

# Start Something Big

Giving innovative  
entrepreneurs what they  
need to grow

**It starts with your idea,**

TechStart helps  
entrepreneurs do  
what they do best—

innovate.





# About TechStart

## Information, community, and support designed to help you grow.

TechStart gives innovative Central Ohio companies what they need to grow: start-up mentoring and consulting, business plan development, a strong pathway to capital investment, marketing assistance, lab facilities, and innovative office and meeting environments. TechStart's commercialization experts help your innovations evolve into real products in the fields of IT, bioscience, and advanced materials. TechStart is funded primarily by the **Ohio Third Frontier**.

## Who we help

Whether you are an individual with an idea on a napkin, a researcher, a business professional, or an established company, our TechStart program helps **turn real ideas into real success**. Our services are available to all individuals and companies within the 15 counties of Central Ohio who are ready to **start something big** with their tech-based innovation.

## How we help

TechColumbus and our partners facilitate vast public and private resources to encourage technology-based business development which ultimately strengthens the Central Ohio region. Learn more about our services at [TechColumbus.org](http://TechColumbus.org).



# TechStart reaches all of Central Ohio

On behalf of our partners, TechColumbus is responsible for the execution of the TechStart program in the **15-county region of Central Ohio**. We work closely with chambers and local governments to help accelerate the growth of technology businesses within the region.

## COUNTIES WE REACH

Delaware, Fayette, Fairfield, Franklin, Hocking, Knox, Licking, Logan, Madison, Marion, Morrow, Perry, Pickaway, Ross, and Union.

# How to Engage with TechStart

**Commercializing that brilliant idea is closer than you think.**

Whether you have an exciting new concept or are seeking capital to get to the next level of success, engagement with TechStart is an **easy three-step process**:

# 1

## Fill out our Engagement Form at TechColumbus.org

Provide us with your contact information using our online **Engagement Form** at [TechColumbus.org/engage-now](http://TechColumbus.org/engage-now). Or simply click **Getting Started** in the Entrepreneurs section of the Web site.

# 2

## Submit your executive summary

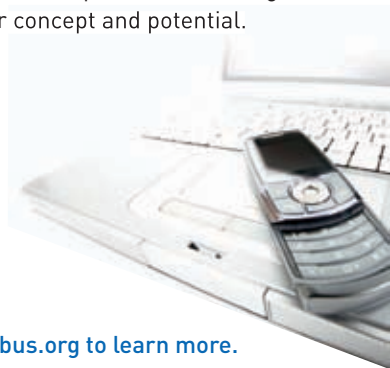
Everything begins with a written summary of your business or vision. After filling out the contact form, we ask that you **download our Executive Summary Guide (pdf)**. This guide provides **10 questions** for you to answer in a **2- to 3- page summary** of your business proposition as best you can. "I don't know yet" is a good answer for some very early opportunities. Send your completed executive summary to: [email@TechColumbus.org](mailto:email@TechColumbus.org).



# 3

## Follow-Up assessment

After reviewing your executive summary, a member of the TechStart team will contact you to discuss next steps. For some, the next step is an **in-person interview and assessment** that will give a deeper understanding of your concept and potential.



Visit the [Entrepreneur pages at TechColumbus.org](http://TechColumbus.org) to learn more.



# TechStart coaches and mentors

The insight and guidance every start-up needs

Behind every successful start-up is a group of great people. **Funding alone won't bring an innovative idea to market.** Many well-funded ideas have failed due to a lack of guidance from professionals who have "been there." So we strengthen emerging technology leaders with **ongoing mentoring, resident programs, and commercialization efforts.**

TechColumbus' coaches, mentors, and entrepreneurs-in-residence help transform **personal passion into a successful business model** that can lead to funding. The process of moving from lab or whiteboard to market is a challenge for any new company. TechColumbus coaches help you **understand the necessary steps and make the connections you need** to establish a viable business model.

# TechColumbus Business Incubator

The TechColumbus Business Incubator is one of the **top ten incubators in the United States** (Entrepreneur). It was created with one thing in mind: **helping technology companies achieve sustainable growth as fast as possible**. With more than 62,000 square feet of fully equipped offices with labs, the incubator combines two critical components needed for early phase success: **highly skilled advisors**, and an **innovative environment**.

## Impact in Central Ohio

Since 2003, companies in the TechColumbus incubator program have **generated more than \$152.2 million in revenue**, created **582 new high-paying jobs** and **attracted more than \$111 million in private equity** and another **\$26.1 million in grants**. While there are many success stories, visit **CallCopy.com** to learn more about one of the graduates of the TechStart Incubator program.

## Everything you need to make a great idea real

The incubator is home to more than 25 technology start-up companies. Our experienced team guides our clients in **all areas of business creation and development**, and helps emerging technology companies move from **R&D to commercialization**. Access to the TechColumbus Incubator is available to the most promising tech-based start-up businesses in the region.



Visit [TechColumbus.org](http://TechColumbus.org) to learn more about the TechStart Incubator.

# TechStart regional impact

Real capital fuels real success.

Thanks to the Ohio Third Frontier Program, our regional partners, and the Ohio TechAngels, **TechStart is making a dramatic impact in Central Ohio.**

**\$11.5  
million**

invested directly  
in technology  
start-up companies

**111**

companies incubated in the  
TechColumbus world-class  
incubator

**\$245.9  
million**

follow-on capital raised by  
funded companies

**\$214.1  
million**

revenues generated by  
funded and incubated  
companies

**67**

portfolio companies  
received direct investments

**912**

jobs created in funded and  
incubated companies

**\$62,393**

average annual salary of  
jobs created in funded and  
incubated companies

# TechStart technology grants

These are some of the funding sources available through TechColumbus for tech-based start-ups.

## FEDERAL GRANT PROPOSAL SUPPORT

In addition to investment funds, the TechStart program provides funding and assistance to Central Ohio companies seeking to access grants related to Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR) and other federal small-business development funding areas.

## TECHGENESIS FUND

TechGenesis is a technology grant fund to transition early-stage, research-driven technologies from the concept stage into true commercialization activities. Technology funding is available to researchers, inventors, and entrepreneurs.

## TECHCOLUMBUS PRE-SEED FUND

The TechColumbus Pre-Seed Fund enables promising start-ups to attract follow-on funding from venture capital firms and other sources. The process focuses on incubating Central Ohio technology start-ups that have the reasonable expectation of reaching \$30 million in revenue in three to seven years.

## THE CO-INVESTMENT FUND

The purpose of the \$2.5 million Co-Investment Fund is to bring more local investment dollars into selected OTAF II or the Pre-Seed Fund deals, amplifying the value of the pressed or angel investment round and expanding opportunities for regional tech-based economic development.

## OHIO TECHANGEL FUNDS (OTAF)

The Ohio TechAngel Funds are contributed capital and “sidecar” angel funds targeted to qualified entrepreneurs with late incubating and demonstrating phase technology companies. OTAF is the third largest angel fund in the country. See the OTA spotlight to the right.



## Ohio TechAngels (OTA)

Through our venture development initiatives, TechColumbus provides management services for the Ohio TechAngel (OTA) funds. OTA is the second largest angel group in the country, and invests solely in Ohio-based technology start-ups.

More than 200 investors contribute to OTA, which targets entrepreneurs who are developing promising, high-growth Ohio businesses, predominantly in the life sciences, information technology, and physical sciences market sectors. Ohio TechAngels invest in four to six late-incubating and demonstrating-phase Central Ohio technology companies each year.

Visit [OhioTechAngels.com](http://OhioTechAngels.com) for additional information and to apply for investment consideration.

OHIO TechAngels

Ohio | Third Frontier

# TechColumbus Regional Offices

We're increasing our reach thanks to the city of Dublin and the village of New Albany

## Dublin office

In partnership with the city of Dublin, the mission of this TechColumbus regional office is to create technology jobs in the fields of IT, BioScience, and Advanced Materials in the Dublin area. Efforts are concentrated on innovative technology businesses that have potential for rapid revenue and employee growth.

Located at the Dublin Entrepreneurial Center (DEC), TechColumbus offers significant resources, experience, and expertise to cultivate the vibrant community of entrepreneurs in the city of Dublin.

### Location

Dublin Entrepreneurial Center  
7003 Post Road, Dublin, Ohio 43016

## New Albany office

The village of New Albany and TechColumbus have partnered to provide start-up companies with vast resources. The goal is to grow highly successful technology businesses in the New Albany area.

This regional office is dedicated to developing a more diverse, balanced, and stable economy; creating new high-paying jobs; supporting and retaining existing companies; attracting businesses in all industry segments; and improving the competitiveness of local businesses by bringing best-in-class technologies to their doorsteps.

### Location

6530 W. Campus Oval, Suite 110  
New Albany, Ohio



# TechStart Partners

## Ohio | Third Frontier

TechColumbus' TechStart program has been generously funded by the Ohio Third Frontier, which provided a grant of \$15,000,000 to TechColumbus to initiate the program. Ohio Third Frontier is committed to expanding Ohio's technological strengths and promoting commercialization that leads to economic prosperity throughout Ohio. Designed to build world-class research programs, nurture early stage companies, and foster technology development that make existing industries more productive, Ohio Third Frontier creates opportunity through innovation.

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**City of Columbus**  
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**City of Dublin**  
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**City of Upper Arlington**  
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**Columbus Chamber**  
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**The Research Institute at Nationwide  
Children's Hospital**  
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**Franklin County**  
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**Greif**  
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**Huntington**  
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**NCT Ventures**  
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**OhioHealth**  
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**Ohio TechAngels**  
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**Ohio's Third Frontier Program**  
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**OSU Fisher College—  
Center for Entrepreneurship**  
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**The Ohio State University**  
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**Village of New Albany**  
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## Ohio | Third Frontier

With a comprehensive strategy and a focus on our strengths, Ohio Third Frontier creates the innovation and opportunity that will shape Ohio's economic future.



Visit [TechColumbus.org/Techstart](http://TechColumbus.org/Techstart) for more information.



1275 Kinnear Road  
Columbus, Ohio 43212  
614.487.3700  
[TechColumbus.org](http://TechColumbus.org)

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100%



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