



**PROGRAM DESCRIPTION**

The BNSL's Entrepreneurial Partnership Program (EPP) is designed to assist aspiring inventors and entrepreneurs develop their technological concepts into successful start-ups and thriving small businesses. The EPP cultivates clients through the entire process from *idea validation, technology development and commercialization, business formation, financing, and eventual successful exit strategy*. As a partner, the client leverages the host of BNSL's services as well as the vast network of BNSL partners and service providers. In addition to the fees noted below, the BNSL looks for an equity return from the established companies for reinvestment in future EPP projects.

**MEMBERSHIP TIERS & SERVICES**

(Please select the most appropriate Tier based on your immediate and future needs.)

- Tier 1 - Virtual Incubation<sup>†</sup> **COST\*: \$3000/year****
  - No physical incubation at the BNSL
  - Technical, Business, and Intellectual Property Consulting (up to 40 hours)
  - Technology development & commercialization strategies
  - Strategic Partnering (Legal, Technical, Business, other)
  - Business plan development assistance
  - Access to financing
  - Assistance with SBIR/STTR grant consultation and evaluation
  - Invitations to BNSL associated or sponsored events.
  
- Tier 2 - Office Incubation<sup>†</sup> **COST\*: \$5000/year****
  - Physical office within the BNSL Business Incubator (cubicle)
  - Phone, internet, and basic administrative services (e.g., fax, copy)
  - Limited industrial space (negotiated on a case-by-case basis)
  - Plus, all the services described under Virtual Incubation
  
- Tier 3 - Industrial Incubation<sup>†</sup> **COST\*: \$7000/year****
  - Physical office within the BNSL Business Incubator (office)
  - Phone, internet, and basic administrative services (e.g., fax, copy)
  - Limited industrial space (negotiated on a case-by-case basis)
  - Plus, all the services described under Tier 1.

*\*Actual, Specific or Additional services negotiated on a case-by-case basis and specified in writing in the final Agreement.*

<sup>†</sup> *Additional or separate costs for services may apply.*

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It is a pleasure to inform you that I (we) and/or our company are potentially interested in joining, or renewing our membership, in the Entrepreneurial Partnership Program (EPP). We feel that the EPP can be an important and valuable resource for our project/company. We are happy to entertain further negotiations and partnering opportunities with the BNSL and the EPP program.

**COMPANY/PROJECT:** \_\_\_\_\_  
**NAME(s):** \_\_\_\_\_  
**DATE:** \_\_\_\_\_