



i-Teams, Cambridge University Lent Term 2020

Be part of an exciting team, learn about taking real technologies to market, strengthen your skills, and have fun!

“Our team was like a small company, working together to achieve a common goal.”

“i-Teams is one of the most entertaining and inspiring projects I have ever worked on. It has helped to reshape and direct my future career towards entrepreneurship”

Instructors:	Amy Weatherup, i-Teams Programme Director, IfM Berk Dogan, i-Teams Deputy Director, IfM
Time:	Mondays, 7-10pm Meet in the IfM common room for pizza from 6.40pm
Location:	Institute for Manufacturing, West Cambridge site
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Overview

i-Teams allows entrepreneurial post-graduates and early career researchers to work with real inventions to determine the best route for their commercialisation, and present the results to a diverse audience of business and academic experts.

Each i-Team consists of up to 7 participants from different disciplines and experience, who work with a nominated University research project. The i-Team assesses the commercial prospects for the technology by discussing the technology with real target customers in relevant industries. The teams are guided by the i-Teams Programme Director (Amy Weatherup, an experienced local entrepreneur), and mentors from the local business community. Together the teams will identify suitable product markets and define directions for future technology development, helping to drive the use of University research in real-world applications.

Identifying the best path for commercialising a breakthrough technology is an iterative process, so the programme is designed with many small checkpoints. We expect that you will put forth hypotheses, test them, then go back and revise them based on customer input or other feedback. At several points during the term, teams will have the opportunity to present updates on their progress, to get feedback from the other teams. At each step, the entire group will have the opportunity to review and challenge your hypothesis and conclusions, helping to ensure that the final conclusions represent a well-justified analysis of the technology's commercial potential.

i-Teams Goal

The goal of i-Teams is to explore, identify and analyse the commercial potential for your team's emerging, breakthrough technology. At the end of the term, your team will have identified the markets and applications with the most potential. It is also entirely acceptable for your team to come to a well-researched conclusion that there is no attractive market for the technology at the current time.

A key part of the i-Teams project involves finding contacts in relevant industries to gather real-world feedback on your ideas for applications for the technology. This will build and extend your existing network of contacts, as well as helping you to develop hands-on experience in talking to new people with a range of different backgrounds about your project. You will also gain experience in working in a team of people with different skills and experience to yourself.

Your final presentation will provide an overview of the competition, the most appropriate applications for your technology, and the next steps for moving forward. This analysis will be presented in the form of a power point presentation along with supporting materials, which could serve as the starting point for the inventors to develop a business plan or licensing programme.

Each team will make a presentation of their findings to a broad audience at the end of the term, and will have the opportunity to present their conclusions in poster form at the CUTEC Technology Ventures Conference.

Deliverables

Initial Presentation:

At the end of the second session, each team will make an informal verbal presentation to the other teams, summarising their project and brainstorming results.

Weekly team meetings:

Teams will need to hold weekly team meetings to report to their fellow team members on progress, and agree priorities and task allocation for the following week. Time is made available for this in the Monday evening sessions.

Mid-term Presentation:

The mid-term presentation will be 10-15 minutes long and is given to the other teams, their mentors and researchers. This will be your first formal presentation and should include:

- Summary of your technology and its benefits
- Market areas investigated
 - Applicability of technology to market areas
 - Any background information you have discovered so far
 - Companies or people you hope to speak to in each area
- Anything else you have found out!

Customer Interviews and Analysis:

The most critical aspect of the project will be identifying the markets that hold the most potential for the technology. To that end, contacting and interviewing potential customers in that market to determine their level of need for/interest in the product is a key requirement. Each team will be expected to conduct a minimum of 10 customer interviews, which will be summarised in a pack of supporting materials for the final presentation.

Verbal Updates:

At each i-Teams session, teams will update the group on their progress so far, including:

- Important or interesting findings (from market analysis or customer feedback)
 - Findings of direct relevance to the technology, eg key needs for a particular market as relayed by a customer,
 - Findings of more general applicability, eg we found interviewees were more forthcoming under the following circumstances
- Any roadblocks or hurdles that need to be resolved

These updates will usually be around 5 minutes long

Final Presentation:

The final presentation should be designed for an audience with no prior exposure to the technology. It will need to be short and to-the-point, covering in 10-12 minutes the following key aspects:

- Brief introduction to the technology and its key differentiators
- Review of markets analysed, including any competitive products
- Summary of results from different markets
- Recommendations and next steps

Each presentation will be followed by Q&A to defend the conclusions reached.

Information Pack and Handover meeting:

In addition to the final presentations, teams will hold a final handover meeting with their inventor and Cambridge Enterprise representative to go through their findings and recommendations in more detail.

Teams must also package up their detailed findings (including summaries of discussions and contact details for industry contacts) for them to use going forward. The final information package will need to be stored on the team's Moodle workspace.

Poster:

Teams are invited to present their results in poster format at the CUTEC Technology Ventures Conference. Teams are requested to design their poster at the same time as their final presentations.

Schedule

Each session will consist of a talk or presentation at 7pm, followed by inter-team discussion and updates on the status of the projects, focusing in particular on problems experienced and how to address those.

Pizza will be provided at 6.40pm in the IfM tea room.

After the weekly lecture the teams will have time for their weekly team meetings with the support of their project mentor, and the i-Teams Programme Director.

<p>i-Teams week 1</p> <p>Jan. 13th 7pm-10pm</p>	<p>Introduction to i-Teams</p> <p>Getting started: Assessing target markets and finding relevant contacts – this session provides the tools to get started on your projects</p> <p>Meet the inventors: Teams meet their inventors and learn about their technology</p> <p>Actions: Share team contact details Agree how to communicate as a team and share work-in-progress (we recommend Slack and Google, but other platforms are also acceptable) Each team member should carry out background research into their technology and application areas before the next session</p>
<p>i-Teams week 2</p> <p>Jan. 20th 7pm-10pm</p>	<p>Team brainstorming session</p> <p>Brainstorming session in individual teams to generate ideas for applications and uses of the technology</p> <p>Each team summarises their results at the end of the session</p> <p>Actions: Assign tasks between team members, based on each person's knowledge and experience</p>
<p>i-Teams week 3</p> <p>Jan. 27th 7pm-10pm</p>	<p>Communication skills workshop Katie Bardes</p> <p>An interactive workshop focusing on the key communication skills you will need to gather information and feedback effectively from industry experts.</p> <p>Actions: Before next week, each team should meet with their inventor to identify which of their market applications are technically feasible</p>
<p>i-Teams week 4</p> <p>Feb. 3rd 7pm-10pm</p>	<p>Working time for teams</p> <p>Actions: Start reaching out to potential industry contacts</p>

<p>i-Teams week 5</p> <p>Feb. 10th 7pm-10pm</p>	<p>Mid-term presentations</p> <p>Formal presentations with powerpoint slides or similar 10-15 minutes to present, 15 minutes for questions from the other teams</p> <p>To be attended by inventors, mentors & Cambridge Enterprise</p> <p>Actions: Before next week, each team member should try to contact at least 3 people in relevant areas</p>
<p>i-Teams week 6</p> <p>Feb. 17th 7pm-10pm</p>	<p>Guest entrepreneur speaker - TBC</p> <p>Understanding the Customer - the importance of customer feedback</p> <p>Team input (verbal): Feedback from customer discussions, including problems encountered, as well as any discussions that gave good feedback</p>
<p>i-Teams week 7</p> <p>Feb. 24th 7pm-10pm</p>	<p>Design Thinking workshop Dr. Simon Pulman-Jones</p> <p>An interactive workshop covering some of the steps needed to take a new technology and use it as the basis for a product that will fit smoothly into people's lives.</p>
<p>i-Teams week 8</p> <p>Mar. 2nd 7pm-10pm</p>	<p>An introduction to patents and other intellectual property Dr. Gillian Davis, Cambridge Enterprise</p> <p>Team updates (5 minute verbal updates)</p>
<p>i-Teams week 9</p> <p>Mar. 9th 7pm-10pm</p>	<p>How to conclude your i-Teams project</p> <ul style="list-style-type: none"> * Selecting the best application for a technology * What features can be compared * What are the routes to market for each application <p>Team updates (Key tasks remaining before the final presentations)</p>
<p>i-Teams week 10</p> <p>Mar. 16th 7pm-10pm</p>	<p>Working time for teams</p>
<p>Final presentations</p> <p>Mar. 19th (Thursday) 6.30pm – 9pm</p> <p>Maxwell Centre</p>	<p>Final presentations</p> <p>Teams present their results and recommend next steps for their projects Finger buffet from 6.30pm, presentations starts at 7pm</p> <p>Team members, mentors, inventors and a number of invited guests from the University and local business community will attend this presentation</p>

Acknowledgements

The i-Teams name and logo are reproduced with the permission of MIT and the Deshpande Center.

With many thanks to our sponsors and supporters:

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