

**TIP** Technology,  
Innovation and  
Partnerships

# NSF POSE & I-Corps Training Program

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Translational Impacts Division

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Creates breakthrough technologies | Meets national needs | Empowers all

# Why I-Corps Training for Open-Source Ecosystems?

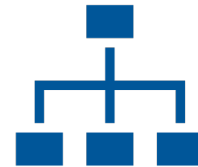
Building an OSE is very similar to a business startup



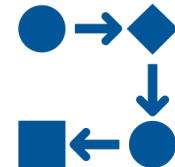
How will you measure impact/success?



Who are the key stakeholders (*customers*) and their roles in your OS Ecosystem map?



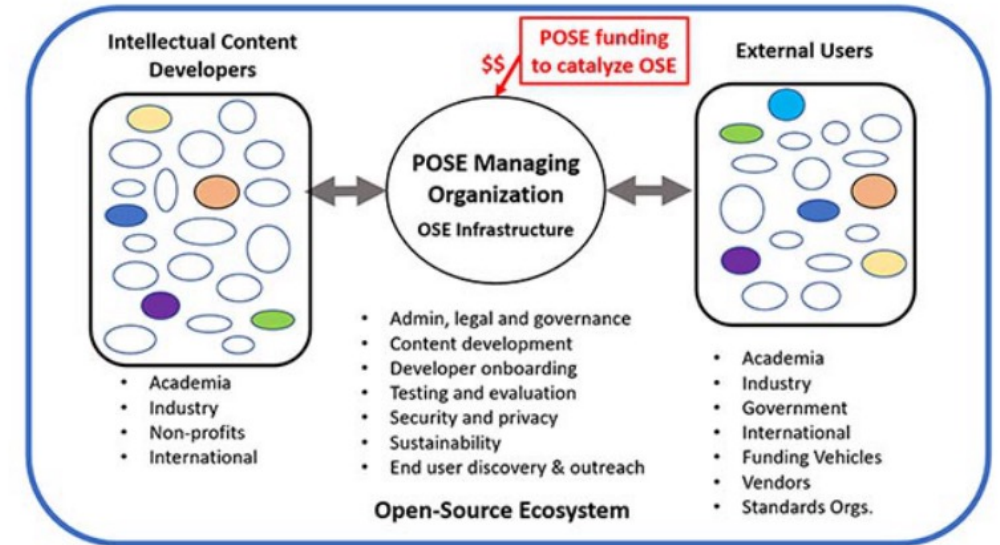
How will you create a governance structure and operational model for a sustainable organization?



How will you sustain your organization and operations beyond the award?

# Goals – Gather Evidence & Build Community

- Learn in 8 weeks instead of 1-2 years
- 100 interviews with OSE stakeholders
- Collect the evidence for validation
- Working together *on a schedule*
- Intentional structure aligned to OSE
- Learn the process now, Way of Life
- Pivot as needed
- Create a learning community of open sharing in the spirit of OSEs



# Expectations


- 3-person team
  - Entrepreneurial Lead – Leadership experience for young investigator
  - Technical Lead – Expert and Decision-maker about the technology/platform
  - Industry Mentor – Firsthand OSE experience to help guide efforts
- All team members must attend all sessions
- Cameras on, prepared to fully engage
- 15+ interviews per week – 100+ total
- Weekly report-outs to present key learnings – typically EL



# Things To Know


- 6-person teaching team
- Venturewell provides all course support, including evaluation
- Pre-course survey
- Post-course survey
- Zoom for live sessions
- LMS – Novo Ed will be our online classroom
- Airtable – Interview data collection tool
- Detailed syllabus with weekly assignments


## Course Orientation


 Live Event: Orientation Meeting and Technical Check-In

 Orientation Recap and Next Steps


## Class 1: BMC, Methodology, and Customer Discovery

 Required Work for Class 1: Readings

 DUE Assignment: Class 1 - Team Introduction Presentation


 Live Event: Class 1


 Class 1: Recap and Next Steps

 Class 1: Mandatory Office Hours


## Class 2: Value Propositions

 Required Work for Class 2: Readings

 Required Work for Class 2: Update Airtable Ascent

 DUE Assignment: Class 2 - Team Presentation

 Live Event: Class 2

 Class 2: Recap and Next Steps

# Schedule

all times are  
Eastern  
time zone

Onboarding				
	NSF Intro	Registration and Q&A	12/6/2023	3:00-4:00pm
	POSE Onboard	Prepare the Teams for Kick-Off	12/13/2023	1:00-2:30pm
Kick-Off				
	Week 1	Introductions	1/16/2024	1:00-5:00pm
Class 1	Week 1	BMC and Methodology	1/17/2024	10:00am-3:00pm, Conduct 5+ Interviews, and 6:00-8:00pm Office Hours
Class 2	Week 1	VPs	1/18/2024	10:00am-2:30pm, Conduct 5+ Interviews, and 6:00-8:00pm Office Hours
Class 3	Week 1	CS and Roles	1/19/2024	10:00am-2:30pm
Weekly Sessions				
Class 4	Wed - Week 2	CS & Impact	1/24/2024	Block A 1:00-3:00pm or Block B 2:00-4:00pm and 30 minute Office Hours during the week
Class 5	Wed - Week 3	Channels & Relationships	1/31/2024	Block A 1:00-3:00pm or Block B 2:00-4:00pm and 30 minute Office Hours during the week
Class 6	Wed - Week 4	Revenues/Sustainability	2/7/2024	Block A 1:00-3:00pm or Block B 2:00-4:00pm and 30 minute Office Hours during the week
Class 7	Wed - Week 5	Governance & ARP	2/14/2024	Block A 1:00-3:00pm or Block B 2:00-4:00pm and 30 minute Office Hours during the week
Class 8	Wed - Week 6	Milestones/Timelines & ARC	2/21/2024	Block A 1:00-3:00pm or Block B 2:00-4:00pm and 30 minute Office Hours during the week
Lessons Learned				
Class 9	Week 7	Penultimate Day	2/29/2024	11:30am-6:00pm
Class 10	Week 7	Final Presentations	3/1/2024	10:00am-3:00pm

# Registering – Deadline Friday! 12/8

- Start Here: <https://nsfiip.force.com/mywork>
- Create an account - just one application for each POSE Award team
- Select I-Corps Executive Summary at the top of the page > Hit Submit New Application
- Select NSF Lineage Team
- University Name/Organization Name of the PI on the POSE Award



Home      SBIR / STTR Project Pitches      I-Corps Executive Summary

 **CORPS**<sup>™</sup>  
NSF Innovation Corps

NSF I-Corps Teams Executive Summary Form

Please visit the I-Corps Teams page for more information.

Which program best describes your team?

NSF Lineage Team

\* Academic Institution: (If you are not applying as an Academic Team, please provide your company name.)

University Name of the PI on your POSE Award

# Tell Us About the Team

\* Entrepreneurial Lead (EL) First Name:

\* Entrepreneurial Lead (EL) Last Name:

\* Entrepreneurial Lead (EL) Email:

\* EL Qualifications (please provide a 5 sentence Bio):

\* Technical Lead (TL) First Name:

\* Technical Lead (TL) Last Name:

\* Technical Lead (TL) Email:

\* TL Qualifications (please provide a 5 sentence Bio):

\* I-Corps Mentor (IM) First Name:

\* I-Corps Mentor (IM) Last Name:

\* I-Corps Mentor (IM) Email:

\* IM Qualifications (please provide a 5 sentence Bio):



# Additional Team Members

Consider a co-EL or co-TL

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\* Are there any other Team members in addition to those listed above?

- Yes
- No

# Leave these questions --None--

Should your team be invited to submit an I-Corps Teams grant proposal, who will be submitting the grant proposal as PI? (This is typically the Team Technical Lead)

--None--

Is your team submitting from another federal agency? If so, please select from the drop down below.

--None--

There are two pathways to establish for the NSF I-Corps Teams program. Which is your team claiming?

--None--

# “POSE” <space> NSF Award Number. Example: POSE 2303328

Please include your previous NSF research award numbers if you are applying to the I-Corps program with NSF lineage (a relevant NSF research award that has been active within the past 5 years).

POSE 2303328

## Answer “No”

If your team has participated in an I-Corps Site, Node or Hub regional program, please specify in the next few questions below.

Has the team participated in a local or regional I-Corps program run by an I-Corps Node, Site or Hub?

- Yes  
 No

Has a company been formed to commercialize this innovation?

- Yes  
 No

\* What is the IP status of the innovation?

--None--

Patent Number

# Tell Us About the Project

Adapt to the context of your POSE project and the OSE community

\* Brief Description of Technology (Intellectual Merit)

Salesforce Sans 12 [Color] [B] [I] [U] [S] [List] [List] [List] [List] [List] [Link] [Image] [Link]

Provide a brief description of your technology/solution here.....

\* Brief Description of Commercial Applications (Broader Impacts)

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Provide a brief description of the impact you seek to achieve:

\* Brief Description of Current Commercialization Plan

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Provide a brief description of the OSE community you seek to build:



# Tips for Success

- Start lining up interviews now
- Travel - Go to trade-shows, professional association conferences where your stakeholders will be
- Travel – On-site visits
- Track – The people you talk to are part of your community!
- Office Hours – *free consultations, take advantage of all 6 instructors!*
- Cognitive Flexibility – Be able to pivot
- Scientific Humility – Be able to listen and hear, not always be right
- Build our own POSE community
- Jump in, Have fun, Engage

# TIP

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