

REPORT: TRIP TO THE USA

Visited Organizations:

Washington DC

1. Moldovan Embassy in USA
2. Small Businesses Agency
3. TechAmerica
4. National Institute of Standards and Technology
5. USAID
6. Eurasia Foundation
7. InfoDev
8. World Bank
9. Northern Virginia Technology Council

New York City

1. IBM Research Laboratory

Pittsburgh

1. Pittsburgh Technology Council
2. Duquesne University
3. iCarnegie
4. Innovation Works
5. Vivissimo
6. Software Engineering Institute, Carnegie Mellon
7. Entertainment Technology Center, Carnegie Mellon
8. Carnegie Mellon Robotics Academy

San Francisco

1. Silicon Valley Association of Startup Entrepreneurs
2. Intel Museum
3. HP Headquarters
4. University of California, Berkeley IPIRA
5. Office of Technology Licensing Stanford University
6. IBM Corporation
7. Vlab
8. Plug and Play Tech Center

Austin, Texas

1. Herb Kelleher Center's Conference Room
2. St. Edward's University
3. Small Business Development Program, City of Austin
4. BiGAUSTIN
5. Applied Nanotech, Inc.
6. University of Texas at Austin
7. Texas State University Small Business Development Center
8. Austin Technology Incubator

ATIC representatives US trip Diary:



The representatives of the Moldovan Association of Private ICT Companies have met the ambassador of the United States from Moldova, Igor Munteanu, and discussed opportunities of promoting the ICT sector in the United States from Moldova.

Mr. Munteanu has mentioned that the Moldovan ICT sector has a great potential and that there is big interest from the Moldovan side to get promoted on the US market and bring US big companies to Moldova with various programs that can enhance the education in ICT.

Mr. Cunev, president of ATIC pointed out the importance of the support of the Moldovan embassy in the US.

The link between the embassy, diasporas and Moldovan ICT sector can serve as business enhancement tools.

Both parties agreed upon work further on getting better messages about the ICT sector possibilities about Moldova and strengthen the cooperation between Republic of Moldova and United States of Moldova.

November 30, 2010

The day of the ICT companies representatives has started at the **Small Business Agency**, where the Moldovan group has learned about the activities the state agency provides to enhance and help the small businesses from US, what programs the agency launches to foster innovative projects to be supported.

Jane Boorman, Director of the International Visitors department has talked about the consultancy programs that are available all over the country for the small business representatives.

Ronald S. Cooper, Senior Policy Analyst has presented the Small Business Innovation Research Program sponsored by the US Government which helps SMEs develop their ideas.

According to the SBA, all the federal agencies give 2,5% of their R&D budget to SBA and their programs.

23% of the budget has to be offered only for the Small Companies, by law.

Next Meeting was held at **TechAmerica**, an organization with apr. 1200 small, medium and big companies, including world leading vendors.

TechAmerica presented their program on policy advocacy in the education, employment and taxation issues; various programs for their members on trainings, counseling, discounts programs to help companies save money.

NIST- National Institute of Standards and Technology has presented their Tehnology and Innovation Program also funded by the US government to support very high risk projects on up-to-date topics. This program supports scientists and research companies to solve the daily problems the society phases.

December 1, 2010

USAID Senior Competitiveness Advisor, Neal Nathanson has presented the programs active in the Eastern European Region such as RCI(Regional Competitiveness Initiative) and other competitiveness programs that are highly recognized succesful in the Republic of Moldova.

Mr. Nathanson promised to continue supporting the Moldovan ICT sector through competitiveness enhancement initiatives. As an example, a boot camp on project management will be organized beginning of February.

Such organizations as **Information Tehnology Industry Council** and **Northern Virginia Technology Council** have discussed about the powerfull tools and instruments used in promotion of the industry needs at a global level and regional level, and the role of the private sector to exchange opinions.

They are mainly formed to promote the interests of the companies. Some of the benefits NVTC offers:

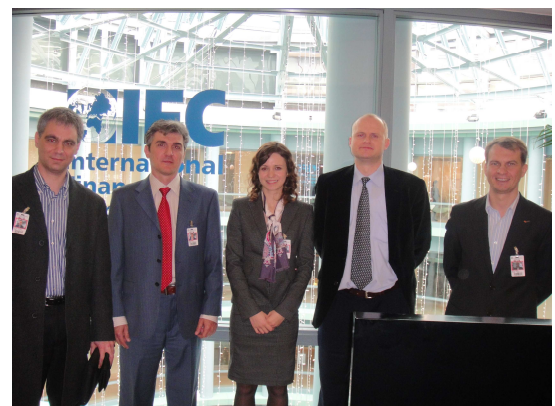
- access to HR database
- meetings, share of experience
- contact making/B2B
- linking education with the private business.

December 2, 2010

The day has started with a meeting at Eurasia foundation, where the representatives have talked about the projects they run in Moldova, specifically “youth bank” and the programs they have run in ICT in Ukraine. ATIC will try discuss the initiative with the local office from Moldova to cooperate on the 2 programs on better education opportunities and promotion of ICT in the rural areas, launch informational campaigns about the ICT attractiveness as a future career, and also bring the opportunities from Ukraine in Moldova.

Meeting with InfoDev project from World Bank: the discussions were held on the necessity or opportunity to develop a mobile applications laboratory in the region of Eastern Europe. **Mr. Toni Eliaz** has introduced the information about the laboratory and what its functions should be. Moldova is, as well on the list of hosting such a laboratory in the future time, but the decision will be made through a contest based application.

Present at the meeting, **Mr. Oleg Petrov**(World Bank) has mentioned that the new e-Transformation project to be launched in Moldova will be in need of mobile applications, and such a laboratory will help the industry and e-services grow.



Mr. Petrov has also described the current phase of the e-transformation project being developed and discussed in Moldova, and has mentioned that the final concept should be presented to be approved by April 2011.

December 3, 2010

New York

IBM research Laboratory

During this meeting, the delegation has learned about the projects IBM work on, the personnel, conditions, opportunities to work in such a laboratory.

We have also learned about the Blue Gene machines that are super power computers which are used in the research process. IBM has research centers all over the world, and their main idea is to find destinations where they can explore new ideas that can be replicated in other economies. Moldova might be a potential destination, but it has to identify its key areas of research and one/two main issues that need to be addressed.



December 6, 2010

Pittsburgh

The first meeting started at Pittsburgh Technology Council. This is an organization similar to Northern Virginia Technology Council, with over 1000 members. Main areas of activity:

[Benefits to Organizations](#) [Benefits to Individuals](#)
Advertising Opportunities

The Council's print and electronic publications offer ample exposure to get the word out about your company. Progressive advertising options and plans allow for companies of all sizes to maximize target messaging directly to the C-level decision makers in the technology community. In addition to advertising, there are many ways to build your presence in the community, including logo placement, collateral distribution and verbal recognitions that can boost your regional corporate awareness.

[Click to learn more](#)

Advocacy and Public Policy

We continuously monitor federal, state and local legislation that impacts the growth of Council members and the region. With a focus on Pittsburgh business taxes, we also send a consistent message to Harrisburg and Washington, D.C., about the need to reform our region's outdated business tax policies.

[Click to learn more](#)

Business Essentials Program

We partner with some of the nation's most reputable product and service providers to deliver high-quality business cost savings and health insurance service. Through these partnerships, we

contract comprehensive group health, dental, vision, life and disability insurance, investment and retirement solutions as well as other key business offerings.

[Click to learn more](#)

Career Connector

The Pittsburgh Career Connector saves regional employers an average of \$3.6 million in recruiting costs. Council members enjoy exclusive recruiting services, including free position postings and an online, searchable database of more than 3,000 active resumes. For job seekers, we have the largest number of tech careers in Pittsburgh under one roof.

[Click to learn more](#)

Annual Compensation Survey Discount

Benchmark your company's compensation plan to the region's most current data and learn what other companies are offering to attract and retain top talent. From salary to benefits to incentives, the Pittsburgh Technology Council's Annual Total Compensation Survey is the only survey of its kind focused entirely on regional companies and current compensation information. Receive this publication at a discounted rate as a member company.

[Click to learn more](#)

Conference and Facility Usage

Whether you need space for a private meeting, or a 40 person training session, the Council offers our conference facilities to members at no charge. The PTC also offers free wireless Internet within our facility.

[Click to learn more](#)

Economic Development Assistance

We help growing Pittsburgh tech companies identify and gain access to state grants, loans and tax credits.

[Click to learn more](#)

Event Discounts

From educational roundtable events to social Face2Face events to our annual Tech 50 Awards ceremony, the Council has the most valuable Pittsburgh events. Only the PTC provides you with the opportunity to rub elbows with the best and brightest in southwestern Pennsylvania's tech industry. PTC events are a true Pittsburgh business resource.

[Click to learn more](#)

Government Connections

Track legislation, regulations and Pittsburgh business advocacy relevant to you with the Council's Government Relations Portal. We can also help you increase your business profile among elected officials through legislative networking events and issue-relevant forums aimed at touting the region's tech industry.

[Go to Government Relations](#)

Health Insurance

The Council's Employee Benefits Group, part of our Business Essentials Program, serves more than 500 companies and 5,000 individuals by providing health insurance, benefits strategy and administrative services to member companies.

[Click to learn more](#)

Hill Days

The Council takes member companies to Harrisburg and puts them in front of dozens of representatives and senators as part of our Pittsburgh business advocacy efforts. Through Hill Days, members are given the opportunity to educate legislators on how specific policies will affect Pennsylvania companies.

[Click to learn more](#)

Member2Member Savings Program

Business cost savings are available exclusively to Council members. Take advantage of savings opportunities on a variety of products and services, including document imaging, marketing services, moving and storage, promotional items and much more. Whether you're looking to save money on purchases or generate new sales by offering a member discount, participating in the Council's Member2Member Savings Program is a win-win opportunity and a real Pittsburgh business resource.

[Click to learn more](#)

Membership Directory

As the most comprehensive source for information about the regional technology industry, the PTC Member Directory is an essential business tool and a who's who of the tech sector. Members receive a free listing in this guidebook (published in print and online), and a complementary printed version for desk reference.

One-on-One Introductions

We know how important it is to network – our organization was founded on it. To this end, we are dedicated to making business connections within our membership. Want to be introduced to a specific company or individual? Our membership team can make the connection so you can make the deal.

Presentation Proposals

The Council offers knowledge-based programming to our membership. We rely on industry thought leaders to guide, develop and present this programming and provide value to educational seminars. Members can submit various presentation topics for PTC programming suggestions.

[Click to learn more](#)

Press Releases

Got news? Share it with others! The PTC is proud of our members' accomplishments and post their recent press releases and news to our site. We are the go-to source for Pittsburgh tech news.

[View current press releases](#)

Professional Development

Build upon what you know with industry- and peer-specific programming designed for the busy professional. Through Council technology-focused user groups, thought leader discussions and idea exchanges with regional colleagues, the PTC provides ample opportunity to continue learning about the latest trends in many industries.

PTC Conference Center

As a premier Pittsburgh business resource, Pittsburgh Technology Council members can access leading-edge conferencing services through the PTC Conference Center. Through its relationship with Pittsburgh-based Chorus Call, member companies can set up secure and reliable audio/video conferences with participants from anywhere in the world - all with crystal clear connections. As one of the world's leading conferencing providers, Chorus Call offers the industry's most advanced and experienced portfolio of telecommunication solutions and collaboration services. Be sure to mention the "PTC Conference Line" when calling to set up your

conference call. The PTC Conference Center = Business Cost Savings.

[E-mail to Learn more](#)

Public Relations Tool Kit/PR Newswire

The Pittsburgh Technology Council members can access a free 12-month membership with PR Newswire. Distribute press releases and other company news and gain access to more than \$2,000 in free and discounted services. Start building your company's visibility today with this valuable offer. Click here to learn more.

[Click to Learn more](#)

Publication Subscriptions

Award-winning newsmagazine TEQ is southwestern Pennsylvania's authoritative resource on issues affecting regional technology companies. Who's making news? Maybe it's you! TEQ lays it out, eight times a year, free to members. Also, interactive versions of the magazine are available and supplementary radio show on KQV AM 1410, offer other outlets for tech news. Can't wait for the next issue of TEQ? The PTC releases a biweekly e-newsletter, TechVIBE, which delivers important industry and peer group news in one easy-to-read format. Don't have time to read it at your desk? It's compatible with most mobile phones so you can get your tech news on the go.

[Click to Learn more](#)

Tuition Discount Program

The PTC's Tuition Discount program provides affordable options for continuing education. Through partnerships with many of our region's well-renowned colleges and universities, we offer significant discounts in either tuition discounts or fees to member companies and their employees.

[Click to Learn more](#)

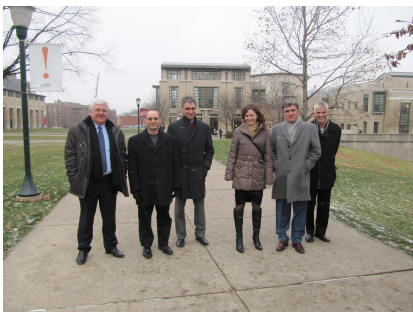
Workforce Development

Through unique initiatives, like CareerCasts, Internship Services and Adventures in Technology, the PTC proactively works to develop the region's talent pool, building the brightest future for regional employers and our region. Our Pittsburgh Career Connector is the resource for tech careers in Pittsburgh.

[Click to Learn more](#)

Duquesne University

This university is a small one in Pittsburgh, but is interested in developing internship and exchange possibilities with foreign countries and private institutions. They run 2 masters degree in audit and control and resource managements.



iCarnegie, spin-off Carnegie Mellon University

iCarnegie is a spin-off organization from the Carnegie Mellon University which promotes international development in the area of bringing ICT programs closer, and promoting education in ICT and through various programs such as K12, SENA, summer schools.

More information can be found on: www.icarnegie.com

December 7, 2010

Innovation Works

First meeting was held at Innovation Works, which is an incubator for start-ups with federal/state government funding and 15 people employed. Each year they run applications for start-up companies to get funds in their high risk projects. The team of consultants help the companies develop their business plans and daily activities to grow the business. Once these companies have reached maturity they will be left on their own. Innovation Works also offers shared infrastructure for up to 10 companies for a very short period of time.

Software Engineering Institute, Carnegie Mellon University

The representatives of the SEI have talked about the programs available within SEI such as TSP which help measure Team Level effects, CERT- program that deals with cyber security engineering, secure coding, etc., CMMI- the certification that helps improve business processes on a company level.

Vivissimo

Vivissimo is a fast growing company created by 3 engineers from Carnegie Mellon University, which employs 125 people. They offer to the market one product which permits the analysis of large volume data from different sources. It is a company with strong orientation to the customer and high corporate responsibility. As facilities to motivate the employees, they offer:

- health rate premium insurance
- 17 days of vacation(as opposed to a normal 7 days vacation)
- Stock options
- Bonus plan 15-25% revenue goal.

Entertainment Technology Center

A spinoff from the Carnegie Mellon University, the ETC has only 150 students who study during 4 semesters in the USA. There are no scholarships available, and the students come from various fields: IT, art, cinema, music, etc. The main idea is to translate the language on non-IT people in IT and create projects that can make changes. ETC for a big part of the budget, works with private companies such as Walt Disney Imagineering, Electronic Arts, Microsoft, Intel, etc.

December 8

Carnegie Mellon Robotics Academy

This organization works has programs to use robotics in order to solve various problems. They have developed a program for the schools, where with help of robotics(real small robots), students should learn math, programming, etc. This method allows to enrich the knowledge by using these machines. This program could be a great success in the promoting the career in ICT and helping out students choose these carries through entertaining methods of learning.

More information: www.education.rec.ri.cmu.edu

December 9

San Francisco

Silicon Valley Association of Startup Entrepreneurs

Founded in 1995, The Silicon Valley Association of Startup Entrepreneurs (SVASE) is the largest and fastest growing nonprofit association in Northern California dedicated exclusively to helping technology entrepreneurs – from the idea through product launch – build successful businesses, across a variety of technology driven industries (Clean Energy, Digital Media, Life Sciences, Mobility, Security, Software, Semiconductors and more.)

SVASE encourages cooperation among organizations serving the entrepreneurial community: current partners include FWE, TEN, ASVC, Churchill Club, TiE, SV Web Guild, EBIG, and approximately 50 more, with which SVASE co-promotes events and shares membership discounts.

Mr. Gill has presented the scheme of getting funds from venture capitals in Silicon Valley

He mentioned the fact that to obtain capital in Silicon Valley, one has to have a US based company.

The investors look for:

- big markets
- good team
- a product

The minimal viable product should be between 10X to 30X return on investment.

Each year there are business plan contests to be awarded :

Stage A: 10 startups receive venture capital funding

Stage B: 5 startups go/do not go further in a period of 18 months

Stage C: 2-3 startups bring 1XROI(5-8 years period)

1-2 startups 4XROI(5-8 years period)

Max 1 might get to 40XROI(5-8 years period)

The whole scheme is done to define the 40xROI company, which are very often the ones the angels(investors) like less from the beginning.

How does the structure of the company change with the investment:

Stage	Founders	Angels	VC	Operational
1	35%	15%	50%	
2	21%	9%	50%	20%

In order to keep the companies viable, the management changes in a certain period of time, and the distribution of capital changes according to the scheme above.

As some figures from about 1200 venture capital companies in 2000, there are about 500 in 2010.

Intel Museum

The delegation has learned about the development of Intel microprocessors, their history over time, who and how have started this company.

The Intel Museum collects, preserves and exhibits Intel corporate history for the purpose of increasing employee, customer and public awareness of Intel innovations, technologies and branding in an interactive and educational manner

Hewlett-Packard (Headquarters)



The meeting with Mr. Walter Reichert, Director International Trade Development has been focused on presenting HP's strategy and further plans all over the world, as well as in Moldova. Mr. Reichert seemed to be very open to the initiative of launching and supporting the Innovations Center in the Republic of Moldova, and are looking forward to receiving more information on the business plans, and the Moldova ICT Summit initiative to be held in May. Mr. Reichert advised to CC him on these documents and he will supervise the European office.

December 10

University of California, Berkeley IPIRA

UC Berkeley's Office of Intellectual Property and Industry Research Alliances (IPIRA) was created in 2004 to provide a "one-stop shop" for industry research partners to interact with the campus. IPIRA's mission is to establish and maintain multifaceted relationships with private companies, and thereby enhance the research enterprise of the Berkeley campus. These relationships include sponsored research collaborations, and intellectual property commercialization. This office reports to the Vice Chancellor for Research and consists of two groups: the Office of Technology Licensing (OTL), and the Industry Alliances Office (IAO).

IPIRA serves as a common liaison for companies when interfacing with UC Berkeley researchers, resources, and technologies. IPIRA staff can support companies who desire to sponsor research and/or license technologies from UC Berkeley. IPIRA can also assist companies who desire to support research through gift funding.

IPIRA staff experts help researchers and companies navigate federal and state laws and policies regarding research, conflict of interest, intellectual property, contracts, and employment in a University research environment. IPIRA staff make presentations regarding IPIRA's role at Berkeley and its unique approaches to intellectual property management.

UC Berkeley employees, students and technology have engendered many new products, jobs and companies, all of which are critical economic drivers for the Bay Area and the State of California. Through IPIRA, the University is enhancing its key role in the ongoing cycles of technology innovation, commercial development, and reinvestment in the research enterprise.

Office of Technology Licensing Stanford University

OTL is responsible for managing the intellectual property assets of Stanford University.

Scientific insights and academic breakthroughs draw interest and enthusiasm from the research community when they are presented at a scientific meeting or published in a journal. However, without a company willing to invest in bringing the invention to marketplace, many potential benefits of these breakthroughs are likely to end on the page. At OTL our charter is to help turn scientific progress into tangible products, while returning income to the inventor and to the University to support further research.

More: otl.stanford.edu

IBM Corporation



Corporate Citizenship and Corporation Programs

Ms. Gwyneth Borden has given an insight of the programs that IBM promotes in the world:

- Smart Cities(local public authorities should apply)
- Educational Programs
- Etc(presentations to be sent further on)

December 13, 2010

MIT/Stanford Venture Lab (VLAB)

The MIT/Stanford Venture Lab (VLAB) is the San Francisco Bay Area chapter of the MIT Enterprise Forum, a non-profit organization dedicated to promoting the growth and success of high-tech entrepreneurial ventures by connecting ideas, technology and people. We provide a forum for San Francisco and Silicon Valley's leading entrepreneurs, industry experts, venture capitalists, private investors and technologists to exchange insights about how to effectively grow high-tech ventures amidst dynamic market risks and challenges. In a world where markets change at breakneck speed, knowledge is a critical source of competitive advantage. Our forums provide an excellent opportunity to network and learn about pivotal business issues, emerging industries and the latest technologies.

The activity of this organization consists mainly in organizing monthly panels with top speakers-experts in various fields for 350 participants coming from university and start-up environment. The organization has about 100 volunteers and 15 employed people.

Plug and Play Tech Center

For nearly 3 decades, Plug and Play management has played a direct and significant role in starting over 50 successful ventures in Silicon Valley and around the world. Over the years, they have assembled a world-class network of serial entrepreneurs, strategic investors, and industry leaders who actively assist our portfolio as Entrepreneur Partners and Advisors. They partner with entrepreneurs and leverage the resources of their strong network to build successful companies. Together with their Entrepreneur Partners, Advisors, and Strategic Network, they

provide access to the resources and infrastructure essential to building rapidly growing and profitable enterprises. Their entire team and network is committed to the success of each investment.

Plug and Play offers good opportunities for various country representatives and local/foreign startups that want to come to Silicon Valley, start their business over there and get opportunities for venture capital. Plug and Play organize weekly meetings with angel investors and venture capital representatives.

Success examples of the presence in the Incubator are Czech Invest, Japan, Armenia, etc.

December 15

Austin, TX

Ms Louise Epstein

**Entrepreneur in Residence
Herb Kelleher Center for Entrepreneurship**

Mrs Epstein has introduced herself and her business activities. She has mentioned she is interested in opening a new business and is looking forward for cooperation with various IT companies to build up a new system for a new project.

Also within the university she is counseling young students to start businesses.

St. Edward's University

St. Edward's University is a private, Catholic liberal arts institution of more than 4,650 located in one of the world's most vibrant cities, Austin, Texas. Founded in 1885 by the Rev. Edward Sorin, superior general of the Congregation of Holy Cross and the same priest who founded University of Notre Dame, the university offers a liberal arts education emphasizing critical thinking and ethical practice. Students enjoy the advantages of small classes and personal attention coupled with excellent internships and service-learning opportunities.

St. Edward's University takes pride in its distinguishing characteristics: the courage to take risks, an international perspective and the commitment to provide educational opportunities for students of varied cultural, religious, education and economic backgrounds.

St. Edward's University anticipates and responds to a changing world with innovation. The dedicated faculty equips leaders of today and tomorrow by honoring personal experience, community service, career success and intellectual growth. Students unleash their potential through creative and convenient programs of distinction as they build a foundation for lifelong learning and achievement.

St. Edward's University is accredited by the Southern Association of Colleges and Schools and is a member of the American Assembly of Collegiate Schools of Business

The professors we have met were looking forward to establishing cooperation with foreign universities/private companies, because their students each semester are traveling to various countries for internships and programs. They would see Moldova as an interesting destination in this sense.

December 16

City of Austin SBDP

SBDP stands for Small Business Development Program. We provide counseling and assistance to small businesses. Our focus, as our name implies, is to develop and empower small businesses in order to strengthen their business capability and survivability.

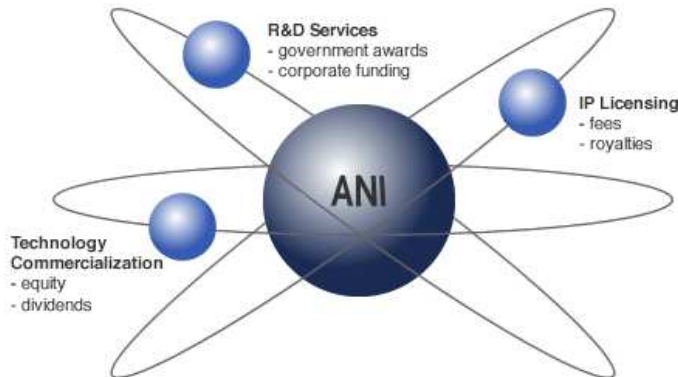
Our goal is to help you succeed in today's business environment!

Economic Growth and Redevelopment Services Office

As a vital component of the city's economic development program, the Economic Growth and Redevelopment Services Office was created to manage the city's economic development policies and to promote and facilitate sustainable growth in the Desired Development Zone, in partnership with the community, project developers and the City of Austin organization. The goal is to enhance livability and economic viability in a manner that preserves the character of Austin and its environment.

Applied Nanotech, Inc.

Born in Moldova(Romania), Mr. Yaniv has presented his company that works in the field on nanotechnologies, with a main financing point coming from the government and patents.



Current License Agreements

- Large Japanese Chemical Company (Conductive Copper Inks)
 - Large Japanese Sporting Goods Company (Nanocomposites)
 - Large Multinational Power Transformers (Hydrogen Sensor)
 - Futaba, Inc. (Display applications-Electronic Emissions)
 - Novus Partners, LLC (Digital Signage Networks)¹
- Canon, Inc. (Field Emission Displays)

University of Texas at Austin

The I2P UT Austin Competition

The I2P® UT Austin Competition is a student-led event, coordinated by the I2P® Program and the Technology Entrepreneurship Society with support from the Chair of Free Enterprise. The competition is an early-stage technology commercialization plan competition that is open to UT Austin students of all disciplines who are interested in technology-focused entrepreneurship. Student groups present assessments of their technology-based products or services to a panel of judges. Entries should be unique and innovative, be feasible to implement, and address an identified market need, and they must have an underlying technology component. Teams are encouraged to focus on the benefits of their technology and its associated market potential, rather than the technical features. The I2P® Competition gives competitors hands-on commercialization experience, mentoring and feedback from experienced entrepreneurs on the UT-Austin faculty and from industry. The teams compete for \$8500 in cash prizes and a chance to represent UT Austin at the I2P® Global Competition. Based on the work done by past student teams, university patenting efforts for certain technologies have been stepped-up, university technologies have been licensed, and new companies have been formed.

The Idea to Product (I2P) Program

What is I2P®?The phrase "Idea to Product" refers to applying creative thought to a technology ("Idea") and developing a market application ("Product") for that technology; thus creating a match between a technology and a societal (or market) need

Facts and figures about the University of Texas at Austin:

15Billion USD in assets

Main areas of budget creation: 16% government funds

The rest comes out of sponsorship and own activity(R&D).

December 17

AUSTIN TECHNOLOGY INCUBATOR

ATI is a nonprofit organization that harnesses local business, government and academic resources providing strategic counsel, operational guidance, and infrastructure support to assist its member companies in the transition from early stage ventures to successful technology businesses and works with a variety of investors, a know-how network of professional service providers, outside industry experts, and others, for the benefit of its member companies.

ATI was founded in 1989 by **Dr. George Kozmetsky** and first directed by **Ms. Laura J. Kilcrease**.

Potential companies are required to submit a business plan focused on a new technology-based product or service, have the potential to create jobs both locally and abroad, and have six months of working capital.

The incubator has hosted technology ventures with interests and business connections in Canada, Brazil, Japan, Australia, England, Germany, China, and Israel. ATI's achievements have prompted several mayors' councils nationwide to send representatives to ATI facilities to learn more about how to generate business development and revitalize ailing municipal economies.

The incubator occupies university space in the MCC building in northwest Austin. The program is funded through member company fees, and member companies also grant a percentage of their equity to ATI.

ATI is also supported by the University of Texas, the City of Austin, and the Austin community.

ATI is a key program of the IC² Institute and the IC² Institute of The University of Texas at Austin is a unique, non-traditional center for research and educational excellence works with a variety of investors, a know-how network of professional service providers, outside industry experts, and others, for the benefit of its member companies.. The Institute engages in a quest for constructive forms of capitalism that will allow communities and nations to grow and prosper. To realize this vision, IC² combines technology, entrepreneurship and education to create wealth and share prosperity.

What they offer: space and counseling for up to 35 companies. The staff consists of 6 experts + administrative staff.

They focus on trainings, consultancy, renting space for the companies. Out of 150 business plans they choose up to 10 companies a year. This is an ongoing process.