

Innovate(R)

TEDCO-Redefining innovation one company at a time.

FEBRUARY 2011



Inside this issue

[Feature Story](#)

[Cool Technologies](#)

[Upcoming Events](#)

[Quick Notes](#)

[Media Clips](#)

[Contact Us](#)



follow us

Quick notes

-The January 27, 2011 Southern Maryland Rural Agri-Business Innovation Forum was postponed due to inclement weather. Details on the new date are forthcoming.

-Have you seen the CyberMaryland blog from MD Department of Business and Economic Development? If not, [click here](#).

-Save The Date: Postdoc Conference, June 15, 2011 in Rockville, MD. For more visit www.postdocConference.org.

- Have you been following us on Twitter @MDTEDCO? If not, you're missing all the fun and Breaking News items.

- Do you need funding? Join us in Columbia each month for the FREE TEDCO Funding Briefing to learn how to access available dollars. [See the schedule](#).

Feature story

THE SUICIDE ENTREPRENEUR™

By [Robbie Melton, Director, Entrepreneurial Innovation, TEDCO](#)

Suicide entrepreneurs™ have good intentions of creating great companies, but when realities of launching a successful startup hit, these well-intentioned entrepreneurs are often responsible for their own demise. Their good intentions of creating a viable company jeopardize their company.

Sometimes it is difficult to spot a suicide entrepreneur. For the trained observer (read: savvy investor), however, the traits are obvious.

Suicide entrepreneurs:

- **are so in love with their technology** that they cannot get out of the lab to develop the business;
- **will not share any technical information** about their product for fear of it being stolen;
- **do not listen to advice** from experts who are trying to help them;
- **lack customer validation** to show that anyone wants the product;
- **create companies** that are way too insular; everyone involved is a family member which is a red light for investors; and
- **have companies that are not focused** on one product, but many which dilute their ability to bring any one product to market.

[Click here to read on.](#)

[\[Return to top\]](#)

★ Cool technologies

4 COOL TECHNOLOGIES featured on "The UpStart Show" from TEDCO

TEDCO president and executive director, Robert Rosenbaum, along with four of TEDCO's portfolio companies were featured on The UpStart Show, a new TV/Webcast pilot program that airs on RCTV28, Comcast Cable Network in Reston, Virginia. The webcast is available via Videokast at www.videokast.tv, and in partnership with kloudtrack kloudmedia.

Kudos to our companies for doing a stellar job: Encore Path, Seguro Surgical, Inc., Integrated BioTherapeutics, Inc., and Oculis Labs, Inc.

UpStart Show, Pt. I (January 6, 2011)

Kris Appel, Founder and President - Encore Path

Steve Kubisen, Ph.D., CEO - Seguro Surgical

[Click here to view the video with all the guests](#)

Media clips

[MedStar and Cleveland Clinic Unite: Partnership Sets the Stage for Innovation](#)
The Business Monthly (2/7/11)

[TEDCO Plots \\$50M Venture Fund](#)
Baltimore Business Journal
(2/4/11)

[CSA Medical Raises \\$10M in Financing](#)
Baltimore Business Journal
(1/26/11)

Contact us

phone: 410-740-9442

toll-free : 800-305-5556

fax: 410-740-9422

www.marylandtedco.org

info@marylandtedco.org

5565 Sterrett Place Suite 214

Columbia, Maryland 21044

UpStart Show, Pt. II (January 6, 2011)

Javad Aman, Ph.D., President - Integrated BioTherapeutics

Bill Anderson, Ph.D., CEO - Oculis Labs

[Click here to view the video with all the guests](#)

[Read "The UpStart Show " Press Release](#)

[\[Return to top\]](#)

Upcoming events



02.08.2011

Free, Open Entrepreneur Office Hours

Host: MTECH

Location: College Park

[more info](#)



02.11.2011

TEDCO Funding Briefing

Host: TEDCO

Location: Columbia

[more info](#)



02.11.2011

Women.Tech features Founders Day

Host: Women.Tech

Location: Baltimore

[more info](#)



02.16.2011

Avoid Surprises In Licensing

Host: MIT Enterprise Forum, Baltimore & Washington

Location: Rockville

[more info](#)



02.16.2011

InvestMaryland

Host: Various, including TEDCO

Location: Annapolis

[more info](#)



02.17.2011

Bio-Breakfast Series: Prevention and Treatment for Diseases that Travelers May Encounter

Host: TCM/MdBio

Location: Rockville

[more info](#)



02.18.2011

Entrepreneurs Unplugged (EU)

Host: GBTC

Location: Baltimore

[more info](#)