

DEEP DIVE INTO DEEP TECH INCUBATION

DEEP TECH VENTURE CAPITAL AND CORPORATE PARTNERSHIPS



Significant capital and time are typically required to get deep tech innovations to market. Venture capital as well as corporate partners can be a lifeline for early-stage companies in need of financial and strategic guidance and support. These partnerships also provide highly valuable validation for deep tech startups, which enables them to raise follow-on capital and secure the partnerships that are critical to commercialize their technology.

This guide provides a quick look at the top investors and corporate partners who are actively partnering with deep tech startups to foster innovation and highlights how real-world entrepreneurs have benefited from this type of support.

WHAT YOU NEED TO KNOW ➡

HOW FINANCING IS CHANGING

- Deep tech startups need a lead investor to guide their vision and help build out their management teams
- An incubator facility's full ecosystem of advisors and experts should provide support that the entrepreneur needs, such as help dealing with regulatory challenges
- Every startup opportunity is different; the recent pandemic has slowed investor interest in some cases and increased it with others that are planning for the future and aggressively pursuing new relationships
- Crowdfunding can be important to raise capital and provide a loyal community of supporters invested in the venture's success
- Entrepreneurs should think of SBIR/STTR funding as a way to alleviate some technical risk

RESOURCES Small Business Innovation Research (SBIR) • Small Business Technology Transfer (STTR)

WHAT DEEP TECH THOUGHT LEADERS HAVE TO SAY

We assess teams; your team, including your advisory board, is critically important. You need people who both understand the commercial application and can advise on the science.

TRISH COSTELLO
PORTFOLIA



Business plans should be as fully developed as possible.

KEITH CRANDELL
ARCH VENTURE



Keep in mind, investors are there to be your partners, but also to make a return on their investment.

NOEL GODDARD
QUNNECT



Our ultimate goal may not be to buy your company. We might be trying to secure a source of supply, or we're hoping you're going to be a strategic customer some day and buy our products.

EDWARD GREER
DOW



Entrepreneurs are trying to move faster and do so with more capital efficiency.

ANNA BRADY-ESTEVEZ
NATIONAL SCIENCE FOUNDATION



Check out the [Deep Tech Venture Capital and Corporate Partnerships](#) webinar for more insights from our deep tech thought leaders. For more on the *Deep Dive into Deep Tech Incubation* initiative, visit our [Deep Tech resources page](#).