

# PIPELINE

Leaders for the Innovation Economy



Confidential- Not for Distribution



Founded by KTEC

# New Model For Entrepreneurial Growth

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*"In my role at the Kauffman Foundation I get to see pretty much every project that people are working on that hope to bring a new crop of entrepreneurs to a city, a country, a university or a region.*

*You see very few of them that are laser focused on truly building an identifiable and scalable group of companies. I honestly couldn't name five— and PIPELINE is one of them."*

***Bo Fishback***

***Kauffman Foundation***

***Vice President of Entrepreneurship***

# How Do We Do This?

- Modules - intensive 3-day events intensives
- Mentors - layers of mentors, private sector, resource providers and subject specific
- Peer Bonding - Connecting isolated entrepreneurs to each other for support and networks
- Education - National Experts Join Local Experts to teach, assist and coach
- Networks - Aggressive Focus on increasing national, regional and local networks
- Alumni Program - Keep Entrepreneurs Engaged to Build a Leadership Cadre of Entrepreneurs
- Community - Raises Awareness and Dealflow of Regional Resource Providers (angel investors, etc)

# What PIPELINE Does Best

- Systematically identifies top technology entrepreneurs across wide geography - connects them to peers and resources to accelerate growth
- Elevates the state brand and builds out the ecosystem quickly
- Creates a dynamic mentoring process for entrepreneurs, including industry specific mentors that may not be physically located near the entrepreneur's business
- Dramatically increases networking for entrepreneurs - exponentially increasing their networks in short amount of time.
- Integrates regional and national resource providers, such as investors, advisors, strategic partners and mentors and connects them to entrepreneurs
- Drives technology innovation and builds entrepreneurial ecosystem

# Success Story: Alfred Botchway, Xenometrics

**Xenometrics:** Non-clinical contract laboratory. Areas of expertise are safety pharmacology, ADME, toxicological testing and discovery support services designed to address pertinent pharmaceutical drug discovery and safety issues. (Stillwell, Kansas)

**PIPELINE Benefit:** Developed plan to scale his business (and dramatically increased business savvy as a scientist)

**Outcomes:** 3 months after graduation, acquired Bayer CropScience's Toxicology division

- Revenue increased from 4M- on track this year to hit 11M
- Grew from 28 to 85 high wage employees

***“PIPELINE gave me the tools, resources and confidence to make this major growth move to acquire Bayer's Toxicology division, increasing our revenue, employees and our plans for future growth. PIPELINE's impact cannot be underestimated.” - Alfred Botchway***

# Joni Cobb, President & CEO [www.kansaspipeline.org](http://www.kansaspipeline.org)

