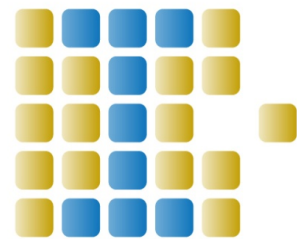


Because of high call volume for today's Webinar, we will begin at 2:05 (Eastern Time) to give folks time to connect.



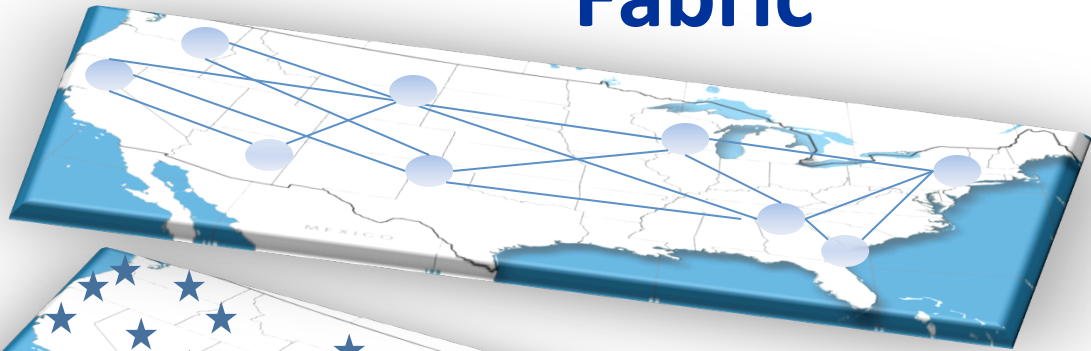
CORPSTM - L
NSF Innovation Corps

I-Corps for Learning Teams

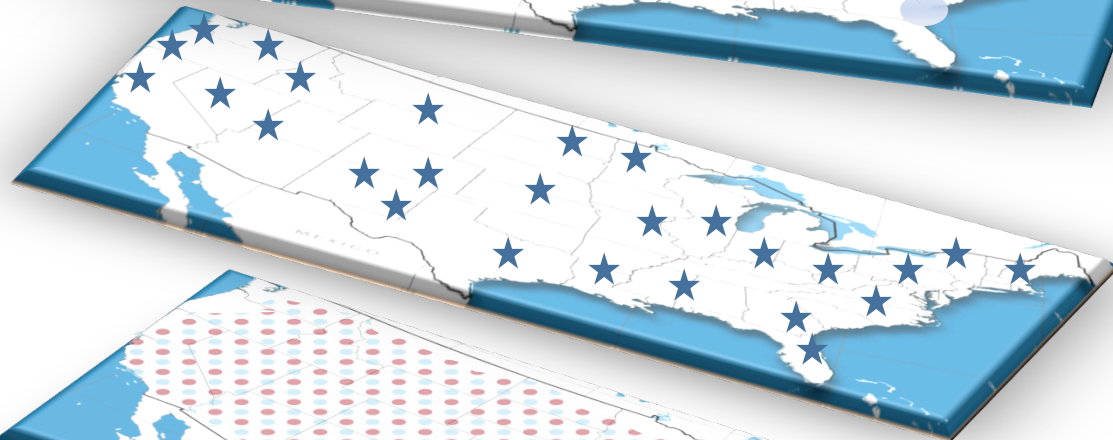
In order to hear the audio portion of this presentation:
for callers **inside the USA**: call **1-866-844-9416**
Participant passcode: **3238386**

The Nation's I-Corps™ “Fabric”

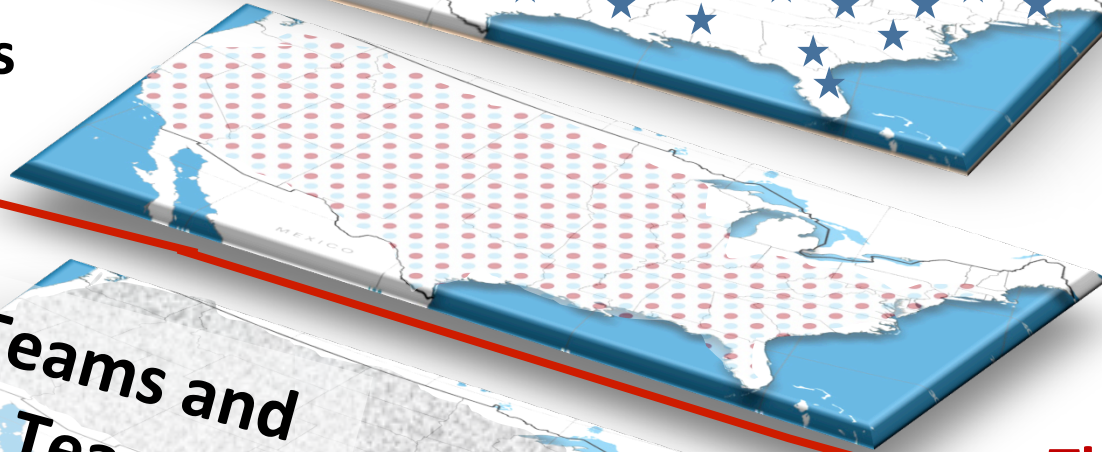
I-Corps™ Nodes



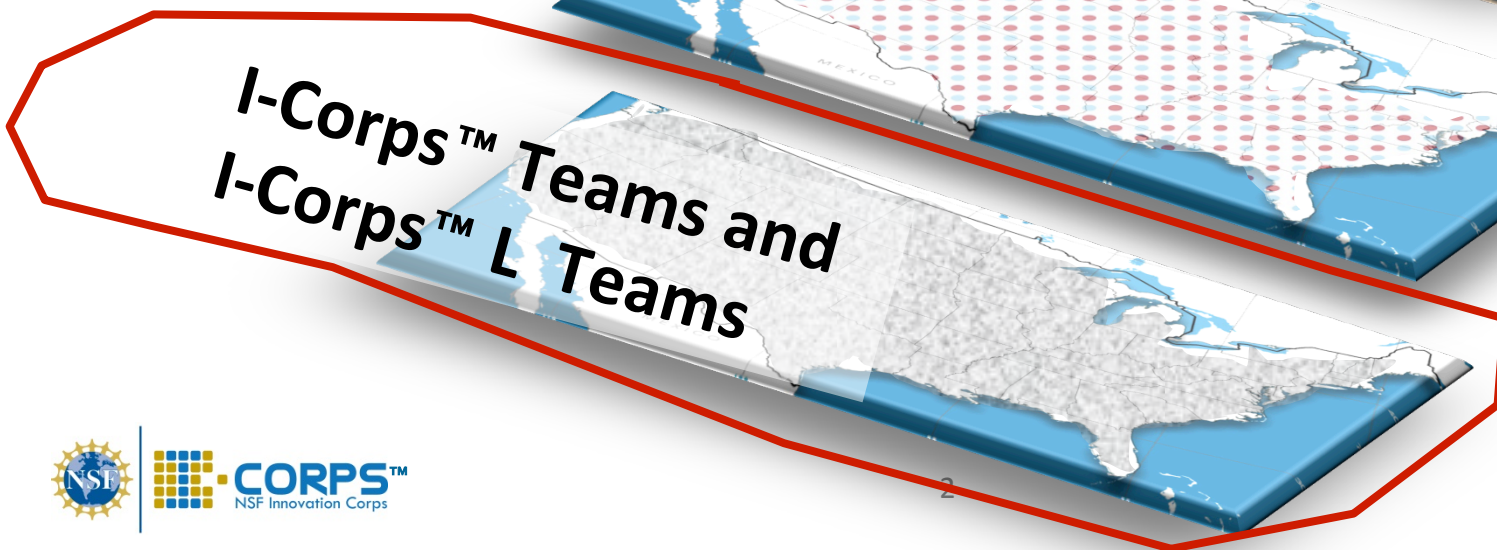
I-Corps™ Sites



I-Corps™ Mentors



I-Corps™ Teams and
I-Corps™ L Teams



← This
Webinar

I-Corps™ Webinar Agenda

- Background and Overview of I-Corps™ Teams and I-Corps™ L Teams Program
- Program Details
 - Eligibility
 - Before Submitting a Proposal
 - Preparing Your Proposal
 - Your Budget
 - I-Corps Curriculum
- Expectations
- Frequent Questions
- I-Corps™ Teams Q&A Session

I-Corps™ Teams

Some Background

- **Leverages** NSF investments in R&D
- Contributes to the nation's **innovation ecosystem**
- **Small grants** -- focus on *sustainable scaling/ commercialization* roadmap -- Addresses the “Ditch of Death”
- **Nimble review and funding** -- Immediate assessment
- Projects are **team-based**
- Process-oriented -- **Curriculum-focused**

In 2014, NSF added the I-Corps™ L Teams Program

- I-Corps L Teams focuses on learning across all STEM disciplines
- I-Corps L supports taking discoveries and promising practices from education research and development and promoting opportunities for widespread adoption, adaptation, and utilization.
- I-Corps L teams will receive support - in the form of mentoring and funding - to accelerate innovation in learning that can be successfully scaled, in a sustainable manner.

I-Corps™ L Teams Program Details

Eligibility



Credit: © 2011 JupiterImages Corp.

- **PI: NSF award**
(current or expired no more than 5 years ago)
- Must have I-Corps **team in place** at initial contact
- Prepared for a serious **time commitment**
(Consistent with start-up mentality)
- Must be **available for off-site Workshops** and on-site Curriculum (entire team)

I-Corps™ L Teams Program Details

First, form your I-Corps L Team

- **Principle Investigator (PI)**
 - Researcher with current or previous award
- **Entrepreneurial Lead (EL)**
 - Post-doc or Student to move project forward
- **I-Corps™ Mentor**
 - Domain-relevant volunteer guide
 - Proximity is better



Credit: © 2011 JupiterImages Corp.



I-Corps™ L Teams Program Details

Second, *prepare an Executive Summary*

- Critical information in your **Executive Summary (1 page)**
 - **Composition of the team** proposing to undertake the sustainable scaling feasibility research
 - Relevant current/previous **NSF award**
 - Brief description of the potential **impact of your technology/innovation**
 - Brief description of the *current* plan for **sustainable scaling**

I-Corps™ L Teams Program Details

Third, *contact NSF*

Before **September 30, 2014**,
submit your
Executive Summary to:

Don Millard
dmillard@nsf.gov

I-Corps™ L Teams Program Details

What will happen next?

1. Someone will contact you to set up an **initial telephone conference call** that includes **your entire team** and NSF staff responsible for I-Corps.

If this interview part of the process goes well . . .

2. A **final conference call** will be set up with your team, the NSF staff and a group of Instructors from the I-Corps Program. If this part goes well, you will be asked to submit a proposal.



1

NSF Staff



2

NSF Staff

I-Corps Instructors



I-Corps™ L Teams Program Details

Then, you submit your Project Proposal

- Read solicitation (I-Corps Teams Program)
(but don't submit before completing the initial processes and obtaining written authorization from Cognizant I-Corps PD to submit proposal – sent after final phone interviews)
- **5-page proposal**
 - Team (2 pages)
 - NSF Lineage (1 Page)
 - Potential Impact (1 page)
 - Project Plan/Demo (1 page)
- Rolling process, Quarterly batches, **FCFS**
- 4-week turnaround to award, **Internal Review**



I-Corps™ L Teams Program Details

What about your proposal's Budget?

\$50 K per award

- Capped at 10% IDC (\$5K)
- \$45K in direct costs (includes travel for three team members to two immersion sessions plus registration fee)

ORDER OF PARTICIPANTS (0)	TOTAL PARTICIPANT COSTS	0
6. OTHER DIRECT COSTS		
6.1. MATERIALS AND SUPPLIES		0
6.2. PUBLICATION COSTS/DOCUMENTATION/DISSEMINATION		0
6.3. CONSULTANT SERVICES		0
6.4. COMPUTER SERVICES		0
6.5. SUBAWARDS		0
6. OTHER		45,000
TOTAL OTHER DIRECT COSTS		45,000
H. TOTAL DIRECT COSTS (A THROUGH G)		45,000
I. INDIRECT COSTS (F&A)(SPECIFY RATE AND BASE)		
TOTAL INDIRECT COSTS (F&A)		5,000
J. TOTAL DIRECT AND INDIRECT COSTS (H + I)		50,000
K. RESIDUAL FUNDS		0
L. AMOUNT OF THIS REQUEST (J) OR (J MINUS K)		50,000
M. COST SHARING PROPOSED LEVEL \$	0	AGREED LEVEL IF DIFFERENT \$
FOR NSF USE ONLY		
INDIRECT COST RATE VERIFICATION		
Date Checked	Date Of Rate Sheet	Initials - ORG

I-Corps™ L Teams Program Details

What happens next? It's all about education.

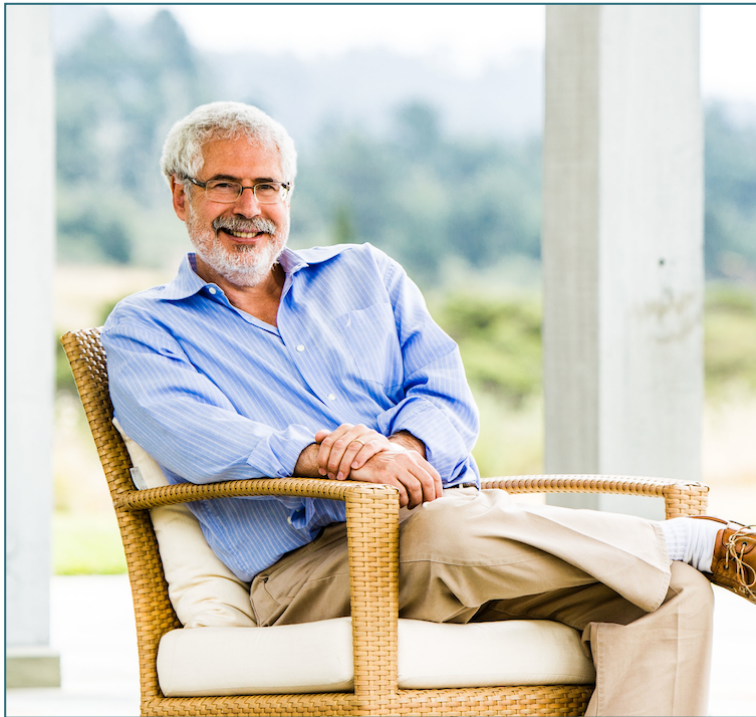


Photo Courtesy of Steve Blank
<http://steveblank.com/>

Immersion in the Teams Curriculum

- Pioneered by Steve Blank at Stanford
- Uses what we learned about building **Lean Startups and Evidence-Based Entrepreneurship**
- The curriculum is team-centric and emphasizes customer discovery and development, risk assessment, lessons learned, agility and evidence-based strategies for technology transfer.

I-Corps™ L Teams Program Details

Curriculum Delivery

Mandatory for all I-Corps L participants – in **January 2015**

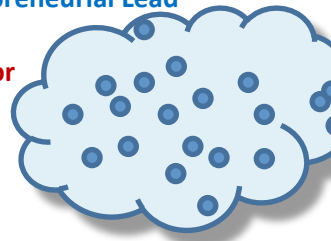
- **Week 1: Attend 3-day Course** (arriving the day prior to course start)
For example: Arrive on Sunday evening, curriculum immersion, instructor interactions and “get out of the building” on Monday, Tuesday, and Wednesday.
- **Week 2-6: Immediate follow-on: Participate in 5 weeks of Webinars and Customer discovery**
Webinars involve team presentations/instructor interactions. For example: Mondays 1-4 (Eastern time)
Follow-on requires getting out of the lab and **AT LEAST 15 hours of prep per week**
- **Week 7: Attend 2 days of Lessons-Learned** (arriving the day prior to start)
At week 7, you will be within striking distance of product or process demonstration
 - Proof of concept, Mockup, Working prototype
 - Present technology disposition: Go/No Go
 - Scaling Roadmap: Assuming Go

Requires Teams to contact at least **100 potential customers**

NSF Innovation-Corps for Learning (I-Corps™ L Teams) The complete process

Pool of eligible
“learning-focused”
Teams:

- Entrepreneurial Lead
- PI
- Mentor



Team
Selection
(NSF)

Awarded
I-Corps
Teams
(NSF)

Node
Assignment
(NSF)

Curriculum
Delivery &
Refinement
(Nodes)

Customer
Discovery
(Teams/Nodes)

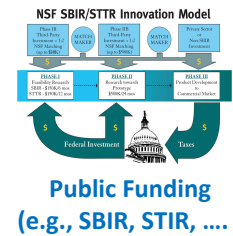
Business
Model
Cavasses
(Teams)

“Go”
Decision
(Teams)

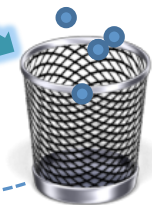
Strategic
Partnership



Private
Capitalization



“No-Go”
Decision
(Teams)



I-Corps™ L Teams – Expected Outcomes

- Challenge NSF education researchers to think beyond their research results and toward broader adoption of STEM education and learning innovations
- Encourage proposals that take discoveries and promising practices from education research and development and promote opportunities for widespread adoption, adaptation, and utilization.
- Getting the best evidence-based practices out to potential adopters where those practices can benefit large numbers of students or learners, rather than just in a few classrooms or informal learning organizations, requires an entrepreneurial approach.
- Through I-Corps L, the tools of science can benefit education researchers by helping them to identify approaches that are effective in STEM teaching and learning.
- Increased impact of NSF-funded basic research
- Strengthen the nation's innovation ecosystem

I-Corps™ Teams

Some Common Questions

- What **can be** included in **direct costs**?
 - ~\$10K in travel and registration for two trips to course-site for entire team (depending on proximity)
 - Stipend for Entrepreneurial Lead
 - Travel costs to customers/partners/stakeholders
 - Machining, materials, software, licenses, etc for prototype or proof-of-concept, as appropriate
- **Unallowable:**
 - Stipend/consulting fees for I-Corps Mentor or PI
 - Legal Fees (Startup, IP protection)

I-Corps™ Teams

Some Common Questions

Who makes a **good mentor**?

- Someone who has business expertise in your sector (education and learning) and has entrepreneurial experience
- Someone with the right “rolodex” – knowledgeable contacts in your area are critical for “getting out of the lab”
- Contact your Tech Transfer Office for ideas

More Information

- I-Corps™ L - Dear Colleague Letter (DCL):

<http://www.nsf.gov/pubs/2014/nsf14095/nsf14095.jsp?org=DUE>

- I-Corps™ website:

www.nsf.gov/i-corps

Questions?



Further follow-up:

dmillard@nsf.gov





Thanks!