



THE COMMERCIALIZATION ACADEMY



Entrepreneur



Product Idea & IP



Program Startup Acceleration Program



Successful Startup



The AFRL Commercialization Academy is an entrepreneurial education program sponsored by the Air Force Research Laboratory Information Directorate (AFRL/RI) and run by the Griffiss Institute, in Rome, New York. The Academy pairs high-caliber founders with high-potential AFRL technologies with the goals of developing entrepreneurial leaders and launching new technology ventures. Technologies of interest include cyber security, data analytics, information systems and unmanned air systems (UASs).

The AFRL Commercialization Academy program consists of a comprehensive curriculum and acceleration process focused on:

1. Entrepreneurship education for founders
2. Technology due diligence, ideation and market validation
3. Technology licensure, business acceleration and go to market strategy

The Air Force Research Laboratory Information Directorate's mission is to explore, prototype and demonstrate high-impact, game-changing technologies that enable the Air Force, and the Nation, to maintain its superior technical advantage. The research portfolio is centered around Command, Control, Communications, Computers, and Intelligence (C4I) and Cyber technologies. The AFRL Commercialization Academy cohort teams review the portfolio of intellectual property in those technical areas focused on military application needs and repurpose those innovative ideas to meet commercial application needs.

The AFRL Commercialization Academy program begins with startups drawn from New York State and across the country. Teams will participate in a 16-week Commercialization Academy curriculum that will qualify them to compete for IDEA NY prize money on Demo Day. The Commercialization Academy has two cohorts each year.

Teams participating in the Commercialization Academy can expect a rigorous training sequence that includes bi-weekly all hands meetings and frequent one-on-one meetings to ensure comprehension. Content includes customer discovery, identifying value propositions, and corresponding intellectual property (IP) creating minimal viable products (MVP), establishing go-to-market strategies, technology licensing, financial reporting, investor relations and culminates in a pitch deck to be presented to a panel of expert judges at Demo Day.

WANT TO KNOW MORE ABOUT THE COMMERCIALIZATION ACADEMY?

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Visit: www.commercializationacademy.org



THE COMMERCIALIZATION ACADEMY

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