UNY I-Corps Node

2017-2021 in Review

CELEBRATING 5 YEARS AS A NODE

This is our fifth year as an I-Corps Node and it has been an exciting and inspiring journey.

Check out what we have learned and accomplished. Click or scan the QR code to watch:
"5 Lessons in 5 Years."

5 YEARS OF NATIONAL TEAMS SUPPORT

75
TEAMS SENT TO THE NATIONAL PROGRAM

46
MENTORS MATCHED WITH TEAMS

15
UNIVERSITIES REPRESENTED

NATIONAL FACULTY

Our team of six instructors has led seven cohorts to date.

FERNANDO GOMEZ-BAQUERO

ANDREA IPPOLITO

MIKE RIEDLINGER

KEN ROTHER

TOM SCHRYVER

DEBORAH STREETER

REGIONAL COURSES

We have led 103 regional courses to date for 735 teams with 20 partners across the region.

Cornell University
RIT | Rochester Institute of Technology
UNIVERSITY of ROCHESTER
University of Pittsburgh
BINGHAMTON UNIVERSITY STATE UNIVERSITY OF NEW YORK
Drexel UNIVERSITY
HOBART AND WILLIAM SMITH COLLEGES
ITHACA COLLEGE
PennState
Rensselaer
Syracuse University
University at Buffalo The State University of New York
UNIVERSITY AT ALBANY State University of New York
The University of Vermont
Carnegie Mellon University
West Virginia University

45
REGIONAL COURSE INSTRUCTORS

COMPLETED OUR
FIRST
REGIONAL COURSE FOR
GEM
THE NATIONAL GEM CONSORTIUM

INSTRUCTOR TRAINING FOR IMPROVEMENT AND INCLUSIVITY

Our Node has made it a priority to incorporate inclusive teaching methods and recruitment strategies in all of our programming. In 2019, our evaluation team identified an opportunity to improve regional courses by training instructors on culturally-responsive teaching practices and best practices for delivering 'purposefully direct' feedback. The inclusivity training module we developed has become the centerpiece of our online, asynchronous "train the trainer" course. We developed the course with funding from an NSF Node Supplement Award and launched it in 2020.

31
INSTITUTIONS HAVE INSTRUCTORS WHO HAVE COMPLETED THE TRAINING

80+
INSTRUCTORS HAVE COMPLETED THE TRAINING

A first of its kind for I-Corps, the inclusivity training has made a big impact. Numerous sites have requested the training and it caught the interest of the GEM I4 team who completed the training and worked with us to deliver a regional course specifically for GEM Fellows. We have also shared the training with Nodes and Sites across the NIN. Currently, more than 80 instructors have completed the training.

"THIS NODE DEFINITELY KNOWS HOW TO CREATE AN INCLUSIVE CULTURE THAT EMBRACES BLACK AND BROWN ENTREPRENEURS" - Latane Brackett, Principal Manager, Innovation Programs, National GEM Consortium

SUCCESS STORIES

CORE MAP

Atrial fibrillation (AF) is the most common form of cardiac arrhythmia, impacting over 33 million people worldwide every day. Diagnostic mapping options exist, however; they are not yet advanced enough to provide the treatment that chronic AF patients need. CoreMap is creating innovative diagnostic technology that can enable patient-specific curative treatment for AF. CoreMap's innovative micro-electrode technology overcomes previous obstacles in mapping heart activity, particularly issues with spatial resolution and sample density. CoreMap's patented innovations will allow physicians to finally "see" AF and develop curative, patient specific treatments. After completing a UNY I-Corps regional course at the University of Vermont in 2019, CoreMap went on to accomplish several milestones in 2020, including securing a $251,143 National Science (NSF) Foundation Small Business Innovation Research (SBIR) Phase I award and $10.5 million in Series A financing.

"THE UNY I-CORPS PROGRAM, PROCESS, AND PEOPLE WERE TREMENDOUSLY VALUABLE. IN OUR EARLY STAGES, IT HELPED US TO BETTER UNDERSTAND AND ARTICULATE OUR MARKET OPPORTUNITY TO POTENTIAL INVESTORS AND STAKEHOLDERS,"
-SARAH KALIL, CEO AND CO-FOUNDER, COREMAP

SUCCESS STORIES

EXOTANIUM

The pandemic could have ended Exotanium's ambitions before it even got off the ground—the cloud-optimization startup was in the midst of fundraising when COVID-19 hit. However, as businesses moved their operations online and demand for cloud software systems skyrocketed, the UNY I-Corps and National I-Corps Teams alumni raised $5 million in a Series A funding round in April of 2021. Exotanium's "X-Spot" technology allows businesses to effectively navigate the spot market to harness low prices when temporary spot servers become available, saving businesses up to 90% on cloud application server fees—a huge advantage for a company in a market estimated to be worth $26 billion by 2024. The startup's upward trajectory continues with a move to larger offices at Cornell's Praxis Center for Venture Development and workforce expansion. It also launched a pilot with Autodesk, Inc.
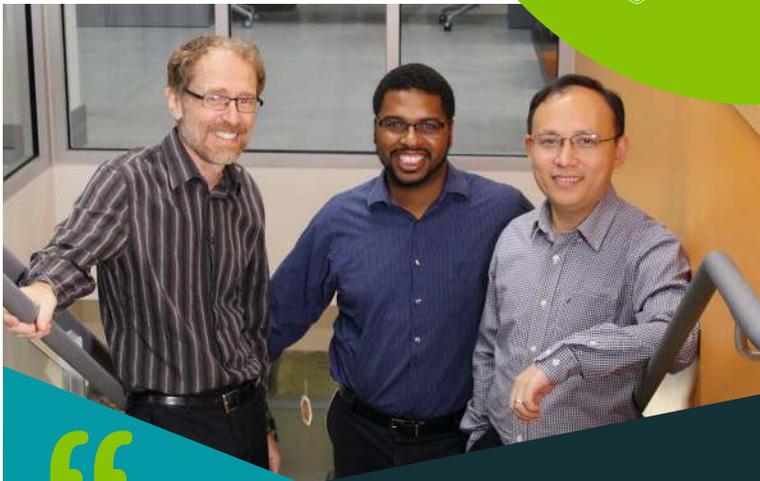
UNY I-CORPS REGIONAL ECONOMIC IMPACT SINCE 2017:

$27.3M in capital raised

$6M in SBIR/STTR funding awarded

$1.8M in business revenue generated

65 new hires by startups

Data reflects economic impact of teams who have completed a national I-Corps Teams cohort, a UNY I-Corps regional course, and/or were affiliated with Cornell's I-Corps Site.

UNY I-CORPS NODE
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UNY I-CORPS PARTNERS

Cornell University R·I·T UNIVERSITY of ROCHESTER

HALOMINE

The commercialization of an antimicrobial coating technology that keeps surfaces clean by extending the life of chlorine-based disinfectants—by days and even weeks—is being fast-tracked to combat COVID-19. Halomine, a UNY I-Corps and National I-Corps Teams alumni company and 2019 Grow-NY finalist, is behind the biomaterials innovation. The technology's potential to prevent COVID-19 from contaminating private and public spaces has attracted the interest of the NSF. In May 2020, NSF awarded Halomine $256,000 from its COVID-19 Rapid Response Research (RAPID) program to expedite the product's development, as well as a separate $225,000 RAPID grant to fight hospital-based infections related to COVID-19. In 2021, The company received two Phase II SBIR awards; $600,000 from the U.S. Department of Agriculture's National Institute of Food and Agriculture and $1 million from the National Science Foundation. "When you're an academic, your technology may only have one stated purpose, but if it's a very good technology, you suddenly find it has a broad application and can address some immediate crisis," said Halomine's CTO, Mingyu Qiao.

> The purpose of the REGIONAL course is to get scientists who think they know what they're doing out of their comfort zones to talk to businesses marketing their products on a daily basis. That was our first taste.
> - HAKIM WEATHERSPOON, CEO, EXOTANIUM