

Newsletter

Volume 2, Issue 3

April 2006

From the Executive Director

Springboard had a great session this month discussing our progress on our mandate thus far with our Advisory Board members. Lots of areas are starting to develop and there are lots of great ideas for more to do. See our five point Action Plan resulting from our meeting later in this issue. Thanks to all who participated and who continue to work to make Springboard a success. Next steps and progress on the Action Plan will be discussed at the next Member Meeting on June 1, 2006 at Memorial University in Newfoundland. The highlight for that session will be goal setting for each office and Springboard.

Over the next month or two, Gordon Deveau,

ACOA, and I will be visiting with all Springboard members to discuss progress and gather feedback. We hope to visit with each Proof of Concept and Patent and Legal Award recipient from 2005. We will encourage recipients to contribute to the newsletter with items of progress toward commercialization. The next round of awards are open for application until June 15. Please be scouting at your institution for applicants. We are anticipating an improved level of plans for commercialization in the applications.

A Public Relations co-op student from Mount St. Vincent University has been hired for the Springboard office for the summer. Lauren Billard will

join us in May and contribute to the communications of the network.

Good news from Flintbox! Flintbox is now fully bilingual, thanks to a grant from Industry Canada.

Springboard has three new users in the process of signing up for Flintbox: the Nova Scotia Community College, the College of the North Atlantic and the Nova Scotia Agricultural College.

We look forward to seeing everyone at the upcoming training on the Science of Marketing, May 30-31, 2006 at Memorial University, followed by our member meeting on June 1st.

Sara Jane Snook

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Upcoming Events

TechConnect 2006
May 8-9
Boston, MA
www.techconnect.org/Summit2006/

Rendez-Vous Biosciences Atlantic 2006
May 9-11
Moncton, NB
www.mta.ca/rendezvousbiosciences

Energy Research & Development Forum 2006
May 24 - 25
St. FX University, Antigonish, NS
www.energyresearch.ca

CANMED BIO
June 20
Toronto, ON
www.biotech.ca/canmedbio

AUTM TOOLS & Start-ups
Oct 26 - 28
St. Louis, MO

ACCT Annual Meeting
Nov 12-14
Ottawa, ON



Have you registered yet for the May 30-31 regional workshop? RSVPs must be received by May 12.



April 5 Member Meeting Report

Thirteen member representatives attended the Springboard member meeting on April 5th at NSAC. It was a productive session, with several presentations and lots of discussion.

Andrew Paskauskas & David Foord spoke about their attendance at the AUTM Graduate Course and some of what they learned there. The course was held in Georgia in December.

David Fullerton spoke

about the AUTM Conference, which five Springboard members attended in Orlando in March (Andrew Kendall, Gina Funicelli, Ron Layden, and Tanya Moxley also went).

Tanya & Sara Jane presented some information about their trip to the World's Best Technologies Showcase in Dallas at the end of March.

There was a presentation from Christian Boudreau of Pratt Whitney Canada, who is interested in hear-

ing from members if they have researchers doing work in PW's areas of interest. Christian's contact information and a summary of his talk will be circulated with the Meeting Notes.

Next meeting:

June 1, Memorial University, St. John's, NL

This meeting is expected to be run the full day, so please plan to be there until at least 5 PM.

Upcoming Interns in Innovation Regional Workshops

Three more regional workshops are planned for 2006:

The Science of Marketing
Memorial University in St. John's, NL
May 30-31, 2006
Feature Presenter: Jane Muir, University of Florida

Intellectual Property
(Intermediate)
Mt. Allison University,
Sackville, NB

October 3-4, 2006
(**new**!)

Feature Presenter: Marcel Mongeon, McMaster U.

Best Practices in Developing Presentations and Funding Proposals
Location To Be Determined
November 28-29, 2006

The "RSVP" web link has been distributed for the May workshop.

Please contact Tanya at 902-444-3234 if you did not receive one.

RSVP deadline is May 12.

April 11 Facilitated Session Report

On April 11 Springboard members met with the Springboard Advisory Board for a session facilitated by Michael Gardner, Gardner-Pinfold. The vision of the network and progress to date were discussed.

A five point ACTION PLAN was developed and results will be discussed at the June 1 meeting.

1. Prepare short and long term goals for

each Springboard member office and how Springboard can help achieve those goals.

2. Prepare a "deal-making" deck [of PowerPoint slides] for Springboard.
3. Prepare an industrial outreach plan for Springboard.
4. Promote the skills of

the people in the Springboard network.

5. Brief the Atlantic Association of Universities on progress.

Status Reports

Performance Measurement

Springboard's first Performance Measurement survey closed on March 17, 2006. Ten of our 14 members have submitted a survey response. A draft report summarizing the results will be circulated shortly for members to review.

NRC-IRAP Assessments

All projects submitted for assessment have received a review. Members who submitted projects have received a survey asking for feedback on this process. Their responses will help us decide whether to undertake this kind of initiative again in the future.

Industry Outreach

Continuing our dialogue with Atlantic Canadian businesses, a RIM representative has been invited to our June 1 meeting to discuss RIM's R&D interests.



Report on Regional Workshop Two

Fourteen Springboard members attended the second *Interns in Innovation* training event, held April 3 - 4 in Truro at the NSAC.

Topics covered include a full day on the sales process, selling styles, and working with other styles. The second day began with tools and tips for negotiation, and in the afternoon we worked on

networking goals, drivers, tips and how to develop and polish your "15 word networking statement".

Feedback on the event was very positive, particularly the interactive negotiation exercise and the networking session. We hope to continue providing practice sessions for these skills at future training events.

WBT Showcase '06

On March 28 & 29 Sara Jane & Tanya were in Arlington, TX to attend the World's Best Technologies Showcase '06.

This showcase highlighted 75 technologies that are being commercialized from universities and federal research labs.

Selected technologies were pitched for 2 or 10 minutes and displayed in a trade show format. Attendees had lots of opportunities to ask questions and speak individually with presenters. It is the hope of the conference organizers that some of the presenters will be able to make deals through connections made at this event.

In the next few months we will be canvassing the membership to determine interest in a second Springboard showcase or some other type of event.



"A RIM representative has been invited to our June 1 meeting..."

Networking Tips from an Expert

Always carry business cards.

Keep moving.

Diversify your opportunities.

Keep a well-maintained database.

Never make assumptions.

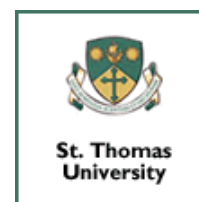
Ask for help.

Set Goals—Yearly,

Monthly, Weekly—be proactive.

Set Targets—each event, each visit.

From Brenda Fair at Fairwinds Training & Development Inc.





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Bringing Research to Life
Faire vivre la recherche



Springboard was formed in November 2004 by the Atlantic Canada Opportunities Agency (ACOA) and the Association of Atlantic Universities (AAU).

Springboard is a non-profit member-driven organization with a mandate to support the commercialization of university research in Atlantic Canada. Springboard provides resources to Atlantic Canadian universities to encourage the transfer of knowledge and technology to the region's private sector. Its members are 14 of the universities in Atlantic Canada.

Springboard has four areas of focus:

Build the network,

Build tech transfer capacity through education,

Push existing projects out of universities into the business world, and

Work with industry to Pull them into universities in order to assist with business research needs.

www.springboardatlantic.ca

Use of Online Tools (Statistic Reports)

Web Site

The web site saw almost 3700 hits in March; an average of 119 per day.

Please let us know if there are materials or links that would make the site more valuable to you.

SharePoint

There were about 260 uses of the SharePoint space in March.

A number of new items have been added, so please login and explore if you haven't already taken the opportunity to do so.

Nerac

Nerac usage is still not as high as we'd like to see. This is a valued tool and should be utilized more often. There were a total of 87 retro searches and a total of 248 PDF Patents on the site

Flintbox

The Springboard site had eight postings as of March 31 and those postings had 1,513 hits during the month.



If you would like to contribute to future editions of this newsletter, please send your submissions to Tanya at tmoxley@springboardatlantic.ca