

# UT Southwestern Pitch Competition

## Present Your Startup Ideas

- Gain Exposure to Investor Community
- Receive Guidance & Coaching
- Refine Skills & Commercialization Strategy
- Develop Commercialization Focused Milestones

Proposals due  
**April 30, 2020**



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For More Information

# UT Southwestern Pitch Competition

**Request for Proposals | September 17, 2020**

## Key Dates

- **February 4, 2020:** Request for Proposals (RFP) released
- **April 30, 2020** by 5:00 PM CST: Proposals due
- **May 1, 2020 to May 30, 2020:** Proposals reviewed by selection committee
- **June 1, 2020:** Selected proposal submitters invited to submit pitch deck.
- **September 17, 2020:** UT Southwestern Pitch Competition Day

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### **About the UT Southwestern Pitch Competition**

The first ever UT Southwestern Pitch Competition is an opportunity for UT Southwestern (UTSW) faculty, students and staff to present their startup ideas and interact with leading investors and executives in the Dallas-Fort Worth (DFW) healthcare innovation ecosystem. Anticipated attendees will include entrepreneurs, biotech investors (Angels / VCs), pharma scouts, academic investigators, etc.

A significant obstacle to the development of early-stage university discoveries is the lack of funding and mentorship. The UT Southwestern Pitch Competition provides a platform to network with mentors, investors and learn about new resources available for entrepreneurs. Through this process, teams receive feedback that can help them strengthen their business model, value proposition and can potentially lead them to receiving funding.

The UT Southwestern Pitch Competition is intended to showcase early-stage technologies developed at UTSW with strong commercialization potential. UTSW innovators are encouraged to submit their proposals to the Office for Technology Development (OTD) following the submission process outlined in this RFP. Submissions will be reviewed by a committee comprised of OTD

members, senior faculty, and industry partners. The review committee will evaluate each submission based on novelty, therapeutic potential, and path to proof-of-concept in a venture-backed startup. Selected presenters will work one-on-one with OTD mentors to further refine their proposal and prepare a 10-minute presentation for UT Southwestern Pitch Competition Day.

### Why Participate?

The UT Southwestern Pitch Competition aims to promote the commercialization of emerging scientific discoveries at UT Southwestern. Participants will gain from the following benefits:

- Build exposure to investor community (Angels/VCs etc.)
- Strengthen strategic connections
- Earn valuable feedback
- Gain assistance in developing and refining Pitch Decks.
- Refine skills training to engage potential stakeholders (i.e. pitch coaching for investors, early adopters, etc.)
- Obtain professional guidance to refine your commercialization strategy
- Develop commercialization focused milestones

### Project Eligibility

The technologies presented at the UTSW Pitch Competition event must have already advanced beyond basic research and have the equivalent of a laboratory-scale proof of concept prior to the application.\*

Examples of projects <b>too early</b> for competition	<ul style="list-style-type: none"> <li>• Basic Science Research</li> <li>• Research customer demand</li> <li>• Generate laboratory- scale proof of concept</li> </ul>
Examples of projects <b>appropriate</b> competition	<ul style="list-style-type: none"> <li>• Prototype Development</li> <li>• Animal studies</li> <li>• Human clinical data studies</li> <li>• Complete software coding or user interface development</li> <li>• Validate markets and customer demand</li> <li>• Scale up and commercialization</li> </ul>
Examples of projects <b>too advanced</b> for competition **	<ul style="list-style-type: none"> <li>• Business Development activities</li> <li>• Beta prototype development</li> <li>• Deployment of beta prototype to potential customers for testing and evaluation</li> </ul>

\*Please email [businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu) for eligibility questions.

\*\*Please email [businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu) to learn about special events for existing UT Southwestern Startups.

- The UTSW Pitch Competition will showcase milestone-driven projects designed to obtain the proof needed to license the technology to a startup company. Project milestones can be informed by input from mentors at OTD to focus the project on achieving commercially-relevant objectives.

### **Intellectual Property Requirements**

- The technology must be the subject of an invention disclosure filed with the UTSW Office for Technology Development 30 days prior to the proposal deadline.
- If the technology is jointly owned by an academic institution, an inter-institutional agreement (IIA) must be in place before the UTSW Pitch Competition event. The IIA must designate UTSW as having the lead role in commercializing the technology.
- A technology must have intellectual property (IP) protection, defined as patent pending or patent issued, prior to the UTSW Pitch Competition event.
- Copyrighted materials, including software, are eligible if UTSW has the right to commercialize the copyrighted materials via an exclusive license agreement.
- The technology must be available for licensing at the time of Pitch Competition presentation.
  - ◆ Intellectual property rights must not be encumbered by any prior obligation, such as an industry sponsored research agreement or collaboration agreement.
  - ◆ Technologies under an option agreement in the applicable field of use are NOT eligible to be presented.
  - ◆ Technologies under a license agreement in the applicable field of use are NOT eligible to be presented.

### **Confidential Information**

Members of the review committee who will be reviewing the proposals and selecting finalists will be under confidentiality agreements.

### **Principal Investigator & Team Requirements**

- A limit of one (1) proposal submission per Lead or Co-Lead inventor per application cycle.

- Each team will comprise of 2-3 members (including faculty, students or staff)
- Each team should identify an Entrepreneurial Lead (EL). The EL could be any faculty, student, or staff with a deep commitment to the commercialization objectives of the project and be open to receiving coaching and oversight for the preparation of slide decks.

## Application Submission & Evaluation Process

### 1. Overview

The UT Southwestern Pitch Competition application process consists of four required stages: an invention disclosure, proposal submission, finalist selection, and pitch presentation. Invention disclosures for the technology associated with the application must be filed with the Office for Technology Development by March 30, 2020 to be eligible for the Fall 2020 application cycle. Disclosures are submitted through the [businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu).

# UTSW PITCH COMPETITION 2020



### 2. Proposal Submission

Proposals will be accepted until 5:00 p.m. on April 30, 2020. Please submit the proposal as a PDF file and email to [businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu). The proposal template may be downloaded from the OTD website and should be limited to four pages in length, including cover page and technology funding page. Proposals will first be reviewed for compliance with the competition's requirements and alignment with the goals of the UTSW Pitch Competition event. Proposals that meet the screening requirements will advance to the review committee. The review committee consists of representatives from the Office for Technology Development, senior faculty, and industry partners.

### **3. Finalist Selection**

The proposal review will be conducted from May 1, 2020 to May 30, 2020. Invitations to present at the UT Southwestern Pitch Competition event will be sent to the finalists via email during the week of June 1, 2020. Selected finalists will be required to work with designated mentors at OTD to prepare a pitch deck. Proposals that do not advance to the full application phase will receive notification via email and may request a debriefing for feedback on the proposal to guide a resubmission for a future application cycle.

### **4. Pitch Presentation**

Finalists will be invited to make a pitch presentation at the UT Southwestern Pitch Competition event on September 17, 2020. An individual timeslot will be assigned to each finalist. Finalists will prepare a 10-minute pitch of how the proposed project will accelerate the commercialization of the technology, with an additional 10-minutes for questions and answers. Entrepreneurial Leads are required to work with their designated mentors at the Office for Technology Development to prepare for the pitch presentation. Each team is required to present the pitch using a PowerPoint slide deck template that will be provided to the finalists. PowerPoint slide decks must be emailed to [businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu) at least 48 hours in advance of the assigned timeslot.

### **General Evaluation Criteria**

The proposals will be evaluated on overall potential for technology transfer, including scientific/technical merit, need, and commercial potential of the technology. The following evaluation criteria will be considered during the review process:

- Potential impact and significance for human health and public benefit
- Significant market need and opportunity
- Competitive advantage over technologies that are currently available or in development
- Likelihood of generating high-value intellectual property assets
- Significant de-risking or value inflection point without which the technology is not partnerable.
- Demonstrated interest from potential industry partners
- Innovation and technical/execution risk

- Appropriateness of the research objectives and proposed technical milestones

**Contact Information**

For additional queries please contact  
[businessdevelopment@utsouthwestern.edu](mailto:businessdevelopment@utsouthwestern.edu)