



## VUMC Startup AutoO2 Moves Forward

CTTC has continued its work with VUMC pulmonologist Lisa Lancaster to develop her technology that aims to use algorithmic analysis of biometric data to automatically regulate the flow of air to patients on oxygen treatment. After successfully completing the National Heart, Lung, and Blood Institute's "Air You Wear Challenge," the team was accepted into the National Institute of Biomedical Imaging and Engineering's Concept to Clinic (C3i) program. The C3i Program is an in-depth, entrepreneurial training experience designed to help biomedical innovators validate a market need and viable business opportunity, as well as develop a compelling pitch for prospective investors and partners.

## CTTC New Ventures Welcomes Cameron Crain to the Team

Cam joined the CTTC in September 2022. In his role as Venture Acceleration Manager, he works with the New Ventures team to provide service to faculty and to the administration to help conceive, plan, start, and operate companies that commercialize IP owned by Vanderbilt.

In addition to working with faculty members and researchers to conceive and launch startups, Cam will assist with the launch of the Vanderbilt Venture Partners Program, a new campaign designed to strategically expand and develop its network of venture partners in a way that develops deeper and mutually beneficial engagement. Cam will help cultivate stronger and more robust relationships with investors in Nashville, the Southeast, and across the US who are aligned with Vanderbilt's focus on developing early-stage, high-tech startup companies.

Prior to joining CTTC, Cam was the Co-Founder, President, and COO of X Co, an independent early-stage technology accelerator in Reno and Las Vegas with a portfolio of nine startup companies. He worked directly with a variety of pre-seed and seed stage founders in SaaS, Fintech, Hospitality Tech, and Gaming Tech, and he helped their teams validate product market fit, go-to-market strategy, marketing and sales, team organization, and venture financing preparation. During this time, he also developed relationships with accredited investors, community leaders and strategic partners and produced three demo days.

Before working in venture, Cam served as an educator and the Director of Marketing and Development for Sage Ridge School, a premier college preparatory institution. He also co-founded and managed Nevada Shakespeare, a professional theatre company.

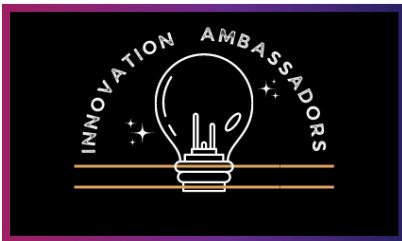
Cam received his Master's in Theatre Production and Design from Southern Oregon University and his B.A. in English from Washington State University. He completed his certification in Venture Capital from VC University, joint educational initiative operated by NVCA, Venture Forward, and the UC Berkeley, School of Law.

You can reach him at [cameron.d.crain@vanderbilt.edu](mailto:cameron.d.crain@vanderbilt.edu).



The mission of the CTTC new ventures team is to facilitate the formation of new ventures powered by Vanderbilt technology. Our objective is to be the principal partner for our faculty, staff, inventors and entrepreneurs who are exploring new venture opportunities. Our engagement model helps university inventors and entrepreneurs to better understand the new venture creation process - from ideation to formation.





## CTTC and Partners Launch Vanderbilt Innovation Ambassadors Program

CTTC members began training the first cohort of the Innovation Ambassadors Program this past fall semester. The Innovation Ambassadors Program is an institutional initiative to provide Vanderbilt researchers with improved, peer-delivered access to information and assistance related to innovation and entrepreneurship on campus. The Program achieves this goal by recruiting an ambassador from each department to act as a liaison between researchers and innovation programs across campus. Ambassadors

receive instruction on a variety of commercialization, intellectual property, and entrepreneurship topics, as well as application of Vanderbilt policies and procedures, all designed to enable them to help others in their departments obtain quick guidance and access to all of their innovation and entrepreneurship needs.

The Innovation Ambassadors Program is an initiative of the Enabling Innovation Initiative (Ei2), a joint effort between the School of Medicine (SOM), Vanderbilt University Medical Center (VUMC), and Center for Technology Transfer and Commercialization (CTTC). However, the Program is intended to serve the entire Vanderbilt research community and is not limited to life science researchers. The Program's success relies exclusively on the volunteer Ambassadors and support from their departments.

Supported by the CTTC and The Wond'ry, the Program will be driven by departmental ambassadors to provide peer-level points of contact within Vanderbilt communities that will be easily accessible by individuals interested in pursuing a venture. Ambassadors will be able to provide general information and resources regarding Intellectual Property (IP), translation and commercialization of academic discoveries, entrepreneurship programs, and Conflict of Interest (COI) and IP policies. Similarly, they will connect their colleagues to the appropriate institutional units (e.g., CTTC, The Wond'ry, local initiatives, etc.) for deeper levels of assistance and service.

Information about the program, including sign-up information, can be found [here](#).



CTTC recently expanded its Entrepreneur-in-Residence (EIR) program by including several new members. The EIR program brings experienced entrepreneurs and businesspeople to Vanderbilt to advise and assist with the evaluation and potential launch of companies based on the commercialization of research developed by Vanderbilt faculty and researchers.

The background of the EIRs includes those with significant senior level experience in the life sciences industry, technology entrepreneurs from Silicon Valley, and former military veterans with significant knowledge of the military market.

This expanded EIR group met recently to hear about and discuss initiatives being developed by Vanderbilt including the expanded and refined new venture process at CTTC. This is the process by which startup company ideas are evaluated and includes significant input from the technology developers. The results were positive and rigorous discussions and advice about the new process and excitement about the new initiatives.

Like the CTTC Entrepreneurship Advisory Council members, EIRs bring diverse industry perspectives to the evaluation of potential startup ideas. These perspectives facilitate more objective (and better) decision-making. EIRs also work with CTTC as needed to build business models that include business plans, financial models, strategic marketing plans, and the like.

More information about EIRs can be found [here](#).

### THE CTTC NEW VENTURES TEAM

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