



**dalinnovates**



*Dal Innovates provides opportunities for students and faculty at Dalhousie University, and any other universities in Atlantic Canada, to explore and experience innovation and entrepreneurship, develop the knowledge, skills, and attitudes necessary to translate new ideas into innovations, and make an impact on local and global challenges. We catalyze more and better ventures being developed through the universities in the region, and support the growth of startups that need access to the talent, equipment, labs and expertise in these universities.*



40+

Faculties & Programs Represented

62

Industry Mentors & Board Members

200+

Event Attendees

2

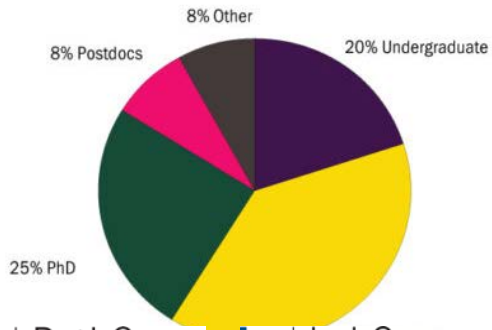
New National Programs

### Dal Innovates Highlights

"Dal Innovates wins Deshpande Symposium Award for Technology Commercialization"

"First Women-Led Lab2Market Cohort Features 11 Teams from Across Canada"

Our offerings supported participants at every academic level



Path2 Innovation | Lab2 Market

Ready2 Launch

# Emera ideaHUB



# \$34M

TOTAL FINANCING SECURED BY STARTUPS



INTELLECTUAL PROPERTY



116 Trade Secrets

37 Patents

10 Copyrights

15 Trademarks

# 78 STARTUPS SUPPORTED

# 162 JOBS CREATED



# \$1.1B

EQUITY VALUE CREATION

Total: \$1,108B

Prime: \$811M

Oceans: \$297M

Over 100 Active Mentors  
35% of mentors are female  
76 graduating ventures

We will be adding a comprehensive Dal Innovates Annual Report starting in 2023



*The unique relationship between Dalhousie and MIT has helped rapidly advance the commercialization of science and deep tech through Dal Innovates and other programs. The successes achieved through this partnership clearly demonstrate that ample economic opportunities exist wherever there are intelligent and talented individuals backed by cutting-edge research expertise and academic institutions.”*

**BILL AULET, MANAGING DIRECTOR, MARTIN TRUST CENTER FOR MIT ENTREPRENEURSHIP**



# dalinnovates

Students & Researchers



innovation-driven entrepreneurship

Pitch2Match



incubation & product development



acceleration



entrepreneurial mindset, resilience, mentorship & inclusive innovation





Academia

Entrepreneurship

Industry



-  innovation sandboxes
-  **SHIFTKEY**  
LABS
-  Cultiv
-  **IDEA**
-  **SURGE**  
Science Unleashed
-  **pulse**  
innovating health

innovation-driven entrepreneurship

**COLLIDE**  
Discover \ Validate \ Launch

**i2I** | invention to *innovation*

**Lab2Market**  
Discover \ Validate \ Launch


incubation & product development

**Emera ideaHUB**

acceleration

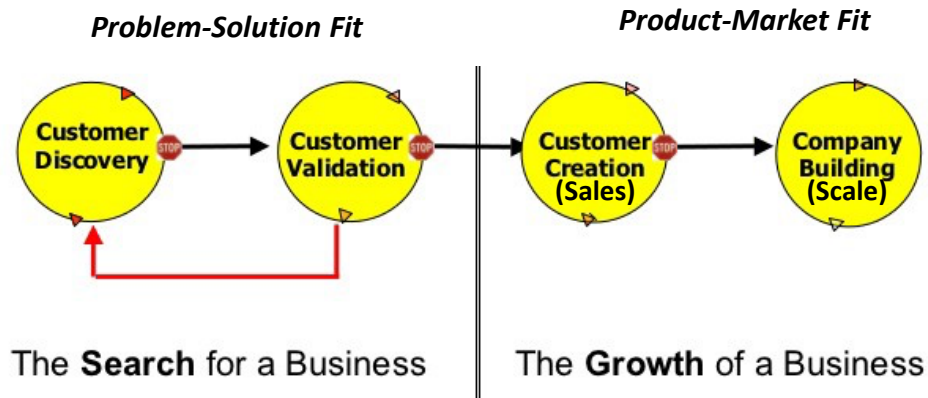
**CREATIVE LAB**  
DESTRUCTION




















-  concrete ventures
-  **SANDPIPER**  
VENTURES
-  Atlantic Canada Opportunities Agency
-  **InvestX**  
NOVA SCOTIA
-  **BUILD**  
VENTURES
-  **IGNITE**
-  **propel**
-  **VOLTA**

 entrepreneurial mindset, resilience, mentorship & inclusive innovation  
[placeholder name]

**dal** inclusive innovation

 **mindframe**  
connect



|  | Customer Discovery  | Customer Validation   | Customer Creation (Sales)  | Company Building (Scale)   |   |   |       |
|--|---|---|--|--|---|---|-------|
|  | EXPLORE   | ENGAGE  | LAUNCH   | BUILD  | GROW  | ACCELERATE  | SCALE |
|  | <br><br><br><br> | <br><br><small>Discover \ Validate \ Launch</small><br><br><small>Discover \ Validate \ Launch</small> | <br>    |  |   |   |       |
| Incubators & Accelerators  |   |   |  | <br> | <br><br><small>The Labs The Bays Startup Yard</small> |   |       |
| Venture Capital & Funders  |   |   | <br> |   |   |  |       |



- Sandboxes are collaborative collision spaces bringing together multidisciplinary teams to develop ideas and innovative solutions
- Dalhousie has five sandboxes connected to eight Faculties
  - [ShiftKey Labs](#), hosted by the Faculty of Computer Science: Shiftkey aims to bring together students in *all* disciplines come together to solve challenges that are being faced across *all* sectors using technology entrepreneurship & innovation.
  - [IDEA Sandbox](#), hosted by the Faculty of Engineering: IDEA is a multidisciplinary initiative built around project-based learning and provides workshops, mentorship, and experiential learning opportunities for students to explore engineering, design, making, and manufacturing.
  - [Cultiv8](#), hosted by the Faculty of Agriculture: Cultiv8, provides students with opportunities, skills, and experiences to have impact in their future of work through programming, internships and mentorship.
  - [Surge](#), hosted by the Faculty of Science: SURGE trains STEM students in processes and competencies of design thinking and innovation in order to devise creative, science and technology-based solutions to urgent problems in the world today.
  - [Pulse](#), hosted by the Faculties of Medicine, Health & Dentistry: Pulse aims to promote innovation and entrepreneurship in health, technology, and the life sciences.



# The Past Three Years Focused on Research Commercialization and Graduate Students, Postdocs & Researchers

## Lab2Market

Discover \ Validate \ Launch

Lab2Market is developing a national innovation network to guide scientific research toward the development of solutions to benefit society. This national lab-to-market platform to help graduate students and researchers take their work to market, enabling the transformation of invention to impact.

### Building Skills, Commercializing Research, and Starting New Ventures

1. Provide Graduate Students, Postdocs and Professors with the skills, experiences, mindset and resilience to thrive in the innovation economy
2. Generate impact local, nationally and globally by taking new ideas, science and technology and turning them into new products, services, and growing businesses.
3. Catalyze more and better startups and industry partnerships from university research

### L2M / Discover

Based on QcSE, early-stage exploration of innovation and entrepreneurship and advancing research, innovations and ideas into impacts.

### L2M / Validate

Based on U.S. I-Corps, uses scientific inquiry and discovery processes to generate data and evidence that a solution is solving a real problem for someone (problem-solution fit).

### L2M / Launch

Based on MIT delta V acceleration, focused on initial business model development and venture creation, providing entrepreneurs with tools need to build a startup.



innovation-driven  
entrepreneurship

**COLLIDE**  
Discover \ Validate \ Launch

## The Next Three Years Will Include a Focus on Non- Research Entrepreneurship and Undergraduate Students

These programs will be a suite of programs, primarily for students and recent graduates to explore opportunities for new and better solutions, validate the opportunity, and launch new startups or social enterprises which are not based on research.

### COLLIDE / Discover

Early-stage exploration of innovation and entrepreneurship

### COLLIDE / Validate

Using customer discovery processes to generate data and evidence that a solution is solving a real problem for someone (problem-solution fit).

### COLLIDE / Launch

Based on Ready2Launch, focused on initial business model development and venture creation, providing entrepreneurs with tools need to build a startup.



incubation &  
product  
development

Emera  
**ideaHUB**

Enabling early-stage deeptech innovation that can solve the world's most important problems

## ideaDESIGN

*Inspiring future deep tech founders to explore the potential of an idea.*

3-day immersive product design sprint for aspiring deep tech founders (no Dal affiliation required).

## ideaBUILD

*Enabling early-stage deep tech start-ups to go from idea to prototype and prepare for scale.*

10-month, immersive program for deep tech ventures who have completed customer discovery and have POC (no Dal affiliation required).

- Rigorous program includes hands-on CTO and CPO tracks with faculty and industry facilitation, MIT DE methodology; Demo Day
- Ventures receive \$10,000 to cover costs for materials to build operational prototype
- New sessions added for relevance such as design for supply chain, deep tech funding strategies.
- Expand to include digital, advanced materials and med tech products. See [here](#).

## ideaBRIDGE

*Enabling deep tech ventures to bridge from prototype to commercial market.*

1 – 2-year Residency for deep tech ventures in need of space, specialized services and support (no Dal affiliation required).

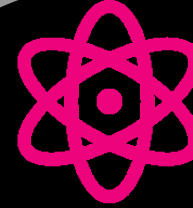
- Beyond the stage of founders developing a skillset, Residency is for ventures who are advancing their prototype, preparing for customer pilots or manufacturing trials
- Dedicated Venture Coaches support and challenge founders on their market readiness, identify gaps, advise and connect with the right resources.
- Dedicated workspace for 4 – 6 employees and large prototype materials; dedicated advisory support from industry and experienced deep tech entrepreneurs

# CDL Atlantic



# Impact

The first five years



## VENTURES

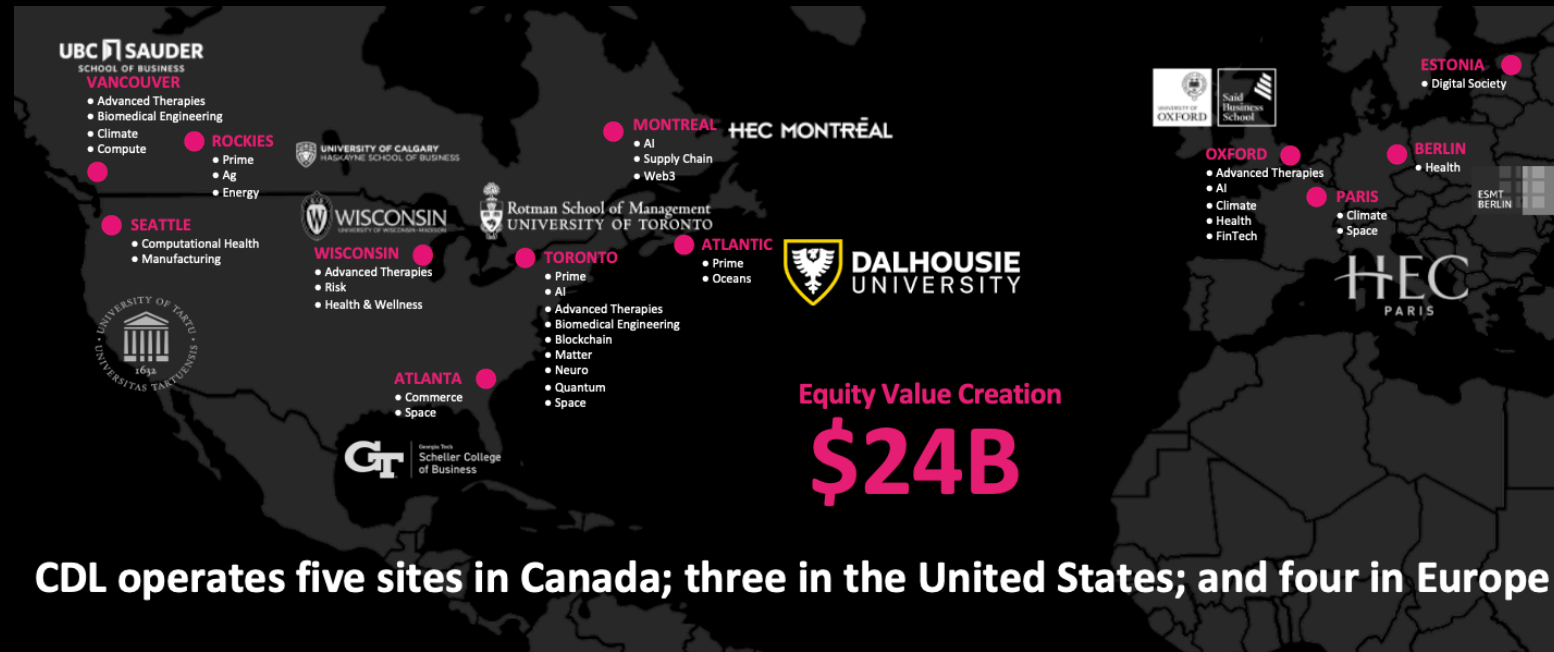
Total admitted: 158 (98 AC)  
 Graduates: 76 (46 AC)  
 Female Founders: 48 (22 AC)

# \$1.1B

## EQUITY VALUE CREATION

Total: \$1,108B  
 Prime: \$811M  
 Oceans: \$297M

- CDL Atlantic is part of the larger Creative Destruction Lab Network.
- There are two streams: (1) an Atlantic Canada focused Prime Stream; and (2) a Global Ocean stream.
- There are no changes proposed as part of the three-year strategy.





entrepreneurial mindset, resilience,  
mentorship & inclusive innovation

**dal** inclusive  
innovation

## Pathways

14-18 year old junior high and high school students

Dal Innovates has partnered on a two-week summer bootcamp with Ulnoweeg, and is working on other groups to introduce similar pathway for underrepresented students

## Programs

Extend EDI focus within existing and upcoming Dal Innovates programs

- **Targeted streams** - Specialized cohorts are by nature smaller.
- **Marketing** – inclusive language used in program marketing
- **Program Content** – Tailor program content for diverse audiences.

## Co-ops & Internships

Internships for underrepresented student groups with local startups

Working on introducing new part- and full-time internships who are interested in working in the innovation or entrepreneurship space, including subsidies, mentorship, etc.







entrepreneurial mindset, resilience,  
mentorship & inclusive innovation

Mindframe Connect focuses on the psychology of entrepreneurship and the essential “soft skills”, mindset, resilience and inclusion needed for innovation-driven entrepreneurship, including how mentoring and coaching can help innovators, entrepreneurs and their teams to achieve better results. MindFrame Connect is research-driven and vetted by real-world innovators and entrepreneurs. Mindframe is considering the expansion of its core areas to include:

- 1) Mentorship & Coaching.** Developing the coaching skills of mentors and mentees in a variety of contexts relevant for innovators, entrepreneurs, intrapreneurs, and more, including inclusive mentorship and mutual learning practices
- 2) Resilience and High Performance.** Harnessing the power of resilience and mental performance to support individuals, teams, and organizations in managing through stressors, uncertainties and risks to thrive and achieve positive outcomes.
- 3) Leadership, Teamwork & Culture.** Increasing the abilities of innovators and entrepreneurs to work in teams, become leaders and create a strong culture to improve results.
- 4) Equity, Diversity, Inclusion, & Accessibility (EDIA).** Unlocking the full potential of innovation and entrepreneurship by increasing EDIA.
- 5) Entrepreneurial & Growth Mindset.** Fostering the mindset that there is an opportunity to grow and improve and to identify and make the most of opportunities, overcome and learn from setbacks, and succeed in a variety of settings.
- 6) Core Skills & Competencies.** Increasing skills and competencies in key areas for innovators and entrepreneurs, including: Creativity &, Openness, Critical Thinking & Problem-Solving, Dependability & Accountability, Communication & Persuasion, Opportunity Identification & Taking/Managing Risk, Motivation & Drive



**3,500+**

participants in in MindFrame Connect's program streams over three years

**150+**

in-person and/or virtual workshops with a variety of organizations including Techstars Toronto, CDL Global and University of Toronto

## Our Results

**Of 1,000 participants surveyed**

- **94%** would recommend training to their network
- **97.5%** will implement skills learned in their professional life
- **89%** would participate in more MindFrame Connect training