

EPIC Prize Phase II



THE UNIVERSITY OF ARIZONA
**CENTER FOR
INNOVATION**

Created in 2003, UACI serves scalable science and technology based startups by providing teams the expertise, connections to the University of Arizona, incubation programs, facilities and resources needed to turn ideas and inventions into strong, scalable and sustainable businesses.

Pathways

To

Success

Outcome-based programming for solar companies to reach specific milestones in their startup journey while incorporating JEDI Principles.

4 Core Topics - 27 Principles

Funding	Product-Market Fit	Operation Excellence	Business Basics
Financials	Problem Identification*	Milestone Development	Entity Formation
Accounting System	Customer Discovery*	Regulatory Requirements	Market Assessment*
Exit Strategy	Product Validation	Team Development*	Marketing Collateral*
Dilutive Funding	Customer Segments*	Board Development*	Marketing Strategy*
Non-dilutive Funding	Customer Relationships*	IP Protection Strategy	Executive Summary
Pitch	Formulation of Value Proposition*	Operations*	Competitive Analysis*
Business Model*	New Sales	Business Model*	Business Plan
Includes JEDI principles			Community Involvement

Online Courses with Live Instruction

Search Topics

Session 1: Kick-off (Feb. 7)

PATHWAYS TO FUNDING: SESSION 1

Welcome to Pathways to Funding!

For our first session, we will review expectations, meet your fellow cohort members, mentors, and be provided with more information that will be covered throughout this experience.

Download

85.71 % 6 of 7 topics complete

Accessing D2L Community Page

This link will provide more information on how to access the D2L community page. Please review if you have questions about logging into this portal.

3 Year Pre to Post Assessment Period

Pre Assessment	+	Instruction	+	Post Assessment
Capital		Program/Resource Engagement		Capital Attracted
Revenue		Completion of Tasks		Jobs Created
Employees		Feedback on Program		Revenue
Current demographics				Demographics of staff, customers and communities served