

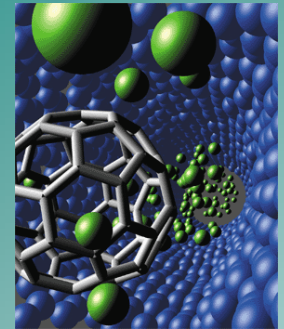


Enabling efficient deal flow
between investors and
university spin-outs

*For more information
or to participate:*

www.sura.org/surafund

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Who is SURA?

SURA is a non-profit consortium of universities and colleges across the Southeastern US, headquartered in Washington, DC. The sixty-two member universities collectively represent over \$12 billion in R&D expenditures, thousands of patents filed, and hundreds of new startup companies being formed annually. SURA plays an active role in bringing together private equity investors from across the country and university startups from the Southeast.

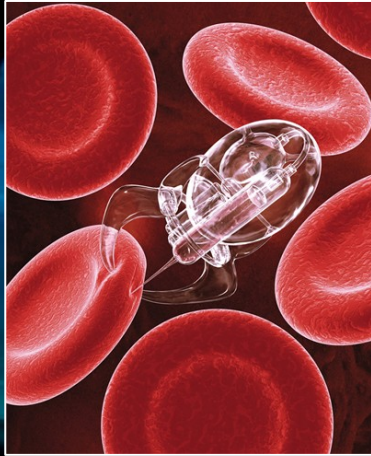


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the Southeastern Universities
Research Association



What is the SURAFund Initiative?

SURAFund is an opportunity to connect early-stage startup companies across the Southeast with interested private equity investors. It is not a "fund" per se, but rather a unique, organized network designed to enable efficient deal flow for investors of seed stage capital into university spinouts.



How does SURAFund work?

- SURA solicits plans in biotech, agritech, computing/software, communications, energy, nanotech, and others from its network of universities and national labs
- Eligible startups submit brief business plans
- SURA conducts initial review of submissions
- VC Partners conduct standard due diligence
- Seed stage investments are made



Venture Capital Investors

What are the benefits to participating VCs?

- Increased deal flow
- Early access to spinouts from 62 universities
- See deals outside usual geographic boundaries
- Access to subject matter experts across all technical fields through SURA network
- Co-investment opportunities
- Efficient and flexible review process

How can Venture Capital firms participate?

All firms that meet the following criteria are invited to contact SURA:

- Interested in university spinouts and very early-stage deals
- Willing to make investments (lead or co-invest) ranging from \$100,000-500,000
- Able to make larger follow-on investments
- Located anywhere in the US and willing to make investments in startups in the Southeast
- Interested in participating in a cooperative manner with other investors and SURA

Current Venture Capital Partners:



Startup Companies

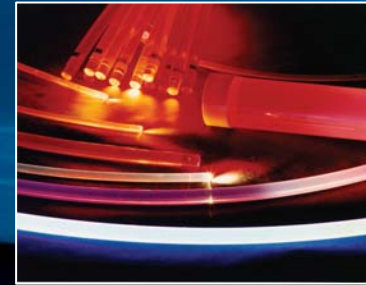
What are the benefits to Startups?

- Opportunity to obtain investment capital
- Business plan review and mentoring
- Connections to other firms and researchers

Which startups can participate?

Any startup company who meets these criteria:

- Protected/licensed IP in breakthrough technology
- Inventors/scientists engaged (full management team not required)
- Limited prior investments
- Any connection to a SURA university



Universities and National Laboratories

What are the benefits to Universities and Labs?

- Opportunities for their spinout companies to obtain funding from private equity sources
- Impetus for entrepreneurial researchers to form new startups
- Promotes technology transfer and economic development

How can Universities participate?

The funding available through this program is available for university spinouts. SURA member schools play an important role in disseminating information to their researchers, incubators, business schools, and startup companies.