



Sharing the MIT Entrepreneurial Eco-System Advantage

Annual Innovation Accelerator Competition Opens Doors to the Automotive Industry

First and second place winners of the 2008 Automotive Industry Innovation Accelerator Competition [Innovate! Technology, Inc.](#) and [Lambert Technologies, LLC](#), recognized the event as an opportunity to showcase their products to industry decision makers and potential customers. The CEO/Founders share lessons learned to accelerate commercialization.

[Read full article >>](#)

The 2nd annual Automotive Industry Innovation Accelerator Event will be held in Troy, Michigan on December 7, 2009. Competition winners receive a consulting award from AutoTech Technology Development, Inc. Application deadline – August 31, 2009.

[Read the flyer>>](#)

[Apply>>](#)

Understanding Automotive Industry New Product Development

The development of new products within the automotive industry is an intricate process complicated by budget constraints, customer inputs, and an increasingly competitive environment. The Center for Automotive Research's *How Automakers Plan Their Products* explains the complexity of new product development, including the adoption of new technologies, within the industry.

[Read full report >>](#)

Want to Learn from Experienced, Successful Entrepreneurs?

The Savvy Entrepreneurs Seminar Series provides early and mid-stage technology entrepreneurs with opportunities to learn from a panel of experts including successful entrepreneurs within a small group format. While most entrepreneurship related events appear to focus on investment, securing capital, and early stage issues, this program also helps entrepreneurs navigate some of the other day to day business challenges.

[Read more>>](#)

The MIT Enterprise Forum of the Great Lakes shares leading, world class best practices programs on innovation commercialization acceleration and improving returns on high growth technology investment while reducing risks. MIT Enterprise Forum also provides opportunities to meet great contacts to support innovation and business plan success.

You've received this issue of *Current* because you are on the [MIT Enterprise Forum mailing list](#). Feel free to pass this newsletter on to others or add friends and associates, who may benefit from MIT Enterprise Forum programs, to the mailing list.

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August 2009

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Meet the People Behind MIT EF Great Lakes Chapter

Online Entrepreneurial Support Resources

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The Savvy Entrepreneurs Seminar Series provides early and mid-stage technology entrepreneurs with opportunities to learn from a panel of experts including successful entrepreneurs within a small group format. While most entrepreneurship-related events focus on securing capital, incorporating and other early stage issues, this program will expand on those as well as explore best practices in the arenas of intellectual property, team building, initial sales and other day to day business challenges.

The series includes five sessions from September 2009 to April 2010 covering:

September 2009	Sales: Selling is awfully hard, but everyone has to do it. The anatomy of the first sale, how to position your service/product amongst competitors, how to structure the deal, and the hidden risk of the “trial program”.
October 2009	Intellectual Property: How to protect your precious IP without bankrupting your fledgling enterprise and how to navigate the dreaded NDA with prospective customers and partners.
November 2009	Building a Great Team : A winning organization is more than the sum of its parts, and a losing one far less. How to recruit, retain, incentivize and inspire employees, advisors, board members, and key leaders.
February 2010	Angel Investors: What are they looking for, how are they different from venture capitalists, and why use them?
April 2010	Cash Flow: What is it, how can it be maximized, and what are best practices for compensating the executive team to sustain it?

The Savvy Entrepreneur Seminar Series is presented by The Great Lakes Chapter of the MIT Enterprise Forum and Great Lakes Entrepreneur Quest (GLEQ) in cooperation with leading region innovation accelerators and research institutions. Watch for updates on The Savvy Entrepreneur Series running from September 2009 to June 2010 at [MIT Enterprise Forum of the Great Lakes](#) or [Great Lakes Entrepreneur's Quest](#).

Online Entrepreneurial Support Resources

MIT Enterprise Forum

Global entrepreneurial eco-system and entrepreneurial support with 24 chapters.

<http://enterpriseforum.mit.edu>

MIT Enterprise Forum for the Great Lakes Chapter

Entrepreneurial eco-system and entrepreneurial collaboration resources. www.mitgreatlakes.org

Great Lakes Entrepreneur's Quest

Annual business plan competition, awards, networking, and education.

www.gleq.org

Center for Automotive Research

Nonprofit research organization focusing on the global automotive industry.

www.cargroup.org/

Ann Arbor Spark

Washtenaw entrepreneurial incubator, education, and networking resource. www.annarborusa.org

Prima Civitas

Lansing and mid-Michigan entrepreneurial incubator, education, and networking resource.

www.primacivitas.org

New Enterprise Forum

Third Thursday of the month Ann Arbor entrepreneurial education and networking.

www.newenterpriseforum.org

Automation Alley

Troy and 8 county SE Michigan entrepreneurial incubator, education, and networking resource.

www.automationalley.org

Mid-Michigan Innovation Center

Bay City, Saginaw, Midland area entrepreneurial incubator, education, and networking resource.

www.mmic.org

TechTown

Detroit and SE Michigan entrepreneurial incubator, education, and networking resource.

www.techtown.org

NextEnergy

Detroit and Michigan energy related entrepreneurial incubator, education, and networking resource.

www.nextenergy.org

Northern Lakes Economic Alliance

Boone City and regional entrepreneurial incubator, education, and networking resource.

www.northernlakes.net

Michigan Economic Development Corporation

Government support for Michigan economic development.

www.michigan.gov

Michigan Small Business Technology and Development Corporation

www.misbtdc.org

Accelerating Michigan Entrepreneurs

Virtual incubator and additional online resource list.

<https://www.accelmich.org/SiteContent/Resources.aspx?PageView=Shared>

Keweenaw Economic Development Alliance

Houghton and Upper Peninsula entrepreneurial incubator, education, and networking.

www.kedabiz.com

University of Toledo Business Incubation

NW Ohio entrepreneurial incubator, education, and networking resource.

<http://www.utoledo.edu/research/development/incubator/index.html>

Odette Project of Technology Innovation

Windsor, Ontario area virtual incubator and entrepreneurial support.

www.opticvi.org

Southwest Michigan First

Kalamazoo area regional entrepreneurial incubator, education, and networking resource.

www.southwestmichiganfirst.com

West Michigan Science & Technology Initiative

Grand Rapids area entrepreneurial incubator, education, and networking resource.

www.wmsti.org

Great Lakes IT Report

Latest regional technology and entrepreneurship news.

<http://www.wwj.com/GLITR-page/714615>

Does your organization provide entrepreneurial support in the Great Lakes Region (Michigan, Northwestern Ohio to Northern Ohio, and Southwestern Ontario)? Send contact information to info@mitgreatlakes.org to add your organization to this resource list.

Are you a scientist, entrepreneur, or innovator with a new unique idea or innovation that has a real market potential of over \$500,000,000 in annual sales within 3 to 7 years? MIT EF Great Lakes Chapter is working to organize resources to support your high potential (HiPot) technology or business idea. Contact MIT EF Great Lakes at info@mitgreatlakes.org to help get introduced to the developing HiPot entrepreneur programs and resources.

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