

Technology Advancement Program

Putting Technology Entrepreneurs *ON THE Road to Success*

For over 20 years, we've helped entrepreneurs build some of the most successful technology companies in Maryland. The Technology Advancement Program (TAP) staff is comprised of seasoned veterans of startups and venture capital firms who will provide:

- business advice and support
- market intelligence
- introductions
- access to funding
- other critical assistance that can accelerate the growth of your technology venture.

TAP offers furnished offices and flexible lab space as well as a multitude of other benefits and services that can only be found at a technology business incubator situated right on the campus of one of the nation's top research universities.

TAP: A Heritage of Success at Maryland's First Technology Incubator

- Digene acquired for \$1.6 billion by QIAGEN (NASDAQ: QGEN)
- Martek Biosciences (NASDAQ: MATK) surpasses \$1 billion market capitalization
- NovaScreen acquired for \$30 million
- Powerize.com acquired for \$17 million
- Will **YOU** be next?



Second photo above by Tracey Brown





Benefits for TAP Companies



Affordable, flexible space:

- Furnished offices
- Flex labs, wet labs, common labs, and bio scale-up facilities
- Conference rooms
- Receptionist
- Office equipment
- Telecom/Internet-ready
- 24/7 HVAC, utilities included

Business advice and coaching on:

- Product planning
- Market intelligence
- Customer acquisition
- Financial analysis
- Fundraising
- Executive recruiting
- Legal and intellectual property issues
- Marketing and PR

Introductions to:

- Angel investors, VCs, and grant organizations
- Potential customers and partners
- Industry experts and advisors

Access to University of Maryland resources:

- UM research library system
- Faculty expertise
- Maryland Industrial Partnerships R&D funding
- Student and alumni recruiting
- Special facilities (Biotechnology Research and Education Program, Maryland NanoCenter, Micro and Nano Fabrication Laboratory, University of Maryland Energy Research Center
- Recreational facilities
- Significant procurement discounts



Technology Advancement Program

TAP's track record and reputation lent credibility to our company from day one. TAP staff were instrumental in helping us network with the regional technology and venture capital community, especially since my primary network was in Silicon Valley.

TAP staff played key roles in helping us solidify our early rounds of financing.

They also helped us recruit key personnel as we were building our team. Most importantly, TAP and University staff were our biggest cheerleaders when things did not go as planned, as they sometimes did.



**- JOE HERNANDEZ,
PRESIDENT AND CEO OF
INNOVATIVE BIOSENSORS, INC.**



TAP STATISTICS:

- More than \$700 million in funding raised by TAP companies
- 60+ graduate companies
- 2,000+ jobs created



Photo by Tracey Brown