Georgia Tech’s Enterprise Innovation Institute (EI²) helps enterprises of all kinds improve their competitiveness through the application of science, technology, and innovation.

During fiscal year 2011, the Enterprise Innovation Institute:

- Helped Georgia manufacturing companies reduce operating costs by $36 million, increase sales by $191 million, and create or save 950 jobs. EI² served 1,770 manufacturers during the year.
- Assisted 65 Georgia Tech faculty members, evaluated 219 research innovations, and helped form 17 new companies based on this intellectual property. Assisted by EI², startups based on Georgia Tech research innovations created 513 jobs and attracted nearly $100 million in investment.
- Worked with 243 companies interested in collaborating with Georgia Tech, including 18 projects involving state economic development agencies. Projects resulting from those interactions created or saved 1,594 jobs and produced $63 million in capital investment.
- Helped Georgia companies win $492 million in government contracts, creating or saving an estimated 9,843 jobs.
- Assisted 83 minority entrepreneurs, who received nearly $86 million in new contracts, increased sales, new bonding or new financing.
- Served 493 technology startup companies that together generated capital activity (venture capital investment and mergers/acquisitions) of more than $97 million. Companies affiliated with the ATDC program reported revenues totaling more than $1.3 billion and some 5,571 jobs. Since 1999, companies associated with the ATDC have attracted nearly $2.5 billion in investment.
- Helped Georgia companies prepare 56 proposals for Small Business Innovation Research (SBIR) grants. Companies assisted won more than $9 million in awards.
- Assisted 2,910 students through EI² technology accessibility services, and saved the University System of Georgia $1.3 million by reusing textbooks converted for students with disabilities.

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Welcome to the 2011 annual report of the Georgia Tech Enterprise Innovation Institute (EI²). The Enterprise Innovation Institute is Georgia Tech’s primary business outreach organization, providing a comprehensive program of assistance to business, industry, entrepreneurs, and economic developers. Our goal is to help enterprises of all kinds apply science, technology, and innovation to improve their bottom lines.

Health care costs have become a major issue for companies in Georgia and across the nation. During 2011, we expanded our services to health care providers, focusing on technology-based efforts to serve patients better, reduce costs, and develop both innovative solutions and an expanded work force in health information technology. A collaboration with the Georgia Tech Research Institute (GTRI) is allowing us to bring together companies and nonprofit organizations in the health IT space to accelerate innovation and improve system integration.

To meet a growing demand, we continued to adapt our services for entrepreneurs who want to launch and build startup technology companies. In our Advanced Technology Development Center (ATDC) program, we involved successful local entrepreneurs in providing mentoring and other assistance through an expanded entrepreneur-in-residence program. We also created a new service category for ATDC companies – ATDC Select – which provides a higher level of support for fast-growth companies on track to receive venture capital financing.

Our services to manufacturers, which have been provided by Georgia Tech since 1960, also adapted to changing needs and economic conditions. We are reaching out to Georgia companies with services designed to help firms expand top-line growth and reduce bottom-line costs. In addition to traditional services focusing on process improvement, we now help companies develop new products, manage growth, and address the management issues that small and mid-sized firms often face.

We are now seeing an increased demand from companies that want to work with Georgia Tech in a broad range of areas, while the economic development and innovation services we provide to communities continue to expand. As we adapt to the new economic realities and pursue new opportunities, I assure you that we will remain focused on our mission – helping enterprises take advantage of science, technology, and innovation to grow and generate new jobs for Georgia.

—Stephen Fleming
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About the Enterprise Innovation Institute (EI²)

Georgia Tech’s Enterprise Innovation Institute (EI²) helps enterprises of all types and sizes – companies, health care providers, entrepreneurs, economic developers, and communities – improve their competitiveness through the application of science, technology, and innovation. With more than 200 staff members statewide, the Enterprise Innovation Institute is the nation’s largest and most comprehensive university-based program of business and industry assistance, technology commercialization, and economic development.
EI² Programs Include:

The **Advanced Technology Development Center (ATDC)** is a startup accelerator that helps Georgia technology entrepreneurs launch and build successful companies. ATDC provides business incubation and acceleration services to startups through coaching, making connections, and creating a community of entrepreneurs.

The **Alternative Media Access Center (AMAC)** removes barriers for individuals with disabilities by applying technology in academic and workplace environments. It provides products and services to universities and colleges, government organizations, nonprofit entities, and private corporations.

**Community Innovation Services (CIS)** provides strategic support to community leaders interested in sustainable development that balances economic, environmental, and social equity factors.

**Flashpoint** is a startup accelerator program at Georgia Tech that offers entrepreneurial education and access to experienced mentors, experts, and investors in an exciting, immersive, and shared-learning workspace.

The **Georgia Manufacturing Extension Partnership (GaMEP)** helps manufacturing companies across Georgia grow and stay competitive through a solution-based approach involving technical assistance, coaching, education, and connections to Georgia Tech, industry and state resources. Services from the GaMEP help companies increase top-line growth and reduce bottom-line cost.

The **MBDA Business Center (MBC)** provides business and technical assistance that helps emerging and existing minority businesses experience significant growth and sustainability, and have long-term impact through the creation of jobs and revenue.

The **Georgia Tech Lean Consortium** provides a forum and process to advance the knowledge and effective use of lean principles through shared training and peer-to-peer relationships.

The **Georgia Tech Procurement Assistance Center (GTPAC)** helps Georgia companies identify, compete for, and win government contracts through teaching, mentoring, and coaching – and by providing companies access to electronic tools for researching and identifying contracting opportunities.

**VentureLab** is Georgia Tech’s comprehensive center for technology commercialization, open to all faculty, research staff, and students who want to form startup companies based on their research.

**Health@ei²** assists in the implementation of electronic health records systems, supports innovation and integration in health information technology, and helps hospitals boost efficiency by adopting process improvement strategies.

The **Program in Science, Technology and Innovation Policy (STIP)**, operated by EI² and the Georgia Tech School of Public Policy, aims to establish an internationally recognized initiative focused on research-based, economically-driven science, technology, and innovation policies.

The **Southeastern Trade Adjustment Assistance Center (SETAAC)**, supported by the U.S. Economic Development Administration, helps manufacturers implement turnaround strategies to better compete with imports.

The **Strategic Partners Office** links companies to leading-edge resources at the Georgia Institute of Technology, applying Georgia Tech know-how, specialized facilities, and student talent to such corporate goals as new product development, improved competitiveness, and transformation of industrial processes.

**Technology Innovation Practices** provides a comprehensive set of services and tools to help economic developers design and implement strategies for using business incubation activities to support local economic growth and sustainability.

The **Contracting Education Academy** at Georgia Tech offers world-class training and solutions in acquisition and public-sector contracting for both the government and business communities.

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*EP serves Georgia through a network of staff members located throughout the state. EP services are supported by the state of Georgia and by the federal government through such programs as the National Institute of Standards and Technology Manufacturing Extension Partnership and the U.S. Department of Commerce’s Economic Development Administration. EP is headquartered in Georgia Tech’s Technology Square.*
Health care has become a high-priority issue for Georgia businesses. EL² is working with organizations at the local, state, and national levels to improve the delivery of health care and accelerate the development of new medical devices and technologies. Projects include assisting primary-care providers with the implementation of electronic health records systems, bringing the developers of health information technology systems together to accelerate innovation and integration, helping hospitals boost efficiency by adopting process improvement strategies, and launching the Global Center for Medical Innovation (GCMI) – which will create new jobs and expand innovation in the medical device industry.
Medical Device Design Center Opens
The Global Center for Medical Innovation (GCMI) has officially opened its doors as the Southeast’s first comprehensive medical device innovation center. GCMI is a prototyping design and development facility that will accelerate the commercialization of next-generation medical devices and technology. It offers equipment, clean room facilities, engineering expertise, and a partner network designed to help bring ideas from concept to market. The center’s development was supported by the U.S. Economic Development Administration, as well as by partners that include the Georgia Institute of Technology, the Georgia Research Alliance, Saint Joseph’s Translational Research Institute, and Piedmont Healthcare.

Health Information Technology Lab Established
The Interoperability and Integration Innovation Lab (I3L) has been established to provide a standards-based health information technology environment in which resources can be shared, barriers reduced – and new products more rapidly developed and introduced. Beyond addressing existing challenges for the health IT industry, the lab will help participants – academic and nonprofit organizations, as well as providers of both commercial and open source products – anticipate the trends and opportunities that will drive health IT in the future. The lab is operated by EI2, the Georgia Tech Research Institute (GTRI), the Institute for People and Technology (IPaT), and the Georgia Tech Office of Information Technology (OIT). It was funded by internal investments and the U.S. Economic Development Administration. It also links to Gwinnett Technical College’s health IT certificate program, which is helping expand the workforce needed by the industry.

New Initiative Accelerates Health IT Advances
An internationally-known health information technology leader and a top nonprofit health IT organization have joined forces with EI2 on a new public-private initiative designed to accelerate the use of health IT to benefit patients and providers – as well as improve personal and population health. Open Health Tools Inc., is a multi-stakeholder open source community in which member organizations collaborate to create the shared platforms and tools necessary to build affordable and easy-to-use interoperable health IT solutions. Also joining the effort as its senior strategic advisor is Robert M. Kolodner, M.D., who is chief health informatics officer for Open Health Tools and former national coordinator for health information technology in the U.S. Department of Health and Human Services.

Empowering Patients Through Health IT
A groundbreaking community health information demonstration project based in Rome, Ga., aims to better engage consumers in their own health care through the use of health information technology – including secure email and access to personal electronic health records. The goal for the Rome Consumer-Mediated Health Information Exchange (CMHIE) is to put personal health information into the hands of patients – beginning with those who have cancer – so they can better manage their own health. The project involves representatives from the Northwest Georgia Regional Cancer coalition and the major providers of health care services in the Rome-Floyd County area: Floyd Medical Center, Harbin Clinic and Redmond Regional Medical Center. EI2 is helping to manage and coordinate the effort.

Collaboration Will Boost Workforce in Health IT
Georgia Tech and Gwinnett Technical College, part of the Atlanta Health Information Technology cluster, have been awarded $1.65 million to enhance the state’s capabilities in health IT. The initiative is part of the federal government’s Jobs and Innovation Accelerator Challenge, a three-agency effort initiated to support the advancement of 20 high-growth, regional industry clusters. The program is designed to meet the demand for the trained personnel necessary to achieve higher quality, lower cost, and more patient centric health care in the state. The grant was provided by the Economic Development Administration (EDA), Employment and Training Administration (ETA), and Small Business Administration (SBA).

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EI\(^2\) conducted an economic impact study for Georgia Tech's Center for Organic Photonics and Electronics (COPE). Shown here is COPE member Samuel Graham, an associate professor in the George W. Woodruff School of Mechanical Engineering.

EI\(^2\) Innovation Partners applies innovative ideas, technologies, and policies that foster value creation for governments, communities, foundations, entrepreneurs, and small businesses. Programs include assisting communities with strategic planning and economic growth, fostering business incubation best practices, supporting relevant research, and helping advance greater utilization of information technology by local governments and companies.
Helping Paulding County Build its Business Environment
EI2 worked with Paulding County – one of the fastest-growing counties in the nation – to establish an economic development organization to help expand its business and industry base. The project involved a broad range of assistance that included formation of a leadership team focused on the new initiative, research into what other communities had done in economic development, and guidance in selecting the most appropriate industries to target. The county, which is located about 25 miles northwest of downtown Atlanta, now has an active economic development program focused on aerospace, automotive, and healthcare firms and led by an experienced director.

Researchers Assess Investment in Green Nanotechnology
In the United States alone, government and private industry together invest more than $3 billion per year in nanotechnology research and development. Researchers from EI2 and the Georgia Tech School of Public Policy evaluated this investment to predict what the long-term economic impacts may be – in new jobs, new product sales, and improvements in sustainability. Nanotechnology promises to foster green and sustainable growth in many areas of product and process development, and the researchers highlighted the need to assess these potential impacts through the full lifecycle of product development. This would include balancing gains in efficiency and performance against the net energy, environmental, carbon, and other costs associated with production, use, and end-of-life disposal of these products.

Economic Development Course Celebrates 45 Years
For 45 years, economic developers from Georgia and across the nation have taken their first career steps at Georgia Tech’s Basic Economic Development Course (BEDC) – which was first taught in 1967. Participants explore such topics as community development, strategic planning, marketing and attraction of companies, business retention and expansion, workforce development, organizational management, finance, real estate development, ethics and trends in economic development. The course is designed for new professionals with public and private agencies, chamber of commerce staff, public utilities personnel, local elected officials, and economic development volunteers. More than 2,800 people have graduated from the four-day course, which is offered each Spring and accredited by the International Economic Development Council (IEDC).

Evaluating the Economic Impact of Focused R&D
Organic-based electronics is a major new area of product development and growth worldwide, and Georgia Tech is a leader through its Center for Organic Photonics and Electronics (COPE). Formed in 2003 to develop innovative research, educational programs, and commercial applications in organic-based electronics, the center has assisted 25 companies in Georgia and outside the state, and has attracted more than $13 million in research funding. EI2 researchers assessed the economic benefits of the center’s work, considering impacts on the existing lighting industry in Georgia, which includes some 133 companies that generate roughly $2 billion in sales. The study also focused on the potential for spinoff companies, and the big picture potential for helping create a new industry in the state.

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Kimberli Causby, a staff member in Georgia Tech’s Alternative Media Access Center (AMAC), is shown providing live remote captioning for a hearing-impaired student.

EI²’s alternative media access services help remove social and academic barriers for individuals with print-related disabilities, including persons who are blind, visually impaired, or who have a physical or learning disability. Through its Alternative Media Access Center (AMAC), which is supported in part by the University System of Georgia, EI² provides products and services designed to ensure that all persons with print-related disabilities have equal and timely access to print materials at an affordable cost. Examples of these services include conversion of textbooks into accessible formats, training in production of Braille materials, and development of software to manage information about student access needs. A membership organization headquartered in Atlanta, AMAC serves clients across the nation.
Students from Georgia Tech’s Alternative Media Access Center (AMAC) work on projects to help remove social and academic barriers for individuals with print-related disabilities.

**Services Help Persons with Disabilities Acquire Books**

To ensure that students with disabilities have access to the books they need, the AccessText Network has long provided electronic publisher files to campuses across the country. The network has recently launched two new services designed to ensure that persons with disabilities have the books they need: (1) an authorized exchange program to allow schools that have student-ready alternative media versions of textbooks to exchange those files with other AccessText member schools, and (2) the Accessible Textbook Finder, which searches multiple sources of accessible books and provides links to relevant materials. The AccessText Network is a membership exchange network that facilitates the nationwide delivery of alternative files for students with print-related disabilities. Supported by the Association of American Publishers and other higher education publishers, the network is a division of EI²’s Alternative Media Access Center (AMAC) program.

**Providing Offenders with Access to Braille Training**

An enhanced training program designed to teach Braille transcription, computer skills and business techniques to soon-to-be-released offenders could expand the quantity of printed materials available for persons who are blind or visually-impaired – while providing ex-offenders marketable skills designed to reduce recidivism rates. Known as Providing Real Opportunities for Income through Technology (PROFITT), the program is being evaluated at a maximum-security correctional facility in Texas. Once completed and approved, the PROFITT curriculum will be made available to other correctional facilities interested in starting or enhancing Braille training programs. The project was funded by the Second Chance Act, administered by the U.S. Department of Justice’s Bureau of Justice Assistance. PROFITT has been developed through a partnership of the National Braille Press, the Texas Department of Criminal Justice and the Alternative Media Access Center (AMAC) at Georgia Tech. Beyond Braille skills, PROFITT teaches broader professional skills, including computer operation and computer graphics, small business management and “soft skills.”

**Supporting College Disability Services Organizations**

The Student Accommodation Manager (SAM) is a secure, multi-user Web-based application designed to support college disability support offices. The software allows users to manage case notes, specialized student data, and information on the accommodations made for students with disabilities. The system is entirely Web-based to free users from the need to install and manage software. SAM applications are now used nationwide by colleges and universities, supported by database specialists at EI².

**Expanding Services for Persons with Disabilities**

During 2011, two new programs were added to the roster of EI² services for persons with disabilities. Tools for Life is Georgia’s Assistive Technology Act Program that expands access to assistive technology and devices designed to provide greater freedom for persons with disabilities. Also becoming part of the EI² program was the Pass It On Center – the National Assistive Technology Device Reutilization Coordination and Technical Access Center. As the name suggests, the center helps meet the need for accessible technology devices by ensuring appropriate reuse.

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EI² helps connect companies from around the world to the extensive capabilities of the Georgia Institute of Technology, a $655 million research institution whose academic programs are ranked seventh among United States public universities by *U.S. News & World Report*. EI² specialists match corporate needs with Georgia Tech resources that include world-class research, unique research facilities, top U.S. science and technology students, and professional education opportunities that can be tailored to specific industry needs.

Researchers in Georgia Tech’s College of Architecture are helping automate the process of turning CAD designs into manufactured products. Here, they are evaluating custom wall structures manufactured using a new process.
Panasonic Establishes Innovation Center in Atlanta

Georgia Tech was a key factor in the decision by Panasonic Automotive Systems Company of America to establish a new research center in Midtown’s Technology Square. The Panasonic Innovation Center will become an incubator for next-generation automotive infotainment and other technologies. The company expects to have 40 software, electrical, systems and mechanical engineers, and other support personnel working at the center – and to offer at least 15 co-op positions a year to Georgia Tech students. EI² specialists helped identify Georgia Tech resources of interest to Panasonic, and connect the company to Georgia Tech leadership.

Supporting Non-traditional Industry, Student and Economic Development Engagements

The Enterprise Innovation Institute supports regional and statewide economic development organizations such as the Georgia Department of Economic Development and the Metropolitan Atlanta Chamber of Commerce, providing connections to key Georgia Tech resources in pursuit of economic development goals. EI² and Georgia Tech partners such as the Georgia Tech Research Institute (GTRI) are also pursuing non-traditional economic development avenues to open relationships with additional organizations and to develop a skilled base of technical personnel. One example is “Random Hacks of Kindness,” an event in which teams of volunteers attempt to develop open source solutions to a variety of challenges, including disaster risk management and climate change adaptation. Founded in 2009 with partners Google, Microsoft, Yahoo!, NASA and the World Bank, Random Hacks of Kindness has brought together thousands of experts in development and software design who have collaborated on significant projects worldwide. Georgia Tech researchers have assisted with organizing the Atlanta portion of the event, and provided meeting space for the volunteers. Other non-traditional events supported by Georgia Tech have included Amped Hack Day, Doing Business with the NSA, Drupal Camp, MongoDB, Product Camp, Startup Camp, and Webdirections.org.

Collaborating with the Metropolitan Atlanta Chamber of Commerce

The Metropolitan Atlanta Chamber of Commerce and Georgia Tech share a common mission: economic development. In support of that mission, the two organizations have been working together for many years to bring new jobs to Atlanta and Georgia, improve the quality of life, and provide new opportunities for citizens. The chamber has recently unveiled a new vision known as “Forward Atlanta” that includes five key strategies. Georgia Tech is playing a critical role in the implementation of four of the five core strategies, including jump-starting job growth, catalyzing new businesses, elevating the quality of life, and driving stronger collaborations between higher education and business. To facilitate this collaboration, the Metropolitan Atlanta Chamber of Commerce has included representatives from Georgia Tech on each of its task forces and committees, providing tangible proof of the Institute’s value to the chamber’s mission.

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Georgia has approximately 10,000 manufacturers that together account for 11 percent of the gross state product. EI² provides a comprehensive set of services designed to help these manufacturers improve their ability to compete in world markets. Services include direct technical and engineering assistance in areas such as innovation, lean, quality, energy, and sustainability; professional education courses; networking opportunities, and connections to Georgia Tech resources. EI² is a NIST Manufacturing Extension Partnership affiliate and serves manufacturers statewide through the Georgia MEP (GaMEP).
Orthotics Manufacturer Doubles Production
OrthoCare Labs was preparing to move into a new manufacturing facility when it contacted GaMEP at EI2 for assistance. The collaboration that resulted helped the company expand its sales by more than $1 million per year, add seven jobs, save nearly a quarter million dollars – and make a big investment in the LaGrange, Ga. community. The company, which makes custom orthotics, redesigned its manufacturing organization, replacing a traditional departmental batch process with flow cells in which a small team works together to complete products in one continuous operation. The flow cells allowed the company to expand production incrementally – while reducing turnaround time, improving quality, and reducing the risk of error.

Ice Maker Company Boosts Productivity 75 Percent
The Peachtree City, Ga. facility of Hoshizaki America – a manufacturer of commercial ice makers, dispensers, refrigerators, and related products – recently cut its costs by more than $7 million and increased productivity by 75 percent through implementation of a continuous improvement system. The results, produced with assistance from GaMEP at EI2, came about after a lean assessment of the company’s operations and a series of kaizen events. Kaizen, or rapid improvement, focuses on a particular process or activity that identifies and quickly removes waste. Hoshizaki also began implementing 5S (sorting, straightening, shining, standardizing, and sustaining) in each of its manufacturing areas.

Craft Beer Brewer Wins Investment for Growth
Assistance from GaMEP at EI2 helped an Athens brewer of craft beers obtain new investment that has put it on the road to growth. A specialist in strategic business planning met with the founders of Terrapin Beer Co. to discuss a broad range of needs, including filling an empty board seat, obtaining legal counsel – and closing an investment contract that allowed them to buy out the company’s original investment group. The investment allowed the 10-year-old independent brewery to develop growth plans for a new brew house mill that will expand capacity to meet a growing demand.

West Point Firm Transforms its Business
After its business declined dramatically as a result of international competition, a manufacturer of textile machinery sought assistance from EI2 and its federally-supported Southeastern Trade Adjustment Assistance Center (SETAAC). The program, which helps companies affected by foreign competition adopt turnaround strategies, shared the cost of developing and implementing an improvement plan. As a result of the assistance, the company – renamed West Point Industries – refocused its engineering and production expertise on military customers and manufacturers in a broad range of new industries. The change helped put the company on a growth track, with a 25 percent increase in business projected for 2012.

Long-Term Relationship Boosts Hawkinsville Firm
When Hollingsworth & Vose needed help meeting its corporate lean and quality objectives, it turned to Georgia Tech – a trusted ally that has helped the Hawkinsville plant ever since it was established 23 years ago. GaMEP at EI2 specialists helped the company produce a facility layout designed to optimize its space, led a value-stream mapping project, provided additional lean training, and helped with the firm’s recertification to the ISO 9001 quality standard. The company also participated in the Georgia Tech Lean Consortium. The assistance produced significant productivity improvements for Hollingsworth & Vose – which manufactures nonwoven filtration media – and helped it develop a stronger understanding of lean techniques within its workforce.

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Entrepreneurs play a vital role in creating new jobs and new investment for Georgia. EI² supports these entrepreneurs through a comprehensive set of initiatives. The Advanced Technology Development Center (ATDC) is a startup accelerator that helps Georgia technology entrepreneurs launch and build successful companies. Georgia Tech VentureLab supports Georgia Tech researchers, graduate students and others as they develop startup companies based on research innovations. Through the Georgia SBIR Assistance Program, companies receive help winning Small Business Innovation Research (SBIR) grants from federal agencies. The MBDA Business Center helps emerging and existing minority businesses experience growth and sustainability to have long-term economic impact through the creation of jobs and revenue.

Samirkumar Patel, director of research for Clearside Biomedical, displays a prototype microneedle used to inject therapeutics into specific locations in the eye. The image behind him on the screen is a magnified view of a site where fluorescent particles were injected using a microneedle.
ATDC Expands Entrepreneur-in-Residence Program

The Advanced Technology Development Center (ATDC) is known for providing strategic entrepreneurial advice and key business connections to help grow Georgia-based technology startup companies. The startup accelerator has enhanced those abilities through its entrepreneur-in-residence (EIR) program, which features experienced entrepreneurs who have launched multiple companies and can share a wealth of real-world knowledge. The EIRs serve as advisors for ATDC companies in such areas as business strategy, fund-raising, and team development. They also look for opportunities to connect startups with prospective business advisors, investors, and customers.

Georgia Tech Selected for NSF I-Corps

Georgia Tech has been chosen to be a founding network node for the National Science Foundation’s Innovation Corps (I-Corps) program, which aims to develop scientific and engineering discoveries into useful technologies, products and processes. The I-Corps program connects NSF-funded scientific research with the technological, entrepreneurial and business communities to help create a stronger innovation ecosystem that couples scientific discovery with technology development and societal needs.

Innovation Provides Foundation for Security Firm

The quality of signals transmitted from devices such as smart phones can degrade dramatically with distance. Atlanta-based Whisper Communications is taking advantage of that basic law of physics to provide more secure wireless communication, including protection for financial transactions that will use the “digital wallet” technology now under development. Based on patent-pending technology from Georgia Tech, the Atlanta company has developed an encoding methodology that makes data signals transmitted beyond its “cone of silence” useless to any eavesdroppers. Assisted by Georgia Tech’s VentureLab program, Whisper Communications has received funding from the Georgia Research Alliance (GRA), Atlanta-based Imlay Investments, the Georgia Tech Edison Fund, and a Phase I Small Business Innovation Research (SBIR) grant from the National Science Foundation.

“ATDC Select” Focuses on Fast Growth Firms

In an effort to better serve fast-growth technology companies that are focusing on venture funding, the Advanced Technology Development Center has created a new category of membership known as “ATDC Select.” To be included in this new level of membership, companies must be screened and selected based on their readiness for acceleration and fit with ATDC services and staffing. Over the past two years, membership in ATDC has grown from about 40 companies to nearly 400, with members ranging from early-stage startups to revenue-generating, venture-fundable companies. “ATDC Select” firms receive more focused and individualized services.

Startup Receives $4 Million for Ocular Drug Delivery

Technology developed by researchers from Georgia Tech and Emory University for delivering drugs and other therapeutics to specific locations in the eye has provided the foundation for a startup company that received a $4 million venture capital investment. The Atlanta-based startup, Clearside Biomedical, plans to develop microinjection technology that will use hollow microneedles to precisely target therapeutics within the eye. If the technique proves successful in clinical trials and wins regulatory approval, it could provide an improved method for treating diseases that affect the back of the eye – including age-related macular degeneration. Research leading to development of the technology was sponsored by the National Institutes of Health, and the company founders received assistance from Georgia Tech’s VentureLab program.

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Access to Georgia Tech Resources

The Georgia Institute of Technology is one of the world’s top research universities, ranked seventh among U.S. News & World Report’s top public universities and second among U.S. universities for the volume of engineering research and development conducted. Georgia Tech has more than 20,000 students enrolled in its Colleges of Architecture, Computing, Engineering, Liberal Arts, Business, and Sciences, and is among the nation’s top producers of women and minority engineers. Georgia Tech resources add to the talents and expertise of EI² professionals.

Georgia Tech hosts a variety of symposia and conferences designed to help industry leaders keep track of the latest technology developments. Also contributing to that goal are courses taught through Georgia Tech’s Professional Education division.
Examples of Georgia Tech Resources Include:

**Georgia Tech’s Professional Education Program** offers education and training in 40 major areas through short courses, customized training, certificate programs, and master’s degrees that help professionals advance their careers, improve their skills, and stay in touch with industry best practices. Featured areas include assistive technology, defense technology, engineering, enterprise innovation, executive education, information technology and computing, languages, occupational safety and health, and supply chain and logistics.

The **Georgia Tech Division of Professional Practice** is home to Georgia Tech’s popular undergraduate Cooperative Education (Co-op) Program, which helps develop future leaders for Georgia employers by placing students into industry jobs. By alternating semesters of work and school, co-op students gain valuable real-world experience and give potential future employers an opportunity to evaluate them prior to graduation. Georgia Tech has the largest voluntary co-op program among tier-one universities in the United States.

The **Georgia Tech Manufacturing Research Center** develops and implements next-generation manufacturing technologies in a broad range of areas, including product and systems life-cycle management, precision machining, rapid prototyping/direct digital manufacturing, sustainable design and manufacturing, factory information systems, and aerospace manufacturing.

The **Georgia Tech Research Institute** (GTRI) is Georgia Tech’s applied research unit. GTRI offers many resources of interest to Georgia companies, including:

- **The Accessibility Evaluation Facility** helps product designers measure the accessibility and usability of products and services – and how well they conform to domestic and international disability regulations.

- **The Electromagnetic Test and Evaluation Facility** can test virtually any kind of antenna using several different test ranges and laboratories.

- **The Environmental Safety and Occupational Health Center** oversees programs in compliance, sustainability, environmental emergency response, and occupational safety and health issues. It helps Georgia businesses and communities understand the changing government safety and workplace regulations.

- **The Food Processing Technology Division** develops new technology to improve the processing efficiency and enhance operations of the food processing and poultry industries. Researchers work on computer vision technologies, robotic systems, intelligent processing systems, food and worker safety systems, and other technologies.

The **Supply Chain and Logistics Institute**, part of the top-ranked School of Industrial and Systems Engineering, applies scientific principles to optimize the design and integration of supply chain processes, infrastructure, technology, and strategy. It focuses on developing new tools for analysis, design, and management of logistics processes, and new concepts and strategies for the practice of supply chain engineering.

The **School of Public Policy** is one of the world’s top programs in the field of science and technology policy. The school is a university partner in the European Union’s network of excellence in technology and innovation policy, and hosts international conferences on science and technology policy. Among the areas of interest are the environment, communications, transportation, biotechnology and health, urban development, and workforce and education.

The **Nanotechnology Research Center** is the largest facility of its kind in the Southeast, housing laboratories for both semiconductor- and biologically-focused nanotechnology. Facilities, equipment, and expertise at the center are available to companies interested in interdisciplinary research in micro- and nano-fabrication and characterization.
The services of the Enterprise Innovation Institute are available throughout Georgia. Contact your nearest Georgia Tech Regional Office for assistance.