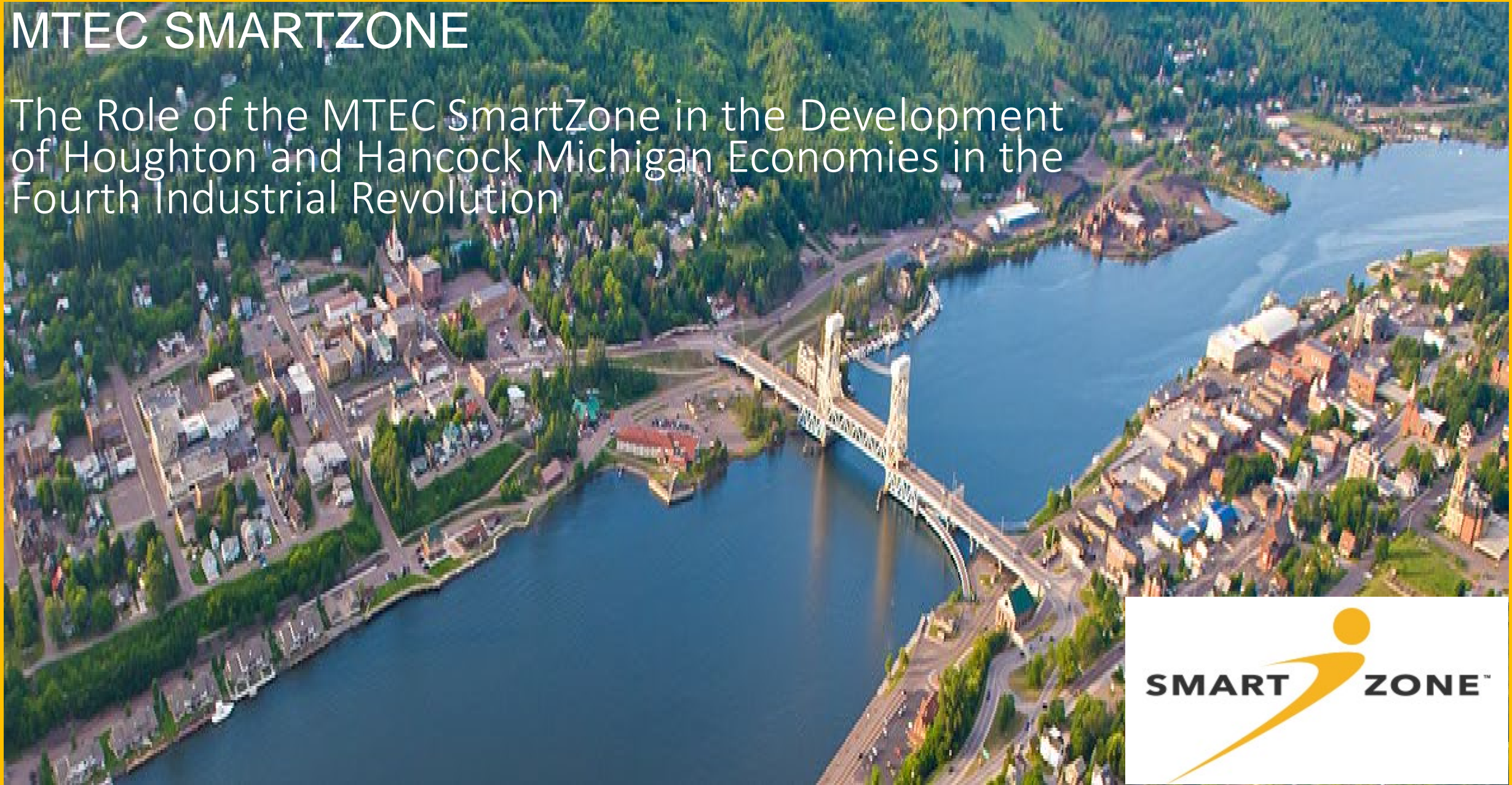
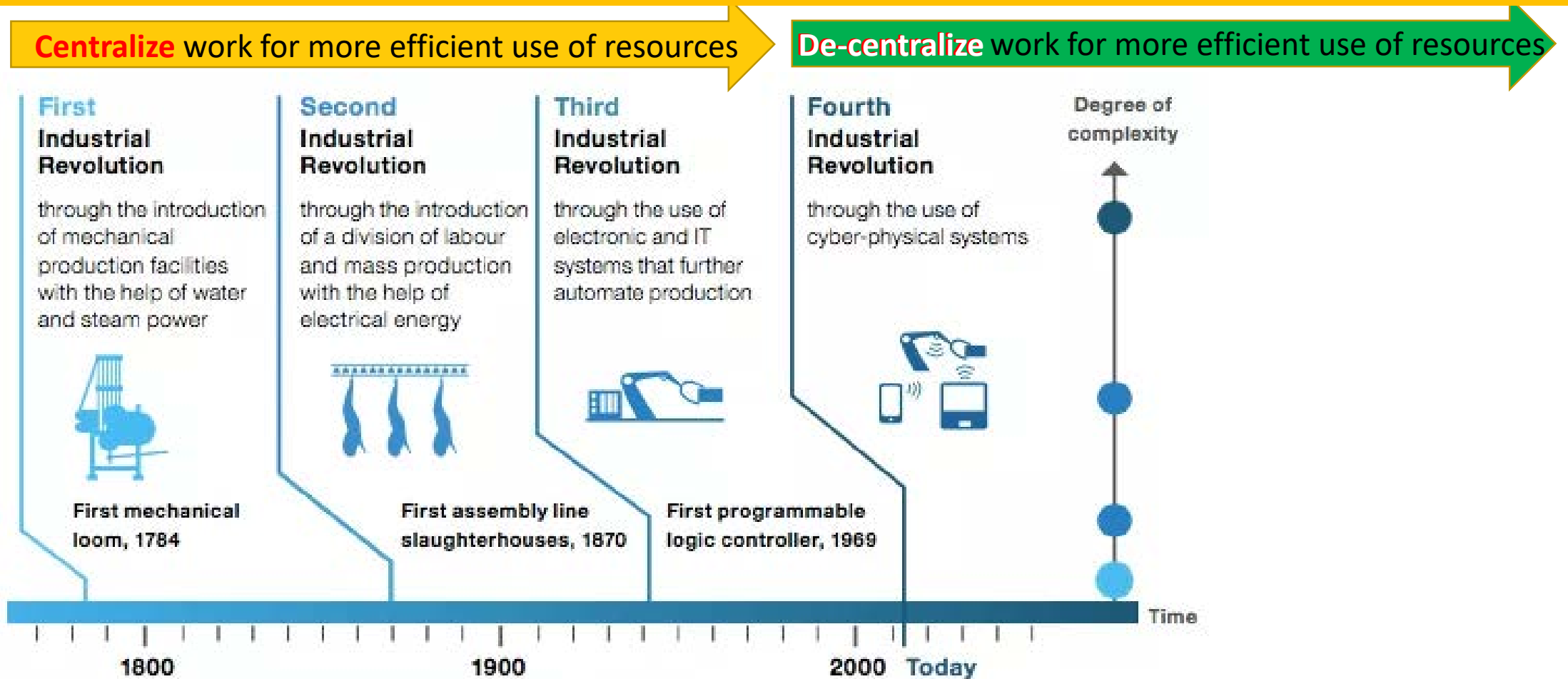


# MTEC SMARTZONE

The Role of the MTEC SmartZone in the Development of Houghton and Hancock Michigan Economies in the Fourth Industrial Revolution



# THE INDUSTRIAL REVOLUTIONS



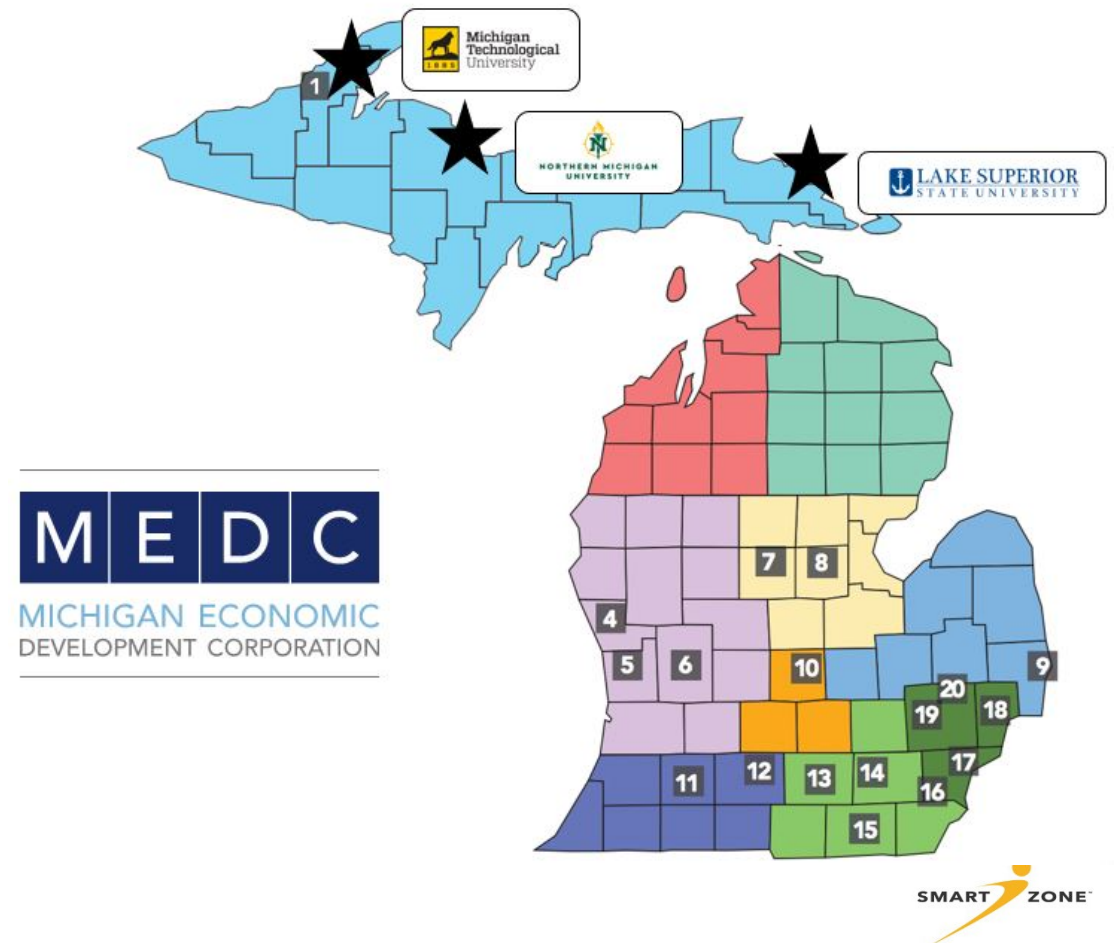
Cyber-physical assistance systems are driving the fourth industrial revolution

Source: Siemens, Pictures of the Future, Spring 2013

# THE Michigan Tech Enterprise Corporation

The **Michigan Tech Enterprise Corporation** (MTEC) is a 501(c)(3) nonprofit corporation. We are one of 21 “SmartZones” in Michigan working with and supported by the Michigan Economic Development Corporation.

Our **Mission** is to collaboratively work with the cities of Houghton and Hancock, Michigan Technological University, and Finlandia University to create and accelerate **high-tech** business growth in order to build a prosperous local economy.



# HOW DOES THE MTEC SMARTZONE HELP?

- Facilities
- Early stage support
- Later stage support
- Educational and training programming (QuickStart, SmartStart, FullStart)
- Talent Bridge program
- Media resources
- Professional network (legal, accounting, etc.)
- Manufacturing support
- Operations and sales support
- Internships and co-ops



Lakeshore Center



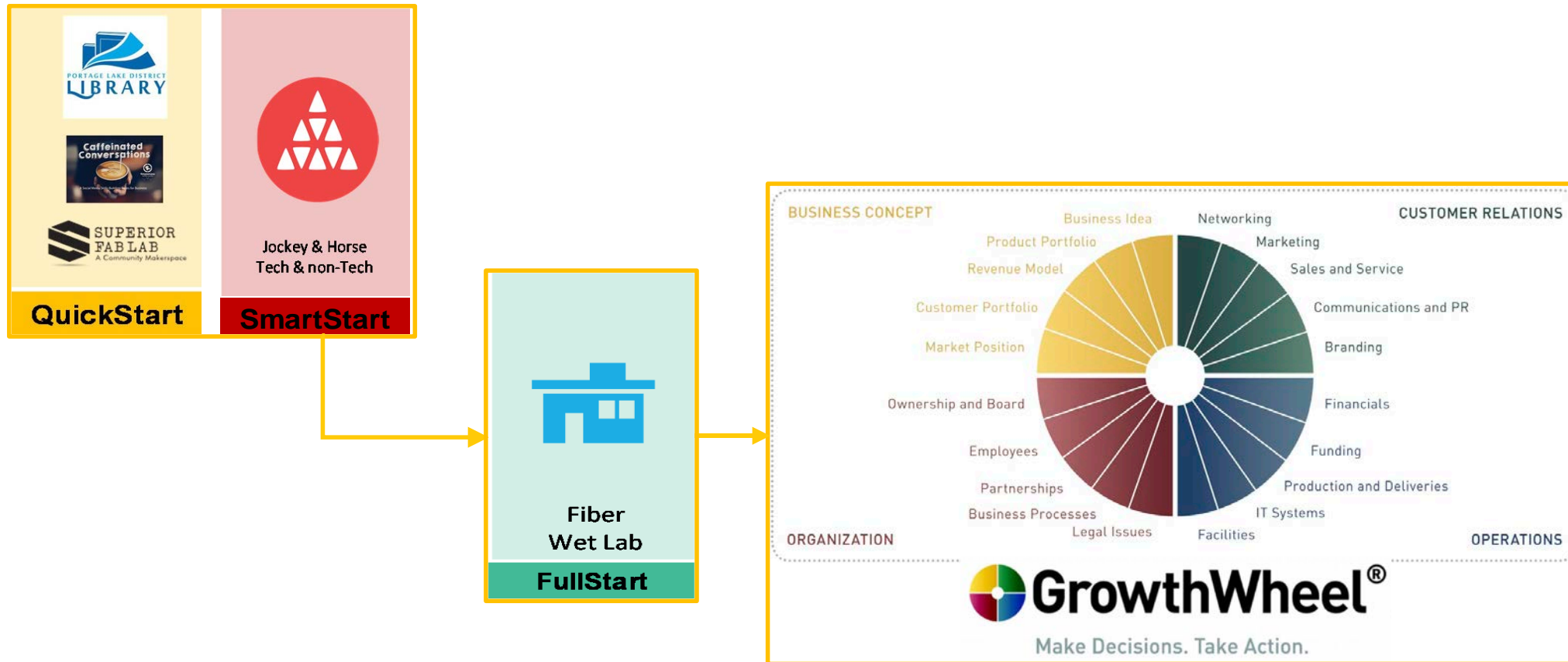
Powerhouse



Jutila Center

# For Example

## Educational and training programming (QuickStart, SmartStart, FullStart)





# Early Stage Support



HonesTime



**MTEC provides the following support to early stage companies:**

- Mentoring
- Facilities
- Lab Space
- Training
- Hiring Support
- Supply Chain Development Support
- Outreach and Sales Support
- Loan Support
- Joint Development Support
- Participation on Advisory Boards
- Grant Support
- Network of Subject Matter Experts

# Later Stage Support

**MTEC provides the following support to later stage companies:**

- Assistance with public and private investment
- Financial projections
- Business planning
- Strategy and product development
- Strategic partnerships
- Executive team build out
- Advisory board and Board of Directors
- Marketing
- Joint ventures
- Sales and customer acquisition
- Competitive analysis and market potential
- Grants



# For Example



**CRAIN'S** DETROIT BUSINESS

[NEWS](#) [AWARDS](#) [SPECIAL FEATURES](#) [DATA/LISTS](#) [VOICES](#) [EVENTS](#) [CRAIN'S CONTENT STUDIO](#)

August 28, 2019 08:08 AM

## Orbion Space Technology raises \$9.2 million amid rising demand for plasma thrusters for small satellites

ANNALISE FRANK



[TWEET](#)

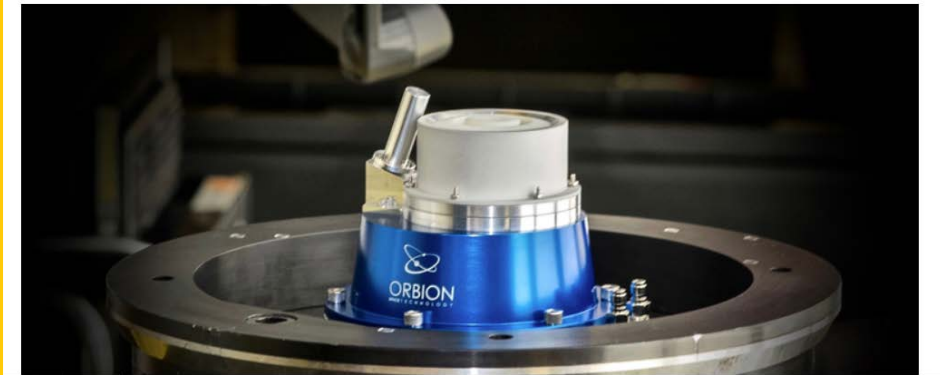
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- Houghton-based startup announces Series A round led by Boston VC firm
- Orbion makes plasma thruster for small satellites using mass-production techniques
- Investor expects small satellite market to reach \$62 billion by 2030





# MTEC Talent Bridge Program

The MTEC Talent Bridge program is designed for companies who desire a stronger connection to talent. The typical size of the participating company will be between 10 – 40 local employees. Participants receive joint support from MTEC & Michigan Tech students and faculty resulting in local investment, hiring and sponsorship, grants, project support, strategic partnerships and joint ventures. We currently have two such companies in our Lakeshore facility and interest has been shown by several others.

The logo for Dematic, featuring the word "DEMATIC" in a bold, black, sans-serif font. To the left of the text is a thick, solid yellow vertical bar. The entire logo is enclosed within a thin yellow rectangular border.

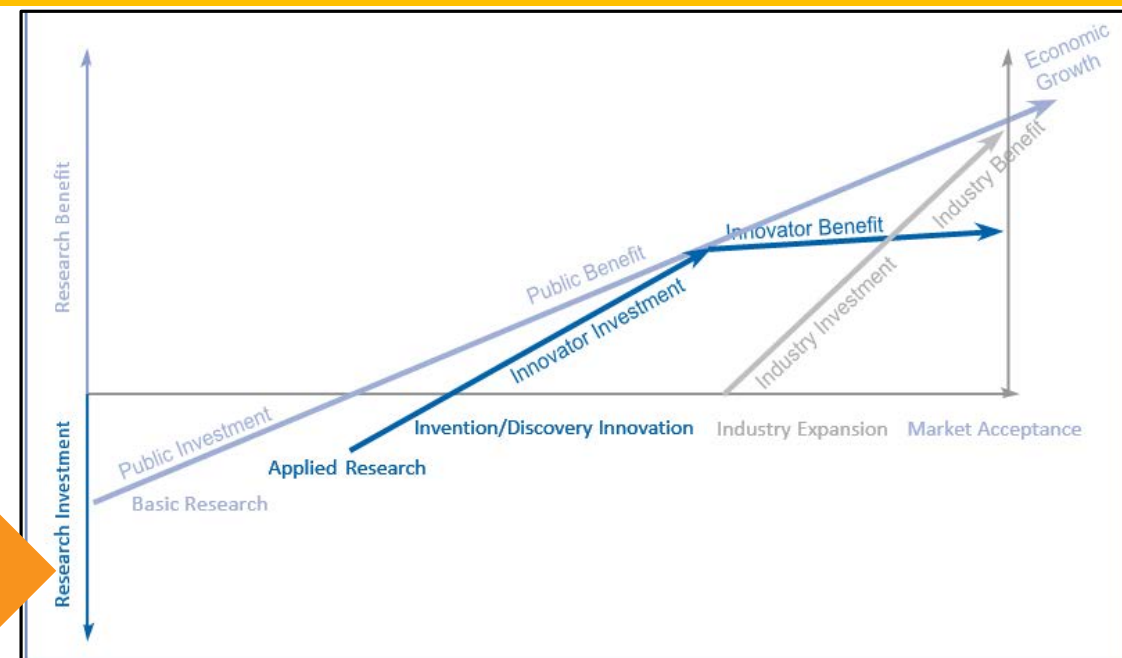
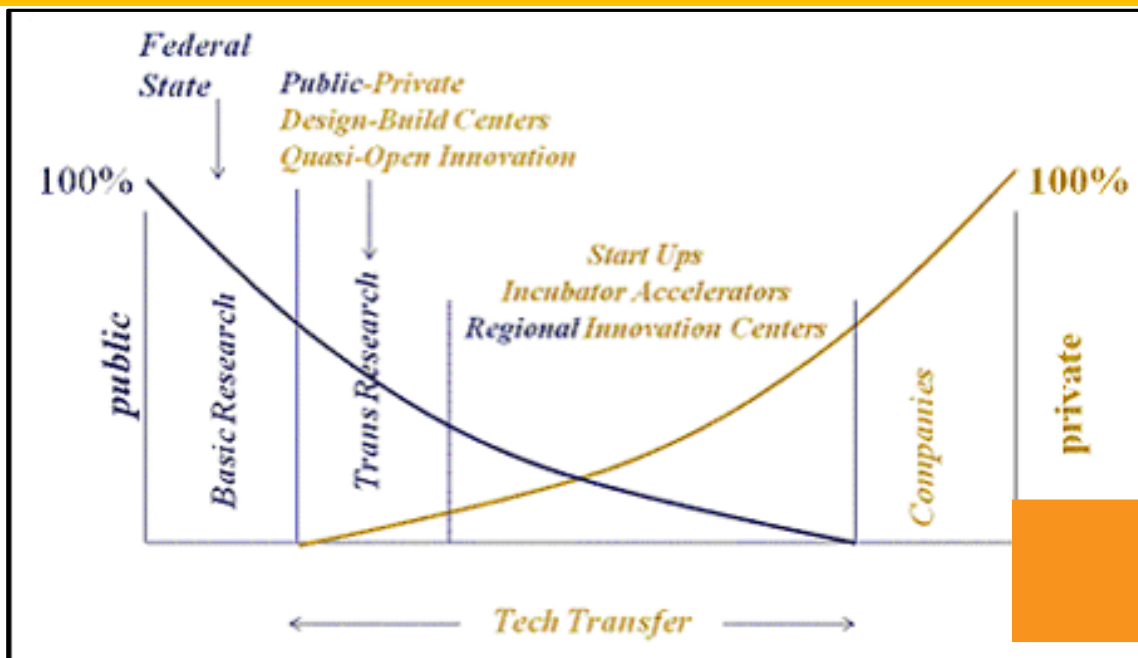
DEMATIC

The logo for Systems Control, featuring the word "SYSTEMS" in a blue, sans-serif font at the top and the word "CONTROL" in the same font at the bottom. In the center is a blue square containing a white stylized atomic symbol with three elliptical orbits and a central nucleus. The entire logo is enclosed within a thin yellow rectangular border.

SYSTEMS

CONTROL

# TRANSITION FROM COMMERCIALIZATION TO ECONOMIC DEVELOPMENT



**From:** Pushing technology on unsuspecting industry participants

**To:** Creating the conditions for economic prosperity

- “proactive **institutional engagement** with **partners and stakeholders**,
- **Sustainable growth** of the competitive capacities that contribute to the advancement of society
- Realization of individual, firm, community, and regional-to-global **economic and social potential**”.<sup>1</sup>

<sup>1</sup> As used by The Association of Public & Land-Grant Universities Commission on Innovation, Competitiveness, and Economic Prosperity (CICEP) and The University Economic Development Association (UEDA)

# Our Vision

## TRANSFORM

- ATTRACT + FOSTER RELATIONSHIPS WITH EARLY-STAGE/START-UP COMPANIES
- CREATE OPPORTUNITY FOR NEW TECHNOLOGY BUSINESSES

## STRENGTHEN

- EXPAND PROGRAMMING
- CLEAR THE PATH FOR TECH COMPANIES
- DRIVE SUSTAINABLE BUSINESS GROWTH
- INCREASE MTEC CAPABILITIES
- STRENGTHEN LOCAL RESEARCH

## COLLABORATE

- WORK WITH CLIENT COMPANIES AND POTENTIAL PARTNERS
- SUPPORT AND ADVISE BUSINESS DEVELOPMENT CHANGES

## INSPIRE

- PROGRAMMING AND OUTREACH
- MENTORSHIP ENGAGEMENTS

