

STREAMLINING THE PATH TO SUCCESS FOR HIGH-TECH STARTUPS AND SCALEUPS



INNOSPHERE is Colorado's leading technology incubator accelerating the success of high-impact science and technology startups and scaleups. Innosphere's programs focus on ensuring companies are investor-ready, connecting entrepreneurs with experienced advisors, making introductions to corporate partners, exit planning, and accelerating top line revenue growth. Once accepted into the program, companies receive ongoing support to ensure they're getting the know-how to raise the right kind of capital and developing all the resources to grow.

INNOSPHERE SUPPORTS HIGH-GROWTH COMPANIES IN THESE INDUSTRIES:

BIOSCIENCE & HEALTH INNOVATIONS

- Medical Device
- Digital Health
- Diagnostics

CLEANTECH, ENERGY & ADVANCED MATERIALS

- Sensors
- Cyber
- Transportation

HARDWARE & ENTERPRISE SOFTWARE

- Internet of Things
- Software as a Service
- AI and Big Data

IS YOUR COMPANY THE RIGHT FIT FOR INNOSPHERE?

While Innosphere supports high-tech companies at a variety of stages, experience shows we are best at serving Colorado-based businesses with highly motivated founder(s) and at least one team member working full-time on the enterprise.

STARTUP PROGRAM CRITERIA:

- Performed initial work to validate product meets specific market needs
- Raised at least three to six months of working capital
- Developed a working prototype

SCALEUP PROGRAM CRITERIA:

- Achieved a run rate of >\$500k a year in sales
- Secured Seed funding but may be looking for the next (Series A) raise
- Seeking to sustain a growth rate in sales of 2-3x per year in the coming years



THE APPLICATION PROCESS

We're excited your company is looking at Innosphere's Startup or Scaleup program for support! Because we get to know companies' individual goals and tailor a program around your specific needs, we know you'll find that Innosphere's services are unlike any other program.

1. Companies complete the online application at www.innosphere.org
2. One-hour screening discussion completed in person or by phone
3. Group meeting with several Innosphere staff to ensure your needs and our program/services are a match
4. A successful screening process results in an offer to become a new Innosphere Client Company

Accelerating the **success** of high-impact science and technology startups in Colorado.

Apply Online:
www.innosphere.org

Innosphere is a non-profit technology incubator and began serving startups in 1999

APPLY NOW

Innosphere
Main: 970.221.1301

Offices in Fort Collins, Boulder, Denver, and South Denver/Castle Rock

THE TOOLS AND KNOWLEDGE FOR SCALING HIGH-TECH COMPANIES



EXCLUSIVE PROGRAMS AND SERVICES FOR BOTH STARTUPS AND SCALEUPS

With 20 years of experience, Innosphere's tested model has supported hundreds of companies in reaching their key milestones. Once accepted into the program, companies work with their Innosphere liaison to address and resolve specific issues. While the time each company spends in Innosphere's incubation program varies, the typical engagement is 18-24 months.

Companies entering the Startup Program or Scaleup Program work with experienced advisors, peer-groups, and their Innosphere liaison to develop a personalized plan around these key focus areas:

CAPITAL AND FINANCE

- Investor Materials and Due Diligence
- Financial Modeling and Equity Modelling
- Planning Your Exit Strategy
- Preparing for Next Round of Funding

TALENT ACQUISITION

- Mentors and Executive Advisors
- Advisory and Corporate Boards
- Key Hires
- Managing Culture and Your Leadership Skills

GROWTH STRATEGIES AND BUSINESS DEVELOPMENT

- Growing Sales in Current Markets
- Expanding to New Markets
- Corporate Partner Connections
- Developing Technology and Product Roadmaps

ACHIEVING OPERATIONAL EXCELLENCE

- Customer Discovery and Adoption
- Developing Your Sales and Marketing Strategies
- Cash Management
- Lean Manufacturing Strategies

ACHIEVING YOUR GRADUATION GOAL

Companies graduate from the program when they meet their graduation goal, which is typically raising capital, generating revenue, entering into a strategic partnership with a corporate, or growing sales.

- ✦ **Startup company:** A common graduation goal is to become investor-ready and secure the company's first round of funding.
- ✦ **Scaleup company:** A graduation goal may be to accelerate growth in sales. While this goal can be simple, it often becomes more complex when considering hiring sales talent, investing in product development, and raising the capital needed to scale. We help you untangle these issues and focus on the key areas that will drive results for your business.

MENTORS AND EXECUTIVE ADVISORS

Finding experienced mentors to help scale your business is one of our highest priorities. We offer clients a host of networks and invaluable connections to others in your industry who have been there before. Innosphere's program can connect you with several types of mentors and advisors, including:

- ✦ Executive Advisors from Industry
- ✦ Executives in Residence
- ✦ Corporate and Strategic Partners
- ✦ Directors experienced in all business functions
- ✦ Subject Matter Experts
- ✦ Expert Advisory Group (SAGE)

CAPITAL IS CRITICAL TO THE SUCCESS OF CLIENT COMPANIES

As a part of our Access to Capital program, we maintain an exclusive "Innosphere Investor Network" to match entrepreneurs with funding opportunities. The Investor Network is a group of active, accredited investors seeking highly-vetted, investment-ready opportunities in technology startup companies. We guide companies through the critical steps of:

- ✦ Refining your funding strategy
- ✦ Developing an exit strategy
- ✦ Pitching to investors and introducing you to appropriate capital sources

INNOSPHERE FUND:

- ✦ Early-stage venture capital fund
- ✦ Only available to qualified Innosphere Client Companies
- ✦ Innosphere is a General Partner of the Fund

