Welcome to the first edition of the UMass Lowell Startup and Commercialization Newsletter, published by the Office of Entrepreneurship and Economic Development. This bi-monthly newsletter will keep you abreast of University developments in the areas of technology commercialization, student and faculty entrepreneurship and our booming, tech startup incubators.

In an effort to streamline the commercialization and startup pipeline, the University recently organized DifferenceMaker®, the Office of Technology Commercialization, New Venture Development, M2D2 and the Innovation Hub under the Office of Entrepreneurship and Economic Development. This new office is responsible for supporting the commercialization and entrepreneurial efforts of UMass Lowell students, faculty and members of our broader entrepreneurial ecosystem. Every two months we will update you regarding the success of our ventures, the accomplishments of our student and faculty entrepreneurs, and also encourage your participation in our very active calendar of events.

I hope you find this newsletter of value. If you have suggestions for topics or updates, please feel free to reach out to me directly with your ideas. I also encourage you subscribe to the electronic version of this newsletter by emailing Lisa_Armstrong@uml.edu. Thank you for your time. I look forward to sharing our future entrepreneurial accomplishments with you.

Sincerely,

Steven F. Tello, Ed.D.
Senior Associate Vice Chancellor
Office of Entrepreneurship and Economic Development
iHub Celebrates Successful First Year!

The UMass Lowell Innovation Hub (iHub) opened its doors at 110 Canal Street in Lowell in July 2015. An incubator and co-working facility with attractive space and support services for early stage technology-based startups, the iHub is tasked with nurturing and supporting the formation, launch and growth of these companies in the areas of information technology, hardware/software systems, robotics/sensors /controls, cleantech, and other related technologies.

Over the last 14 months, we've welcomed over 20 early stage technology based startups, built out a world-class prototyping and fabrication lab (which is heavily used by our members), rolled out a variety of educational and networking programs, and developed strategic partnerships that connect our members to the many resources available at UMass Lowell and throughout the region. Special thanks and welcome to our new Assistant Director, Lisa Armstrong, who is helping us to optimize our operations and implement new programs.

None of this would have been possible without the generous financial and strategic support from our founding sponsors: The Massachusetts Executive Office of Housing and Economic Development, MassDevelopment, UMass Lowell, Choate and Arrow. Many thanks to one and all! We invite you to be part of the expanding iHub community. You can follow us on Twitter at @ihub.uml.

Stay Connected! www.uml.edu/ihub.

DifferenceMaker® Students Win $3,000!

We'd like to recognize and congratulate the three DifferenceMaker teams that pitched at convocation on August 31st at the Tsongas Arena in Lowell.

**eNABLE Lowell**, a chapter model to help expand eNABLE, an international volunteer organization that produces 3D printed prosthetic hands for kids around the world, won 1st place, a $1,500 prize.

**Flaire**, a wearable device that connects to a smart phone via Bluetooth and sends help messages and location information to predetermined emergency contacts, won 2nd place, a $1,000 prize.

**Happy Heart Cart**, a service that improves patient stays in hospitals through hands-on activities, won 3rd place, a $500 prize. These prizes were awarded by UMass Lowell's incoming freshmen class through live text voting. Congratulations to all teams for making a difference!

Stay Connected! www.uml.edu/differencemaker.
Recent Engineering graduates, Erin Graceffa, Rajia Abdelaziz and Raymond Hamilton receive $1000 award at 2016 Convocation.

eNABLE Lowell (Craig Kelly) delivering a 3D prosthetic hande to a child in need.

Nursing, Business and Eng. majors Olivia Vieira, MaryKate McDonough and IrtizaAkhtat at the 2016 DifferenteMaker Idea Challenge.

College of Engineering Sponsors First Annual Faculty Tech Venture Competition

In its inaugural year, Tech Venture Competition offered a six-week long faculty development program organized by the New Venture Department at UMass Lowell. The competition gave faculty technology teams foundational training in entrepreneurial thinking and application. Faculty teams gained real-world skills and lessons on commercializing their projects and inventions. Sessions were hands-on and interactive, featuring topics that are core to commercializing university technologies. As an incentive for greater participation, seed money and a semester course-release was offered to the winning team.

The following teams completed the course work and were awarded pitch presentation opportunities before a panel of six judges and an audience:

- Invitrometrix (Abiche Dewilde, Biological Sciences)
- BUZSAW (Joel Therrien, Electrical & Computer Sciences)
- Aquaterrene (David Ryan, Chemistry)
- Smart Helmet (Xingwei Wang, Electrical & Computer Sciences)
- ADAM Health Monitoring (Guanling Chen, Computer Science)

The winning team was AquaTerrene. They are developing a portable sensor for water and soil testing for heavy metal contamination. The runner-up team was BUZSAW, a technology for making high value radio frequency filters for smart devices. Both have been paired with mentors and awarded small translational grants to begin to execute on their commercialization efforts.

This year, we intend to offer the program to more faculty teams again culminating with a pitch night in May 2017. If you have an interest in supporting the Tech Venture Program through programming or mentoring, please contact Nancy Saucier at nancy_saucier@uml.edu.

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Anterios, a startup company spun out of the University in 2006 was acquired for $90 million by Allergan plc, a global pharmaceutical company. Based on intellectual property originating in the labs of Drs. Steve McCarthy and Bob Nicolosi, Anterios developed a next generation platform for injection-less delivery of neurotoxins through the skin. Anterios' lead molecule is product for the potential treatment of conditions like excessive sweating, acne, and crow's feet lines.

Also collaborating in developing the technology at UML were Profs. Tom Shea, Tom Wilson and Carl Lawton, with postdoc Balint Koroskenyi and doctoral students Jean-Bosco Tagne, Fongshu Kuo and Srikanth Kakumanu.

The company was formed by CEO Jon Edelson, as Encapsion, with an exclusive license to the intellectual property from UML. Encapsion also received an equity investment from the UMass President's Office. Anterios had originally intended to file an IPO in 2015 to raise $51 million, but instead exited via acquisition for $90 million upfront, with a potential for additional milestone payments. For our ownership stakes in the startup, UMass received a total of $3.8 million, with $3.2 MM coming from the UML license. Looking forward, we expect to receive running royalties on the successful sale of products by Allergan, which already sells an injected form of the toxin, as Botox®. These returns to UML will be used to support further research and technology commercialization.

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M2D2 Diabetes Innovation Challenge

M2D2 is co-producing the first-ever Diabetes Innovation Challenge with the T1D Exchange of Boston. At this stage, we received 70 applications and, from this pool, reviewers chose 27 finalists in two categories - more advanced clinical stage and early stage, pre-clinical startup companies.

The semi-final event, where entrepreneurs delivered a four-minute pitch was held on October 5th at UML in Moloney Hall. The final event is October 20th at the Royal Sonesta Boston, (5-9:00pm) and winners will be announced on October 21st as part of the T1D Exchange Annual Innovation in Diabetes Conference, also at the Royal Sonesta in Boston. This is an all-day event. The conference begins with breakfast at 7:30am. We are actively seeking audience attendees for both semi final events. Complete info and link to register are here: bit.ly/DiabetesInnoSemis

The other piece of M2D2 news is our first event as a JLabs affiliate of the Johnson & Johnson Innovation Center will be held on October 6th at 110 Canal Street, 4th Floor, Lowell, MA. Complete info and link to register are here: bit.ly/JNJFIRESIDECHAT

Stay Connected! www.uml.edu/Research/M2D2