Singapore Government Push of Deep Tech Commercialization and Start-up

Govt commits S$19b to new 5-year plan for R&D initiatives **RIE2020**

**4 Primary Technology Domains**
- Advanced Manufacturing & Engineering
- Health and Biomedical Sciences
- Services and Digital Economy
- Urban Solutions and Sustainability

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**NUS and Its Entrepreneurial Communities**

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**Some NOC Alumni Companies...**

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Graduate Research Innovation Program
(NUS – GRIP)

To Enable
A significant number of NUS Postgraduate Students and Researchers to form Deep Tech Start-ups

3 Key Elements:
Venture Creation
Idea Bank
Acceleration Process
### Programme Overview

<table>
<thead>
<tr>
<th>M1</th>
<th>M2</th>
<th>M3</th>
<th>M4 – M6</th>
<th>M7-M12</th>
<th>M13-M15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Hot housing innovators</strong></td>
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<tr>
<td>• IP created and filed</td>
<td>• Demo Prototype built</td>
<td>• Initial business plan drafted</td>
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<tr>
<td>• Investment Panel[^1]</td>
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**Investment – 1st tranche, $50K**

- Industry prototype building
- Business plan refining
- Secure Co-Investment partner[^2]

**Investment – 2nd tranche: $50K**

### Notes:
1. A panel of investment experts will be convened to assess and recommend investment.
2. Matching funding from private investors or government agencies

[^1]: A panel of investment experts will be convened to assess and recommend investment.
[^2]: Matching funding from private investors or government agencies
3 MONTHS VENTURE HOT-HOUSING

Workshop 1: Customer Needs, Market Sizing, Minimum Viable Product

Workshop 2: Solution and Business Model Defining

Workshop 3: IP and Growth Strategies

Demo Day: Presenting to Expert Panel for Investment Decision

#1, #2
Weekly 1-1 session with instructor

#3, #4
Weekly 1-1 session with instructor

#5, #6, #7, #8
Weekly 1-1 session with instructor

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<table>
<thead>
<tr>
<th>No.</th>
<th>Date</th>
<th>Time</th>
<th>Activity</th>
<th>Content</th>
<th>Remarks</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>31 Aug 2019, Sat</td>
<td>9am – 5pm</td>
<td>Workshop #1</td>
<td>Products &amp; Market</td>
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<td>2</td>
<td>10 Sep 2019, Tue</td>
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<td>Consultation #1</td>
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<td>17 Sep 2019, Tue</td>
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<td>Consultation #2</td>
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<td>4</td>
<td>21 Sep 2019, Sat</td>
<td>9am – 5pm</td>
<td>Workshop #2</td>
<td>Costing &amp; Business Model</td>
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<tr>
<td>5</td>
<td>1 Oct 2019, Tue</td>
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<td>Consultation #3</td>
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<tr>
<td>6</td>
<td>8 Oct 2019, Tue</td>
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<td>Consultation #4</td>
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<tr>
<td>7</td>
<td>12 Oct 2019, Sat</td>
<td>9am – 5pm</td>
<td>Workshop #3</td>
<td>IP &amp; Growth Strategies</td>
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<td>8</td>
<td>16 Oct 2019, Wed</td>
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<td>Workshop</td>
<td>Pitching</td>
<td>14 – 18 Oct To be confirmed</td>
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<td>9</td>
<td>22 Oct 2019, Tue</td>
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<td>Consultation #5</td>
<td>Prototyping</td>
<td>Pitching training with VPM</td>
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<td>10</td>
<td>29 Oct 2019, Tue</td>
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<td>Consultation #6</td>
<td>Prototyping</td>
<td>Pitching training with VPM</td>
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<td>11</td>
<td>5 Nov 2019, Tue</td>
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<td>Consultation #7</td>
<td>Venture Plan</td>
<td>Dry Run with Prof Neo</td>
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<tr>
<td>12</td>
<td>12 &amp; 13 Nov 2019, Tue &amp; Wed</td>
<td></td>
<td>Consultation #8</td>
<td>Pitch Review</td>
<td>Dry Run with Prof Neo</td>
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<tr>
<td>13</td>
<td>18-22 Nov 2019</td>
<td>9am – 2pm</td>
<td>Investment Com</td>
<td>Pitch &amp; Demo</td>
<td>Investment Com (two days between 18 – 22 Nov)</td>
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<tr>
<td></td>
<td>28 Nov 2019, Thu</td>
<td>Parallel tracks</td>
<td>Lift-Off Day</td>
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</table>
TYPE OF SUPPORT UNDER PROGRAM

• Hands-on guidance from experienced mentors

• Access to Master Engineer and prototyping partners

• Access to Market Research Database

• Funding of up to $100,000 in your start up
GRIP Run 1 in Numbers

- 20 Teams enrolled
- 51 Participants
- 15 Teams awarded $100k
- 4 Teams received purchase order
- Multiple Teams received investment interest

Engineering

Biomedical and Bioscience

ICT & Lifestyle

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• PhD Candidates

• Masters students

• Post Doctoral, Research staff including Research Fellows, Research Scientists, Research Engineers, Research Associates, Research Assistants
PROGRAMME COMMITMENT

• In the 3 Month Venture Creation Program:
  o To commit the necessary amount of time to achieve the programme’s goals
  o Minimally
    ▪ 3-weekend workshops and
    ▪ not less than 80% of the weekly 1-1 meet the instructor sessions, as well as the final demo day.
  o To complete the critical assignments assigned

• After Spin-off:
  o To further develop the business proposal and the prototype to secure external funding (grant or equity investment) to advance the start-up project to market.
APPLICATION PROCESS

• Call for proposals
  o Commence on 1st Apr to 12th May 2019

• Application category
  A Without our own idea or IP. Match me to an idea/IP.
  B With NUS IP. Based on my work in the university.
  C With NUS IP. Not based on my work in the university.
  D Without NUS IP. With our own source of idea or IP.

• Innovator information
  o Your Role
  o Something interesting about you

• Project information
  o Need
  o Approach
  o Optional questions about your business idea
  o Previous funding support received
  o Any party interested in your project
  o Your objective of joining this program

• Interview with review panel
GRIP Run 3 - Key Dates to Note

• **Road Show:**
  - starts on 1\(^{st}\) Apr 2019
  - ends on 9\(^{th}\) Apr 2018

• **Application:**
  - opens on 1\(^{st}\) Apr 2019
  - closes on 12\(^{th}\) May 2019

• **Venture Hot Housing:**
  - starts on 31\(^{st}\) Aug 2019
  - ends on 28\(^{th}\) Nov 2019
Questions?
More questions or information

• Please contact us at grip@nus.edu.sg

• Visit us at http://www.nus.edu.sg/grip/

• Follow us at https://www.linkedin.com/company/nusgrip/