

# HIGH-TECH CEL

## GAIN SUPPORT AND GUIDANCE AS YOU PURSUE THE LIFE SCIENCES AND HIGH-TECH COMMERCIALIZATION PATHWAY

*So you've made a great discovery or innovation and decided to pursue the commercialization pathway. Now what?*

It can be challenging to build an effective team and navigate the pathway to commercialization, especially when you are an early-stage or established company venturing into the high-tech and life sciences territory for the first time.

That's why, in partnership with the New York State Center of Excellence in Bioinformatics and Life Sciences and The Jacobs Institute, the UB School of Management's Center for Entrepreneurial Leadership (CEL) is offering the High-Tech CEL program. Meeting once a week for 8 weeks, the program provides specialized support and guidance to companies pursuing a life sciences or high-tech opportunity with the goal of helping these companies build more effective teams and better navigate the complex pathway to commercializing their product, service or technology.

Put quite simply, we know it can be a long and difficult journey. This spring, we invite you to equip yourself and your team with the knowledge, opportunities for personal insight and connection to a support network that will help you to better manage risk and increase the probability of success for your life sciences or high-tech venture.

### Who Should Apply

- Life sciences and high-tech entrepreneurs
- Owners, founders or other key team members at an early-stage life sciences or high-tech venture
- Key team members from established companies who are considering developing a life sciences or high-tech product, service or technology
- Scientists who have made a discovery and are considering the entrepreneurial route

### Where and When

The Jacob's Institute, Inc.  
875 Ellicott St. 5th Floor, Buffalo, NY 14203  
Wednesdays, 5 to 7:30 p.m.  
September 30th through November 18th

### Cost

\$995 per person; second and consecutive team members from same company will attend at 50% off (\$495)



**UB School of Management**  
University at Buffalo The State University of New York  
CENTER FOR ENTREPRENEURIAL LEADERSHIP

**Ji**  
JACOBS INSTITUTE

NEW YORK STATE CENTER OF EXCELLENCE  
BIOINFORMATICS & LIFE SCIENCES  
**UB University at Buffalo**  
The State University of New York

For more information, visit us on the Web at [mgt.buffalo.edu/entrepreneurship/hightech](http://mgt.buffalo.edu/entrepreneurship/hightech)  
or contact the Center for Entrepreneurial Leadership at 716-885-5715 or [mgt-cel@buffalo.edu](mailto:mgt-cel@buffalo.edu)

# HIGH-TECH CEL

“High-Tech CEL gave me the best direction on how to take our third generation company to the next level. Working with my mentor gave me valuable insight into how to carry out strategic planning going forward for expansion as well as a ‘re-start’ to the overall business.”

**Edward J. Robb**

Corporate Project Manager  
Applied Medical Coatings, LLC  
High-Tech CEL ‘13



“Having been in small business for many years, I did not realize how much guidance and insight there was available that could have helped make previous business ventures more successful.”

**Sue Furlani**

Chief Operations Officer  
Shatter I.T.  
High-Tech CEL ‘13

“The High-Tech CEL program was excellent at filling a knowledge gap. I am a practicing scientist and I am well acquainted with the management responsibilities related to leading a research lab and obtaining the necessary research funding. The High-Tech CEL program taught me how to transfer these skills to the business world, gave me insight into business strategies, and provided a network of business professionals from both the participants in the program and the invited speakers and mentors.”

**Dr. Timothy Umland**

Co-Founder  
Harker BIO  
High-Tech CEL ‘13

