



Vanguard Technologies, LLC

Driving innovations from the pipeline to the bottom line™

Venture Acceleration

Vanguard Technologies: Concept to Profit

Business Model:

Old Fashioned Entrepreneurship

1. What can I sell, TODAY
2. What I build to sell, TOMORROW
3. How can I DIFFERENTIATE every step of the way?



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Medical:

Diagnostic, Therapeutic,
Wellness



Environmental:

Alternative Energy, Materials,
Industrial, Products



Digital:

Electronics, Hardware/Software,
Security, Systems



Consumer:

Electronics, Hardware/Software,
Security, Systems

Know:

Real-time
Knowledge & Action



- Global market assessment
- Rapid Go-To-Market Strategies
- Efficient Capital Deployment
- Innovative cost-effective product development approach

Grow:

Fully Aligned
Global Productization Teams



- Marketing & Sales Delivery (Success Based)
- End-to-end Systems for continued growth
- Ongoing product pipeline development

Go:

Flexible Structures
Focused on Market Success



- Manufacturing & Fulfillment capabilities
- Global distribution (Europe, Asia, Middle East)

Ready to see profits from your innovation?

Contact us at 508-801-5127

Vanguard Technologies: Global Resources

• US/NA

- Development team
- Patent team
- Fulfillment Network
- Sales and Distribution Network

• SA

- Validation Team (medical)
- Development Network
- Sales and Distribution Network
- Fulfillment Network

• yet2.com

- Key relationship
- World's largest technology brokering company

• AS

- Development Network
- Fulfillment Network
- Sales and Distribution Network

• EU

- Development Network
- Fulfillment Network

• Middle East

- Development Network
- Fulfillment Network
- Sales and Distribution Network



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Identifying Disruptive Opportunities

New Market Test:

- Product or service be developed so that a large population of less skilled or less affluent people can begin owning and using, in a more convenient context

Low End Test:

- Customers happy to purchase “good enough performance” at lower price
- Attractive return on lower gross margin as a result of faster asset turn

Disruptive impact:

- Disruptive to all of the significant incumbents in the industry

What if it is not “Disruptive”

Questions to ask:

1. What kind of annuity does it represent?
2. Can it be “boot-strapped”
3. Can adding an “End-to-End” system create a sustainable advantage?
4. How high does the bar really have to be???

Key Attributes to Exploit

- Founders who are equity driven (versus salary driven)
- Display tendency toward “virtual” company
- Capital deployed toward value creation, not props
- Urgency around revenue, profitability, and growth...exits will follow this scent!

Federal Lab's Role

- Patient for value creation
- Understand it is not a linear path
- Be prepared for the business model to change multiple times
- Be prepared for the team to change and/or evolve
- Tangible progress, even if it is not meeting milestones, may mean more than meeting milestones that are targeted only to fund-raising

THANK YOU DR. THERESA BAUS FOR BEING AN OUTSTANDING
TECHNOLOGY TRANSFER PARTNER!

Contact

Tracey Dodenhoff

Vanguard Technologies, LLC

dodenhoff@vanguardtechnologies.com

508-801-5127