring in any subject area how to program a computer and solve problems. No previous programming experience required. Open to students of all levels and majors.

And **CPSC 112** teaches students majoring in any subject area how to program a computer and solve problems using the language Java.

For Spring 2016, Computer Science is offering **CPSC 113 — Programming & Entrepreneurship** and SOM Graduate level courses include **MGT 568 — Management and Sustainability; MGT 655 — Entrepreneurship & New Ventures; MGT 659 — Programming and Entrepreneurship; MGT 865 — Global Social Enterprise; MGT 657 — New Ventures in Health Care and the Life Sciences; MGT 846 — Financial Inclusion in International Development; and MGT 529 — Global Social Enterprise: India.**

Consult Yale Blue Book ([ybb.yale.edu](http://ybb.yale.edu)) for the most up-to-date course information.
There are several programs, student-run groups and resources at Yale dedicated to programming, whether you’re a beginner or a seasoned coder.

• **HackYale**: HackYale provides student-run lectures in web development, introductory programming and design classes and workshops. The courses are structured to help students develop valuable skills that will give them a competitive advantage when applying for jobs and launching technical ventures. [hackyale.com](http://hackyale.com)

• **Float**: Float aims to bring more girls interested in technology and entrepreneurship into the Yale community but their programs and classes are open to all. Float’s premiere class is a 3-week intensive workshop series called Intro to Web Development and Design and teaches HTML/CSS, PHP, MySQL and Wordpress to beginners. [floatyale.com](http://floatyale.com)

• **Lynda**: [lynda.com](http://lynda.com) is an online subscription library that teaches the latest software tools and skills through high-quality instructional videos taught by industry experts. Courses are offered for various software and range in difficulty from beginner to advanced levels. The exercise files and course transcripts accompanying the videos support and enhance hands-on learning. Yale offers full access to all content on lynda.com to all current faculty, students and staff of the university. [yale.edu/lynda](http://yale.edu/lynda)
Student Clubs & Organizations

• **Yale Entrepreneurial Society**: The Yale Entrepreneurial Society (YES) is a student-run organization dedicated to encouraging entrepreneurship and business development in New Haven. YES was founded in 1999 by Yale undergraduates Sean Glass and Miles Lasater who later founded the ed tech startup Higher One.

  **Highlights include**: a newsletter, regular events and the annual Yale Venture Challenge. [yesatyale.org](http://yesatyale.org)

• **Yale Business Society**: The Yale Business Society (YBS) is Yale University’s premier undergraduate-run business organization, whose mission is to promote business leadership and education in the greater Yale community. YBS was founded in the fall of 2008 by Yale University students to provide student-driven business education opportunities to supplement Yale College’s liberal arts curriculum.

  **Highlights include**: conferences, speakers and career workshops. [yale.edu/business](http://yale.edu/business)

• **Yale Healthcare and Life Sciences Club**: The Healthcare Club provides education and career development for students in the healthcare industry, provides networking opportunities for students, promotes healthcare events and opportunities at School of Management and throughout the University, and promotes wellness and health-related community service.

  **Highlights include**: the annual Yale Healthcare Conference (yalehealthcare.com). [groups.som.yale.edu/health](http://groups.som.yale.edu/health)

• **SOM Entrepreneurship Club**: Entrepreneurial thinking is essential for all MBAs and entrepreneurial vision is fostered at SOM both by the school’s multisectoral traditions and by its more recent integrated, multidisciplinary curriculum innovations.

  **Highlights include**: a speaker series and a breakfast club.
  **Contact**: club-entrepreneurship@connect.yale.edu

• **Yale Undergraduate Net Impact**: Net Impact is an international organization that focuses on bridging the gap between the business world and the social sector. Yale Undergraduate Net Impact advances the mission of exposing Yale students to social entrepreneurship. They provide resources for students to learn how to use their interest in business for social change. [yalenetimpact.org](http://yalenetimpact.org)
**HackYale:** HackYale provides student-run lectures in web development, introductory programming and design. All classes and workshops are presented free-of-charge through partnerships with the Yale College Council and the Yale Center for Engineering Innovation and Design.

*Highlights include:* the YHack hackathon. [hackyale.com](http://hackyale.com)

**Float Yale:** Float is an undergraduate organization that aims to bring more girls interested in technology and entrepreneurship into the Yale community. It provides student-run workshops in web development and design to anyone interested in learning and a mentoring program to those considering the Computer Science major. All workshops and events are presented free-of-charge. [floatyale.com](http://floatyale.com)

**TEDxYale:** TEDxYale is an organization of students working together to bring TED (Technology, Entertainment, Design) to Yale. As the synthesis of two intellectual and creative powerhouses, TEDxYale not only provides a learning environment for the Yale community, but also an environment based on the sharing of ideas and stories.

*Highlights include:* an annual TEDx event and monthly salons. [facebook.com/TEDxYale](http://facebook.com/TEDxYale)

**Yale Leadership Institute:** The Yale Leadership Institute was founded in January 2007 by two Yale undergraduates as a means to promote leadership education and training for Yale College. Since then, the mission of YLI has expanded to provide students and the New Haven community with a well-organized structure to learn directly about leadership through valuable personal and shared leadership experiences.

*Highlights include:* the LEAD (Leadership Education and Development) program, Yale's premier four-year training program; Leadership Teas; Youth Leadership Program; Perspectives on Leadership Conference; Yale University President's Gala. [liatyale.com](http://liatyale.com)

**Yale Graduate Student Consulting Club:** The Yale Graduate Student Consulting Club is Yale's central resource for careers in management consulting.

*Highlights include:* YGCC Case Competition; Summer Intensive Training Program, recruiting events, workshops, seminars and networking events.

**Yale Undergraduate Consulting Group:** The Yale Undergraduate Consulting Group is an undergraduate-run consulting group offering strategy consulting,
marketing and product-development services to businesses. They offer a full range of consulting services, take a hands-on approach to developing applicable strategies and help implement them for their clients. Contact: jingyu.yuan@yale.edu

• Women’s Leadership Initiative: Women’s Leadership Initiative seeks to empower future women leaders by creating a campus culture that emphasizes women’s leadership efforts among the various experiences offered at Yale and in the world.

  Highlights include: annual Yale Women in Leadership Conference, speakers, Alumnae Reception, Job Shadowing Day and mentorship. yalewli.com

• Design for America Yale: DFA Yale is a diverse group of undergraduate and graduate students from several different majors sharing the same goal of using design to change lives in ways both big and small. DFA Yale seeks to engage students with both the Yale and New Haven communities to make meaningful change and instill a sense of community pride and responsibility.

designforamerica.com/studios/yale

• Yale Entrepreneur Magazine: The Yale Entrepreneur is a media hub for all things entrepreneurship at Yale. The YE aims to spark interest in entrepreneurship by spotlighting student and alumni ventures. They make it easy to navigate Yale's vast network of entrepreneurial resources with a website and once-a-semester publication. yaleentrepreneur.com

• Elmsseed Enterprise Fund: Elmsseed seeks to facilitate the creation of small businesses in New Haven. By providing access to small, low-interest loans and tech-
nical assistance, Elmseed seeks to open the capital markets to motivated entrepreneurs who lack the capital or resources to start or expand small businesses.

*Highlights include:* loans, consulting, Entrepreneurship Development Course. *elmseed.org*

**BUILD**

When you’ve given thought to a new business venture, begun to explore the market and talked to customers, sign up for one-on-one guidance from experts at the Yale Entrepreneurial Institute about early-stage funding opportunities and available programs to get to the next level. Are you a faculty member with a lab discovery that has commercial potential? The Office of Cooperative Research can walk you through the patent process, help you find commercial partners and potential licensees and connect you to mentors and experts at Connecticut Innovations.

**Office Hours**

- **YEI Office Hours:** The Yale Entrepreneurial Institute offers Office Hours for students, postdocs and faculty who want to discuss their startup ideas, receive advice and learn about available resources. Office Hours are provided by YEI staff and experts known as Entrepreneurs in Residence with specialties in marketing, biotech, engineering and social ventures. *yei.yale.edu*

- **OCR Appointments:** Grad students, postdocs and faculty exploring new lab discoveries and inventions are invited to set up appointments with OCR Licensing Leads to discuss questions about patents, open source software, corporate partnerships and funding opportunities. *ocr.yale.edu*

- **SBIR Office Hours:** Experts from Connecticut Innovations regularly hold Office Hours at the Yale Entrepreneurial Institute. These experts provide strategic insight to faculty, postdocs and grad students seeking Small Business Innovation Research (SBIR) grants, and information on matching those funds through Connecticut Innovations. *Contact: merrie.london@ctinnovations.com*

- **Faculty Entrepreneur Mentors:** The Yale Entrepreneurial Institute has assembled select faculty entrepreneurs to provide specific guidance to faculty new to the entrepreneurship process. These faculty mentors are available for answering questions and one-on-one meetings. *Contact: erika.smith@yale.edu*
Programs

**Venture Creation Program:** The Venture Creation Program is run by the Yale Entrepreneurial Institute and was created to catalyze and support the growth of new, early-stage ventures at Yale. It is dedicated to providing resources for entrepreneurial teams to commercialize promising, unique products or services for which there is a customer or market demand. Each team presents regularly on their progress and lessons learned to Venture Creation Advisors, YEI staff, mentors and other VCP teams. The VCP is open to both students and faculty. Each team receives: up to $2,500 in funding, a dedicated Venture Creation Advisor, a mentor, opportunities to pitch, drop-in work space, access to workshops and office hours with YEI Corporate Partners, special consideration for the YEI Fellowship and eligibility to apply for the YEI Innovation Fund. *Application Deadlines: Friday, September 25; Friday, October 30; and Friday, February 26. yei.yale.edu*

**Technology Commercialization Program:** The Technology Commercialization Program, run by the Yale Entrepreneurial Institute and Office of Cooperative Research, connects professional and graduate school students with patented faculty inventions at the cutting edge of science and technology to launch companies. Admitted students are matched with faculty via the program and work to identify a market, build a business plan and accelerate the company into a viable commercial entity. Accepted students receive: $1,000/semester, lean startup education, mentors, consultants and patent and licensing expertise. *Application Deadline: Saturday, September 5, 2015. yei.yale.edu*
• **Venture Creation Advisors:** The Venture Creation Advisor program is a competitive program run by the Yale Entrepreneurial Institute for select graduate and professional school students interested in financing and evaluating student startups. VC Advisors get hands-on experience reviewing the market viability of student ventures, simulating a VC experience. They help select and fund a portfolio of student ventures in YEI’s Venture Creation Program and support these early stage venture teams by guiding them toward more resources and funding opportunities within YEI. Each VC Advisor is paired with a VC Mentor, a professional in the venture capital space from a top-tier venture capital firm. Accepted students receive a $1,000 stipend per semester. **Application Deadline:** *Saturday, September 5, 2015.* yei.yale.edu

**Venture Creation Consultants:** Venture Creation Consultants at the Yale Entrepreneurial Institute are graduate and professional school students who are competitively selected to provide business planning, financial modeling, strategy assistance, competitive assessments, market sizing, business model creation and marketing plan development to YEI startups. Venture Creation Consultants receive access to mentors at top-tier consulting firms. Accepted students receive a $1,000 stipend per semester. **Application Deadline:** *Saturday, September 5, 2015.* yei.yale.edu

**Canaan–Yale Venture Fellowship:** The Yale Entrepreneurial Institute is partnering with Canaan Partners, a global venture capital firm focused on seed and early-stage technology and healthcare startups to offer highly select Canaan–Yale Fellowships to eight Yale students. These students will be divided into two multidisciplinary teams to provide strategy and leadership around startups in Canaan’s portfolio. This opportunity is particularly geared to grad students and postdocs in the biological sciences as well as School of Management students. Accepted students receive a $1,000 stipend per semester. **Application deadline:** *Saturday, September 5, 2015.* yei.yale.edu

• **Venture Creation Liaisons:** The VC Liaison Program at the Yale Entrepreneurial Institute aims to provide connections between Yale College students interested in innovation, technology and/or entrepreneurship and new startups participating in YEI’s Venture Creation Program. Yale College students who are committed to solving problems in education, government, technology, finance, social justice and the environment are encouraged to apply. The program will teach students to think like entrepreneurs and venture capitalists by exposing them to YEI’s venture process, including team selection, startup education and pitch nights. VC Liaisons are also expected to help with YEI program logistics and
participate in the entrepreneurship community at YEI by serving as ambassadors on campus. Selected students serve for one academic year. Application Deadline: Saturday, September 12, 2015. yei.yale.edu

LAUNCH

You’ve got a startup in its early stages, you’ve assembled a strong team, reached out to advisors and have taken introductory classes and workshops to learn the business basics. You’re ready to take your startup to the next level and are looking for increasing support and guidance to make your venture profitable and impactful. You can find funding and support by applying to one of many campus entrepreneurship prizes. You can also apply to be part of the YEI Fellowship, Yale’s premier 10-week summer program for accelerating Yale ventures, run by the Yale Entrepreneurial Institute. YEI also offers a deep network of resources for supporting student and faculty entrepreneurs in its programs, a network which includes mentors, corporate partners and Entrepreneurs in Residence. Finally, there are many Connecticut funding opportunities and prizes available to Yale entrepreneurs.

Early Stage Grant Funding

• **YEI Fellowship:** The YEI Fellowship, run by the Yale Entrepreneurial Institute, is a 10-week intensive summer bootcamp for incubating ventures and bringing them ready to launch by the summer’s end. Approximately 10 teams are chosen each year in a highly competitive process. Each accepted team receives a $15,000 stipend to support living expenses and initial startup costs, as well as mentors,
access to legal, accounting and marketing corporate partners, introductions to venture capitalists, weekly speakers, community building opportunities and breakfast and lunch during the program. Teams move into the incubator in March, attend foundational workshops during the spring, then participate in a full-time “bootcamp” on Yale’s campus where they learn the fundamentals of starting a new high-growth venture from late May through July. Any current undergraduate or graduate Yale student or student-faculty team with a vision for a new venture is eligible to apply. Application Deadline: Thursday, January 28, 2016. yei.yale.edu

• Seed Grants from CBIT: The Center for Biomedical and Interventional Technology is leading a $1M seed grant program from the CT Bioscience Innovation Fund to support commercialization of new biomedical ideas from Connecticut universities. Startups associated with Connecticut universities can receive awards of up to $30,000. The grants will help those commercializing biomedical devices, diagnostic technology, health information technology or digital health services. medicine.yale.edu/cbit

• Pilot Grants from YCCI: The Yale Center for Clinical Investigation’s pilot program is a funding venue for Yale researchers conducting small-scale research projects to generate data that could lead to further research and funding opportunities. medicine.yale.edu/ycci

• CEID Fellowship: Participants in the Engineering, Innovation and Design Summer Fellowship for Yale undergrads receive a competitive stipend to pursue student-driven projects in teams at CEID with access to equipment, materials
and project mentoring. Summer Fellows work a minimum of 40 hours per week on projects and each writes a final report and presents results at a CEID event the following academic year.  ceid.yale.edu

• SBIR/STTR: There’s a wealth of grant money available to researchers through the government’s Small Business Innovation Research (SBIR) and Small Business Technology Transfer programs (STTR). Faculty who form a startup around their innovative research are eligible for up to $150,000 in Phase I grant money and up to $1,000,000 in Phase II grant money. What’s more, through the SBIR Acceleration and Commercialization Program from Connecticut Innovations, awardees can receive matching grants of up to $40,000, allowing researchers to gather additional data, protect intellectual property, conduct market research and more. Qualifying companies may apply for up to two of these CI grants per year.

Contact: merrie.london@ctinnovations.com

Early Stage Investment Funding

• YEI Innovation Fund: The YEI Innovation Fund, a member of the National Venture Capital Association, offers pre-seed funding to the most promising Yale startups in order to help them further develop their companies and attract larger funding rounds. The Fund was created in September 2013 by Yale University in partnership with Connecticut Innovations and First Niagara Bank in order to improve access to early stage investment capital in Connecticut. Elm Street Ventures, a seed and early-stage venture fund based in New Haven, Connecticut, is managing the Fund. Any ventures that have participated in programs at the Yale Entrepreneurial Institute are eligible to apply for this funding—with up to $100,000 available per venture—with preference given to ventures that have completed the YEI Fellowship. yeifund.com

• Dorm Room Fund: Dorm Room Fund is a student-run venture capital firm that invests in student-run companies. They provide $20,000 in seed financing, business and legal resources and connections to experienced mentors and the broader DRF entrepreneur community. Two Yale representatives serve as student investment officers and hold regular office hours at the Yale Entrepreneurial Institute. dormroomfund.com

• Connecticut Bioscience Innovation Fund: CBIF seeks to drive innovation in the biosciences throughout Connecticut by providing focused financial assistance to startups, early-stage businesses, nonprofit organizations and accredited colleges and universities. Up to $500,000 is available to qualified projects.

bioinnovationct.com/ctbioscience-fund
• **CI Pre-Seed Fund:** Connecticut Innovation’s Pre-Seed Fund supports the formation of new Connecticut technology companies by providing funding, mentoring and resources to turn ideas into early-stage technology companies. In addition to providing equity, CI offers advice, support and introductions to powerful connections that help founders develop a commercially viable business. This fund provides up to $150,000 for pre-seed expenses and requires at least a 50% match from private sources. [ctinnovations.com/funding/preseed](http://ctinnovations.com/funding/preseed)

**Yale Entrepreneurship Prizes**

• **Thorne Prize for Social Innovation in Health or Education:** This $25,000 cash prize is awarded by InnovateHealth Yale to the best student-led venture focused on social innovation in health. Awarded in the spring of each year, the prize is granted to support a student or group of students beginning or continuing to develop a social enterprise or innovation focused on health or education. The deadline for application is in late March. [innovatehealth.yale.edu/prize/index.aspx](http://innovatehealth.yale.edu/prize/index.aspx)

• **Sabin Sustainable Venture Prize:** The Sabin Prize, managed by the Yale Center for Business and the Environment, awards cash prizes totaling $25,000 to students and/or faculty with the best ideas for products, services, projects, or programs that advance a more sustainable way of life. The deadline for application is in late March, and info sessions occur in February. There is also a related speaker series with leading entrepreneurs. [cbey.yale.edu/people/programs/sabin-venture-prize](http://cbey.yale.edu/people/programs/sabin-venture-prize)

• **Yale Venture Challenge:** For over 10 years, the Yale Entrepreneurial Society has hosted the Yale Venture Challenge to encourage entrepreneurship in the Yale community and support the growth of startups at Yale. The competition starts with teams submitting their business plans to YES in late March. The judging committee will evaluate these business models and assign scores to determine the final six teams selected to compete. [yesatyale.org](http://yesatyale.org)

• **Yale Innovator Award:** The Yale Innovator Award is presented to a Yale faculty member, student or post doc with an innovative startup in the life sciences as part of the Biotech Entrepreneur Bootcamp. Finalists are selected by internal judging and there is a pitchoff held during the event for a prize. Presented by the Office of Cooperative Research and Yale Entrepreneurial Institute. [yalebiotechbootcamp.com](http://yalebiotechbootcamp.com)

• **Miller Prize:** The Miller Prize is a new $25,000 entrepreneurship prize from the Yale Entrepreneurial Institute supported by Brian Miller, Chief Investment Offi-
cer of North Sound Partners and member of the Yale Entrepreneurial Institute Advisory Council. The Miller Prize was created to galvanize new ventures at Yale in technology areas with proven venture potential and provide these ventures support and guidance to grow and attract new investment. To be eligible, teams must first participate in the Venture Creation Program at YEI with a startup related to Internet of Things, Big Data or Materials Science. Up to 5 Miller Prize contestant teams will be eligible to participate in each VCP cohort (three cohorts total). The Grand Prize winner will be automatically accepted in the YEI Fellowship; $15,000 of their winnings will support their YEI Fellowship slot with $10,000 remaining for working capital. yei.yale.edu

Community Entrepreneurship Prizes

• CT Business Plan Competition: The Entrepreneurship Foundation offers cash awards as part of an annual CT Business Plan Competition. The team leader and primary presenter must be a student at a Connecticut college or university during the current academic year and teams must have a faculty adviser from a Connecticut college or university. Deadline is in April. entrepreneurshipfoundation.org/new-venture-competition.html

• Entrepreneur Innovation Award: CTNext provides up to $10,000 for eligible Connecticut startups. Funds can be used toward research and development-related projects including (but not limited to): prototyping, performance testing, compliance testing, product or service development, market research, licensing, and more. You must be a member of CTNext. ctnext.com/eia
• Women of Innovation Awards: The Women of Innovation® awards gala recognizes women accomplished in science, technology, engineering, math and those who are involved in their community. This awards event is a time for like-minded, successful women to get together and celebrate their accomplishments. Sponsored by the Connecticut Technology Council. ct.org/signature-event/women-of-innovation

• CT Innovation Summit: Connecticut’s largest networking event for innovative, emerging and startup companies, featuring a Pitch Fest, Funding Fair, Poster Expo and Awards Ceremony. Sponsored by Crossroads Venture Group and CT Technology Council. ct.org/signature-event/connecticut-innovation-summit

• Connecticut Technology Council: A statewide association of technology oriented companies and institutions, providing leadership in areas of policy advocacy, community building and assistance for growing companies. ct.org

Mentors & Advisors

The Yale Entrepreneurial Institute has developed a deep network of resources for supporting student and faculty entrepreneurs at every stage of their venture development.

• YEI Mentor Network: The YEI Mentor Network taps the Yale alumni and regional networks to create a robust, engaged circle of more than 150 experienced founders and senior executives who can advise growing student startups.
This Mentor Network is one of the Yale Entrepreneurial Institute’s leading resources and provides invaluable connections to university startups. Through practical, results-driven mentoring, student teams learn how to move their ideas to the marketplace – how to hone products or services, identify markets, build networks and seek funding. Mentors are selected for their expertise in business formation and operations and for their skills as advisors and have wide-ranging fields of expertise, including engineering, computer science, biotech, clean tech, chemical, pharmaceutical, venture capital, law, marketing and digital media. Students and faculty involved in the YEI’s Venture Creation Program and YEI Fellowship are all paired with mentors. yei.yale.edu

• Entrepreneurs in Residence: YEI Entrepreneurs in Residence are industry experts who provide guidance to Yale students and faculty entrepreneurs, meeting one-on-one with them to discuss strategy and best practices. Current EIRs include Susan Froshauer, the President and CEO of Connecticut United for Research Excellence (CURE) assisting biotech teams; John Dexheimer, the president of LightWave Advisors, Inc. who lends expertise to teams with an engineering background; Patrick Struebi, the founder of Fairtrasa, who provides guidance to teams developing for-profit, mission-driven companies; and Tom Jasinski (’78) and Richard Hunt (SOM ’81) who provide marketing insight and guidance to teams considering applications to YEI's Venture Creation Program. yei.yale.edu

• YEI Corporate Partners: As a key benefit to Yale entrepreneurs, YEI annually enlists a select number of companies who serve as YEI Corporate Partners. These partners are recruited to afford YEI entrepreneurs access to legal or business expertise. YEI Corporate Partners understand the enormous effort required for entrepreneurial success and generously provide support for the program through donations and in-kind services to approved YEI venture teams. Current YEI Corporate Partners include Morgan Stanley (financial services); Wiggin & Dana and Shipman & Goodwin (legal services); McCarter & English and Dilworth IP (intellectual property); Bailey, Murphy and Scarano and Fiondella, Milone and LaSaracina (accounting, tax, advisory services); Fish (communications and branding); Bridge Innovations (medical devices).

• Faculty Entrepreneur Mentors: Faculty Entrepreneur Mentors at the Yale Entrepreneurial Institute provide specific guidance to faculty new to the entrepreneurship process. The YEI Faculty Entrepreneur Mentors include Yale professors and
entrepreneurs Craig Crews, Laura Niklason, Kurt Roberts and Lynn Fiellin. All have started their own companies and utilized resources from the Yale Entrepreneurial Institute and the Office of Cooperative Research and can guide faculty considering startups on how to navigate issues like conflict of interest, patenting and setting up boards. yei.yale.edu
FROM IDEA TO STARTUP

If you have an idea or a new invention, make an appointment with one of the experts at the Yale Entrepreneurial Institute (YEI) or the Office of Cooperative Research (OCR) to discuss available resources and next steps. These might include:

- **Learn** – The Yale Innovation Seminar Series run by YEI and OCR cover topics such as ideation, licensing, patents, funding resources, incorporation, commercializing technology and more.

- **Advance Your Idea** – The Venture Creation Program at YEI provides support for both students and faculty, with funding and input from mentors and other experts to get your idea moving forward.

- **Develop a Commercialization Plan** – Determine how to bring your idea into a product or service and bring that to market with guidance from experts at YEI and OCR.

- **Develop a Business Plan** – Work with experts at YEI and OCR on honing a business plan that describes your startup’s business model and which will be used to determine the commercial viability of a venture.

Yale faculty and researchers interested in starting new ventures may seek additional guidance related to patenting their technologies and pursuing licensing opportunities. OCR and YEI can help guide you through steps including:

- **Develop IP & File Disclosure** – Work with OCR and YEI on the patent process.

- **Define R&D Milestones** – Determine additional work needed to develop your idea with guidance from experts at OCR and YEI.

- **Negotiate License Agreement** – The CEO of your startup will negotiate a license agreement with OCR.

Once your idea is more fully developed, we may suggest some more advanced steps you and your team can take, including:

- **Apply for the YEI Fellowship** – The YEI Fellowship is a 10-week bootcamp for accelerating Yale startups with a $15,000 stipend, mentorship, education, pitching opportunities and more.

- **Identify Company Leadership** – Identify three to four people to serve as an advisory board with guidance from YEI and OCR.

- **Incorporate** – Become a legal entity with assistance from OCR and YEI.

- **Fundraise** – Seek early capital from a variety of Yale sources, including connections to angel and seed investors made through OCR and YEI; Yale entrepreneurship prizes; seed funding from the Center for Biomedical and Interventional Technology; the CT Bioscience Innovation Fund; and the YEI Innovation Fund.
“At Yale we don’t just want to make new things, we want to make things better.”

— Peter Salovey, Yale President

Yale students are motivated by the desire to make a positive impact. They are starting companies that address looming public health problems, disparities in education and major environmental challenges. Yale counts among its alums an incredible roster of social entrepreneurs who have created transformative ventures, including Kanya Balakrishna (’09), founder of the Future Project, a national campaign to empower young people to pursue dreams of social entrepreneurship. Barbara Bush (’04), cofounded and serves as CEO of Global Health Corps which seeks to mobilize a global community of emerging leaders to help improve health care management and outcomes in Africa and the US. Aaron Feuer (’13) cofounded Panorama Education as part of a YEI Fellowship, to provide K-12 schools with surveys and analysis that could lead to real insights and improvements. Panorama now serves more than 6,500 schools across the country. Silvia Terra, founded by Zack Parisa (FES ’11) and Max Uhlenhuth (’12) and developed during a YEI Fellowship, allows for superior forest management through remote sensing, big data, cloud computing and mobile. And Jennifer Staple-Clark (’03) founded Unite for Sight, a New Haven-based organization that provides sight-preserving and sight-restoring eye care to people in need across the globe. Clark has since joined the Yale Entrepreneurial Institute’s Operating Board to help guide student social entrepreneurs who are approaching YEI in greater numbers.

Those with social and environmental ventures at Yale are also finding support via Office Hours with YEI Social Entrepreneur-in-Residence Patrick Struebi, founder of Fairtrasa, a company that lifts small-scale farmers out of poverty, and in designated spots for social and environmental ventures in the YEI Fellowship.

YEI also works closely with Yale campus partners on providing resources to social entrepreneurs, including InnovateHealth Yale, which is run by the Yale
School of Public Health and offers the $25,000 Thorne Prize for Social Innovation in Health or Education; and the Center for Business and the Environment at Yale (CBEY), co-run by the School of Forestry and School of Management (SOM) which offers the $25,000 Sabin Prize for sustainable ventures. Both InnovateHealth Yale and CBEY also offer events, programs and internships for advancing students’ understanding of how to grow and support social ventures.

SOM offers a wide array of elective courses that explore issues related to social enterprise, ranging from nonprofit management to public policy, from environmental stewardship to business ethics, as well as hosting an annual Yale Philanthropy Conference and supporting student organizations like Net Impact dedicated to social ventures.

Other student groups for Yalies passionate about creating social change include Design for America, a group of undergrads and grads looking to make meaningful change in the Yale and New Haven communities and Undergraduate Net Impact which provides resources for students to learn how to use their interest in business for social change.

**YALE SUCCESS STORIES**

The Office of Cooperative Research and Yale Entrepreneurial Institute have helped many Yale faculty members and students launch successful companies. Here are just a few:

**CRAIG CREWS**

- Lewis B. Cullman Professor of Molecular, Cellular, and Developmental Biology, Founder & CSO of Arvinas.

- Worked with OCR to protect IP and secure investment and management to launch new venture Proteolix around the drug Kyprolis. Sold Proteolix for $851M in 2009.

- Worked with OCR to protect IP, secure investment and pull together team to form Arvinas. Entered into $434M partnership with Merck for its protein-degradation technology.

- Currently serves as YEI Faculty Entrepreneur Mentor.
**WENDY DAVIS**

- SOM '14, CEO of GestVision.
- Was connected with Yale faculty researchers in preeclampsia diagnostic via OCR/YEI.
- Participated in YEI’s Venture Creation Program.
- Connected via OCR and YEI to SBIR experts & Mentors.
- Received $100K from the YEI Innovation Fund.
- Won Yale Innovator Award at Biotech Entrepreneur Bootcamp.

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**BOB CASEY**

- YC '11, VP/Platform Designer at Clover Wireless.
- Developed YouRenew to recycle smartphones during a 2008 YEI Fellowship.
- Acquired by Clover Wireless in 2012.

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**JENNIFER STAPLE-CLARK**

- YC ’03, Founder/CEO of Unite for Sight.
- Launched Unite for Sight at Yale to spread information about the need for eye care and resources to the medically underserved.
- The initiative took off across colleges campuses and then expanded worldwide.
- Unite for Sight has now provided eye care to more than 1.8 million living in extreme poverty.
SEAN MACKAY

• SOM ’14, Founder/CEO of IsoPlexis.
• Matched with Rong Fan, Associate Professor of Biomedical Engineering through OCR and YEI to build a business around Fan’s single-cell immunoassay device and software.
• The team developed the venture as part of a 2013 YEI Fellowship.
• The business is running in Branford, Conn. and has raised $2.4M in funding.

YOSSI SCHLESSINGER

• William H. Prusoff Professor of Pharmacology and Chair, Pharmacology and cofounder, SUGEN and Plexxikon and founder of Kolltan.
• Sugen was purchased by Pharmacia & Upjohn for $650M, which developed Sutent (Sunitinib) for treating gastrointestinal stromal tumors and renal cell carcinoma.
• PLEXXIKON was purchased by Daiichi Sankyo for $900M, which developed Zelboraf (Vemurafenib) for treating of late-stage melanoma.
• Yossi then worked with OCR to found Kolltan in 2007 to develop novel monoclonal antibody drugs targeting receptor tyrosine kinases.
• Kolltan’s lead drug is currently in multiple Phase 1b trials for treating adult advanced solid tumors. Kolltan has raised over $125M in private equity.
ABOUT THE YALE ENTREPRENEURIAL INSTITUTE

The Yale Entrepreneurial Institute is a university department that helps entrepreneurs and innovators at Yale start scalable new ventures. YEI offers three dedicated programs for accelerating ventures at Yale from early-stage conception to investable startup: the Venture Creation Program, the YEI Fellowship and the YEI Innovation Fund, which provides $100,000 in pre-seed funding. YEI is dedicated to fostering entrepreneurship across all schools at Yale and providing opportunities for students and faculty to test their ideas, develop them with expert guidance and launch companies that can make an impact in their respective industries. YEI resources include a 150+ Mentor Network; resident entrepreneurs; access to in-kind services from corporate partners in legal, accounting, financial, IP, communications and branding; connections to the angel and venture community; and connections to campus and community entrepreneurship partners. yei.yale.edu

There are currently 80 active YEI companies that have raised over $135 million in funding and created over 350 jobs since 2007.

ABOUT THE OFFICE OF COOPERATIVE RESEARCH

Since its founding in 1982, the Yale Office of Cooperative Research (OCR) has built a significant portfolio of inventions and patents and has grown into an engine of regional economic development. Its mission is to facilitate the translation of research from Yale’s labs into products and services that benefit society. OCR is recognized as a leading force for catalyzing economic growth by identifying, counseling and nurturing early-stage technologies and guiding the transition into robust companies. ocr.yale.edu

OCR has provided resources to launch over 50 companies from Yale labs that together have raised more than $5 billion in equity capital in the last 15 years.
yeli.yale.edu
facebook.com/yaleentrepreneurs
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