

tech·nol·o·gy:

The practical application of science and innovation to commerce or industry.

The *Technology Initiative* from the Oregon Small Business Development Center Network

Team-based consulting for high growth potential businesses



Are you a prospective T-Client?

The OSBDCN **T-Team** is available throughout Oregon to assist the most promising start-up and early-stage ventures or existing companies looking to accelerate growth. Qualifying companies should have:

- A profitable and scalable business model
- High potential for significant job creation
- High potential for significant sales growth by reaching regional, national and global markets
- Intellectual property which can be patented or utilized for competitive advantage
- Entrepreneurial drive to build a significant and rapidly growing company
- Readiness to offer equity for outside capital in order to accelerate growth

Innovation powers the economy; technology provides the tools.

Whether your business involves wood chips, potato chips, or microchips, if you are using technology to innovate in your industry, we want to help you succeed.

Oregon has a rich history of entrepreneurship. Today, from farm to factory, from laboratory to loading dock, entrepreneurs all over Oregon are using technology to develop innovative solutions. These successful new business ventures—employing locally and selling globally—promise to sustain and nurture our economy and treasured lifestyle.

The **Technology Initiative** of the Oregon Small Business Development Center Network (OSBDCN) exists to mentor entrepreneurs and coach management teams by providing customized, team-based consulting services free to high-opportunity ventures across the state.

The **T-Initiative** builds on the strengths of the Oregon Small Business Development Center Network's one-to-one counseling services. It is a joint venture with the Oregon Economic & Community Development Department (OECD) and the U.S. Small Business Administration (SBA).

Take off with T-Team consulting services.

The OSBDCN **T-Team** provides specialized, team-based consulting that brings the right resources from around the state at the right time to assist high-opportunity companies in the following areas:

Strategy

- Technological and Market Feasibility
- Strategic Planning

Intellectual Property

- IP Asset Management
- Licensing

Management

- Team Assessment

Commercialization

- Innovation and New Product Development
- Operations and Value Chain Strategy
- Distribution Channel Creation
- Marketing, Sales and Business Development

International Business

- Asian Sourcing
- International Market Development

Technology Tools

- Best Practices

Financing Alternatives

- Small Business Administration (SBA) loans
- Small Business Innovation Research (SBIR) grants
- Small Business Technology Transfer (STTR) grants
- Angel Investment
- Venture Capital

Networking and Resource Identification

- Statewide and National Resources of OSBDCN and Partnerships

Our T-Consultants have a world of experience.



Rob Gardier PORTLAND

M.B.A., Harvard University; J.D., Ohio State University; B.A., College of William & Mary. Founder/president of technology based small business; venture-backed start-ups; marketing executive for corporate-sponsored start-up ventures; software company turnaround CEO

Specializes in:

- Intellectual Property
- Operations and Value Chain Strategy and Management
- International Markets Channel Development: EMEA, East Asia
- Telecommunications, Internet/E-commerce, Software



Gene Haugen EUGENE

Ed.D., Seattle University; M.S., Seattle Pacific University; B.A., Bemidji State University. Led enterprise-wide technology management and organizational change teams for USWest (now Qwest) and Boeing

Specializes in:

- Information Technology
- Organizational Development
- Business and Technology Management
- Aerospace, Telecommunications, Software, Healthcare



Erick Petersen BEND

Kellogg School of Management at Northwestern University; B.S., Oregon State University. Led business/market development and channel creation initiatives for Tektronix, Danaher Corporation, and Planar Systems

Specializes in:

- Marketing, Sales and Business Development
- Technology Business Management
- Venture Capital and Angel Funding



Pam Stevenson BEND

M.B.A., Duke University Fuqua School of Business; M.S., Mechanical Engineering, Stanford University; B.S., Chemistry, Duke University. Managed R&D and product development teams at GM, VA Hospital, Nike and Adidas-Salomon

Specializes in:

- Innovation and New Product Development
- Strategic Planning
- Commercialization and International Sourcing
- SBIR/STTR Grants

To contact a member of the T-Team, e-mail TTeam@BizCenter.org

Find our Center in your neighborhood.

Blue Mountain CC
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541-276-6233

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Tillamook, OR 97141
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214 SW Fourth St.
Grants Pass, OR 97526
541-956-7494

Treasure Valley CC
650 College Blvd.
Ontario, OR 97914
541-881-8822 x356

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Salem, OR 97301
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La Grande, OR 97850
541-962-1532

Oregon Coast CC
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Newport: 541-574-7122

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State Network Office
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