

UC San Diego

Institute for the  
Global Entrepreneur



# Entrepreneurial Education & Acceleration Programs

Kyushu University-UC San Diego Joint Webinar-2  
“Innovation & Entrepreneurism”  
January 25-26, 2021

Dennis Abremski  
IGE Executive Director  
[dabremski@ucsd.edu](mailto:dabremski@ucsd.edu)



# OPPORTUNITY



**UC San Diego is globally recognized as an innovation leader, driving social and economic prosperity.**



# Startup Founders



Debbie Chen  
CEO, *Hydrostasis*  
(Alum)



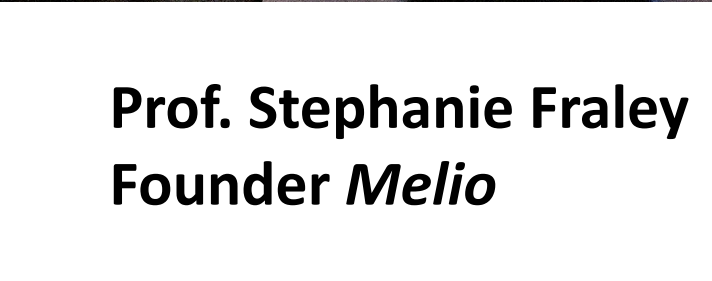
Munjal Shah  
CEO, *Health IQ*



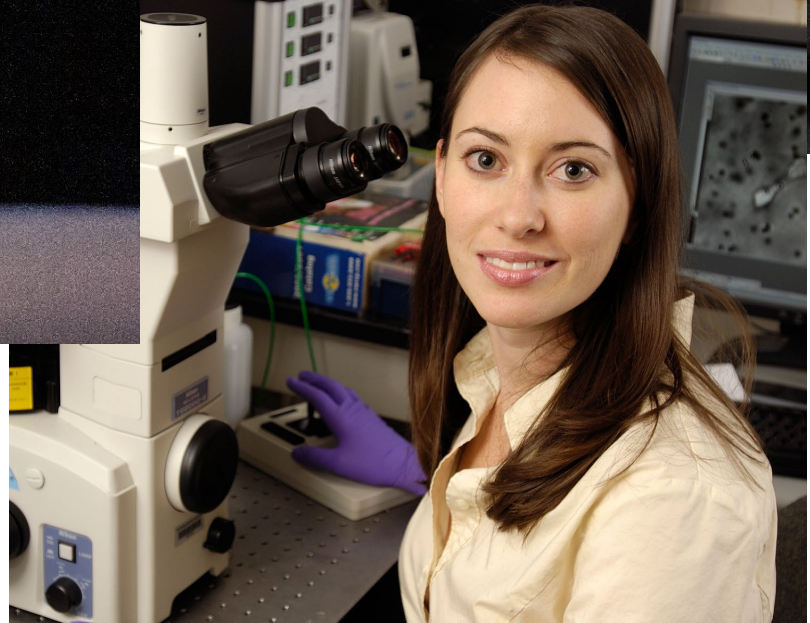
robot-enabled superhuman dexterity  
**Michael Yip**  
Asst. Prof.

Michael Yip  
Asst. Professor, Electrical and Computer Engineering  
Advanced Robotics and Controls Lab  
arclab.com

UC San Diego  
JACOBS SCHOOL OF ENGINEERING



**Prof. Stephanie Fraley**  
Founder *Melio*



**Alex Zaretski**  
Founder,  
*Grolltex*  
UCSD Ph.D.



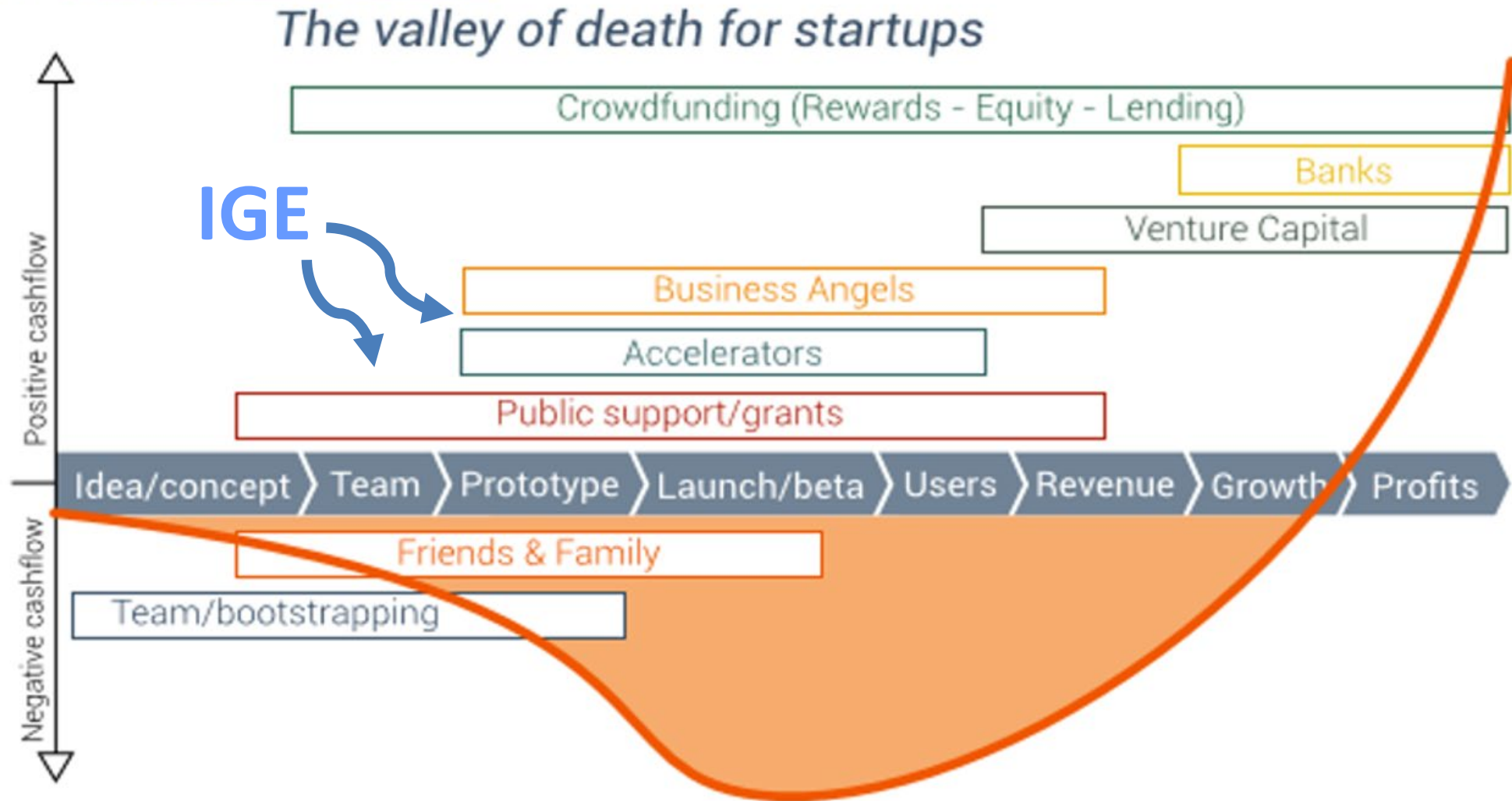


# Our Greatest Advantage



# What We Were Fighting

Source: [www.startupfundingbook.com](http://www.startupfundingbook.com)



# San Diego & UCSD Eco-System

The UCSD Eco-system provides a strong technology foundation.

## \$1.2B Research

Annually

The University averages \$1B+ in awarded **research** grants and contracts

## 800+

**Med Device and Life Science Companies** in Southern CA

## #3 & #9 Ranking

San Diego ranked #3  
LA/Orange County ranked #9  
in national **life science clusters**

## 1700+

**Faculty** and Staff at  
UCSD Medical Center



# Goals

To improve the way MedTech innovations are developed & brought to market...

... Through **education & acceleration**, making healthcare more functional, reliable, convenient, & less expensive.

Focus on additional areas where UCSD can significantly impact society, such as **sustainability** & next generation communications, etc.



PRODUCT / MARKET FIT

CUSTOMER DISCOVERY

VALUE PROPOSITION

TARGET MARKET

IDEA  
Your idea for a product or company

# Do you have an idea for a product or company?

## National Science Foundation (NSF) I-Corps

Apply to the Institute for the Global Entrepreneur NSF I-Corps Program. This is the first step in developing your product for commercialization. This hands-on workshop will guide you through the process of customer-centric development.

### Participants will learn:

- How to determine your target market.
- How to interview customers.
- How to create product/market fit.

Projects will receive \$1000 for prototype development.



(Customer – Centric)

# Entrepreneurial Education Programs



# Elevator Pitch





National  
Science  
Foundation  
Sponsored

United Nations  
Sustainability  
Development  
Goals



**Deadline to Apply:**

September 30, 2020

**Workshop Dates:**

10/22, 10/29, 11/5 and 11/12/20

**Time:**

6:00-9:00 PM

# Have an Idea that Will Improve Global Sustainability?

## National Science Foundation (NSF) I-Corps

Apply to the Institute for the Global Entrepreneur NSF I-Corps Program. This is the first step in developing your product for commercialization. This hands-on workshop will guide you through the process of customer-centric development.

### Participants will learn:

- How to determine your target market.
- How to interview customers.
- How to create product/market fit.

Projects will receive up to \$3000 for prototype development. We are opening opportunities for projects centered around the UN Sustainability Development Goals (SDG). Bring your idea to fruition!



<https://bit.ly/I-CorpsFall2020>

For more information contact: [igeaccelerator@eng.ucsd.edu](mailto:igeaccelerator@eng.ucsd.edu)

Institute for the  
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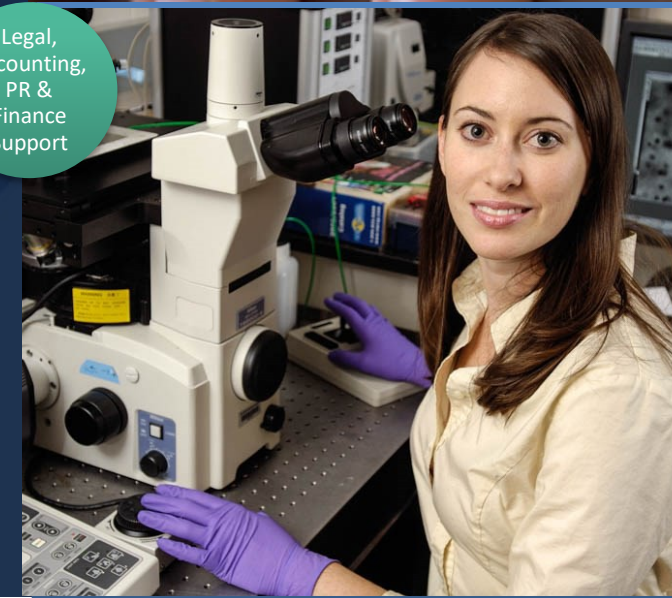
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UC San Diego  
RADY SCHOOL OF MANAGEMENT

# IGE MedTech Accelerator

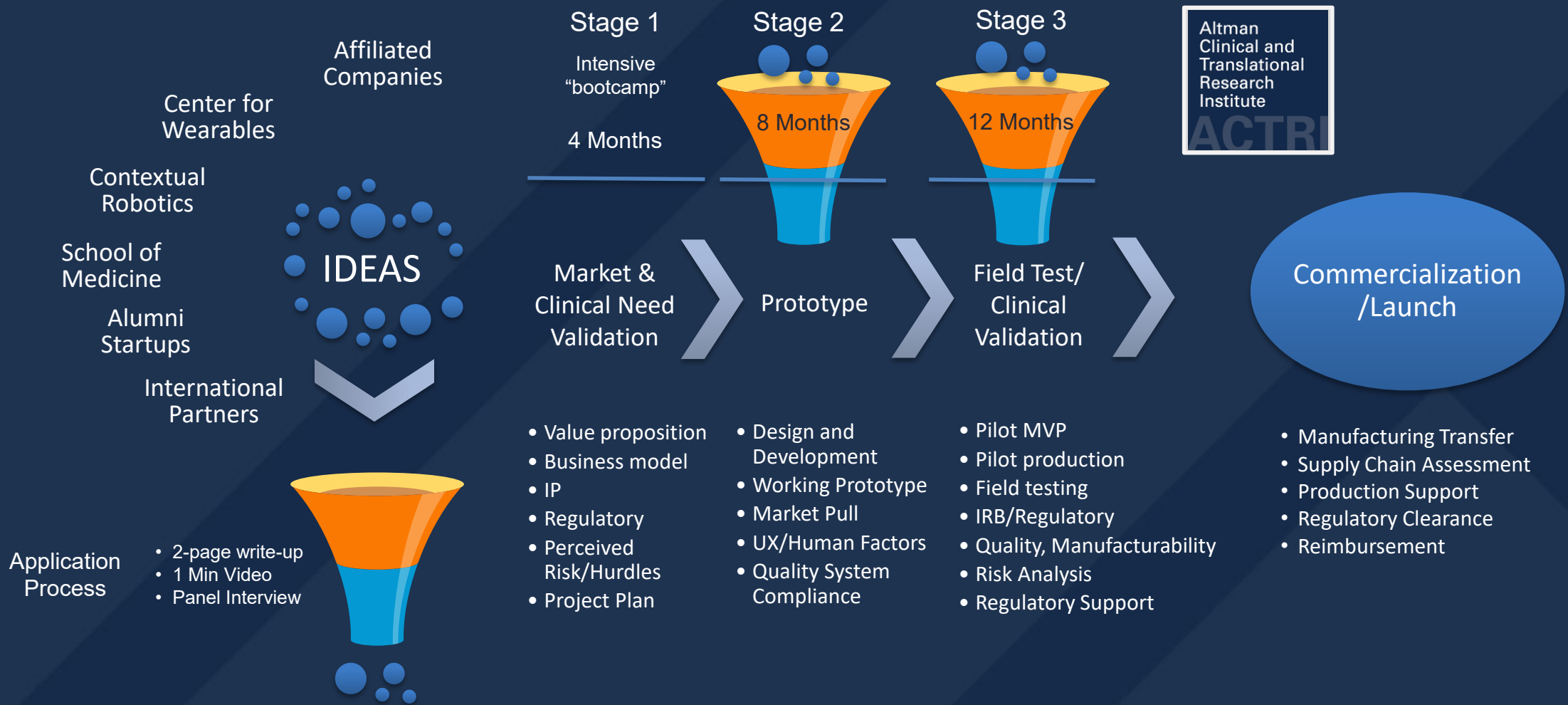
## Accelerating Medical Innovation & Entrepreneurship

- For entrepreneurs working at the intersection of healthcare and technology.
- Access to advisors, investors, corporate partners, and customers.
- Partnering with Altman Clinical and Translational Research Institute (ACTRI)
  - Clinical Study Design
  - Biostatistics & Informatics
  - Regulatory Expertise & Training





# MedTech Acceleration Process



# Filling Gaps – “Startup Microsurgery”

- Adding Experience
- Building Credibility
- Increasing Value
- Buying Time
- Survivability –  
Increasing the  
probability of Success





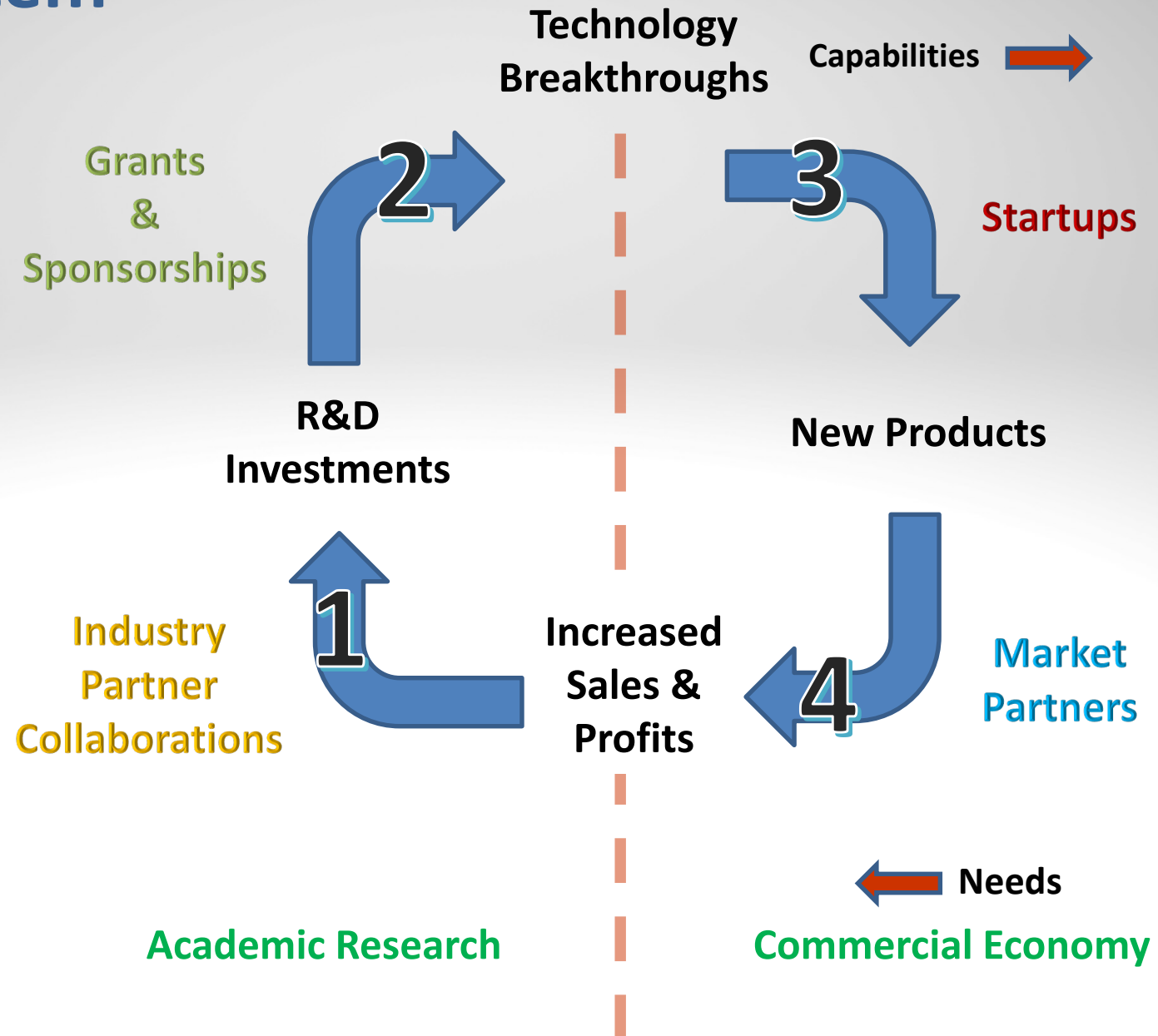
# Mentors

Seasoned Entrepreneurs Share Expertise



# Innovation Ecosystem Virtuous Cycle

R&D investments  
replenished through  
increased profits in the  
commercial economy.







THE BASEMENT



# PARTNERS



MESA VERDE VENTURE PARTNERS



IDEAS COUNCIL

UC San Diego

Altman Clinical and Translational Research Institute

# Global Accelerator Programs



筑波大学

*University of Tsukuba*



울산과학기술원

ULSAN NATIONAL INSTITUTE OF  
SCIENCE AND TECHNOLOGY



東京大学  
THE UNIVERSITY OF TOKYO

Research Studio 2020  
powered by SPARK

**EDGENEXT & Path to Market**



# Success by the Numbers

#1 Public Institution for **industry-funded research**

#1 Public Institution for **positive social impact**

#4 Institution for **startup creation**

#7 Institution for **R&D expenditures**

#7 For **patents** issued

Jacobs School of Engineering ranks **#9**  
**among nation's top engineering schools.**

US News & World Report – March 2020

Over **40,000 jobs** attributable to UC San Diego-related companies



Thank You!

My Contact Info:

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# My Background



**Dennis Abremski**  
IGE Executive Director  
dabremski@eng.uscd.edu

*Qualcomm*

*wireless*

*healthcare*

*SAAS*

*consumer products*

*serial entrepreneur*

*marketing*

*US Government*

*design*

*Microsoft*

*product management*

*sales*