

# LRTC

Lawrence Regional Technology Center

1617 St. Andrews Drive, Suite 210  
Lawrence, Kansas 66047  
Phone: 785-832-2110  
Fax: 832-8234  
[www.LRTC.biz](http://www.LRTC.biz)

## **Mission Statement**

"The Lawrence Regional Technology Center is committed to helping build successful companies that excel in commercializing innovative technologies that are developed at the University of Kansas and by local entrepreneurs."

## **Who We Are**

The Lawrence Regional Technology Center (LRTC) is a not-for-profit small business incubator that offers valuable resources and services to support the formation and growth of high-technology start-up companies in Lawrence and surrounding communities. Our mission is to provide business development assistance to early-stage businesses that have spun off from the University of Kansas, as well as to local entrepreneurs who would like to create their own high-technology firms. LRTC works with all types of technology-based companies, with a particular focus on **life sciences, information technology, communications and software.**

## **Core Values**

### ***Integrity***

LRTC will manage client and stakeholder relationships in accordance with a strict code of honesty and confidentiality.

### ***Professionalism***

LRTC will, as professional business advisors, conduct business in a way that addresses client concerns and respects the views and opinions of all. LRTC will strive to guide its clients with the knowledge and candid advice that will produce results which meet or exceed client expectations.

### ***Service***

LRTC will operate aware, first and foremost, of its responsibilities on behalf of its clients, recognizing that it is here to promote and to help, and that it must treat its clients as the valued people they are.


### ***Teamwork***

LRTC will maintain a setting where its clients, employees, stakeholders and partners all work together in an atmosphere of free exchange of ideas and resources to create successful high-technology companies.

### ***Commitment***

LRTC will provide a business incubator environment that is conducive to the hard work and mental energy necessary to produce valuable returns. Additionally, LRTC is committed to building good community relationships and promoting economic growth in Lawrence and its surrounding areas.

***"Helping Build Successful Companies on Tomorrow's Technologies."***

Over Please 

## **LRTC Services**

LRTC offers clients both "tenant services" and "business development services." However, clients are not required to rent space from LRTC in order to obtain business development services.

### **Tenant Services**

- Office space
- Conference room
- Receptionist/Administrative Asst.
- Office equipment (network printer, copier, fax, telephone, etc.)
- Audio-visual equipment (digital projector, laptop, vcr, tv, etc.)
- Voice-mail system
- Web server
- E-mail server
- File server
- High-speed internet connection
- Networking activities
- Education & training seminars

### **Business Development Services**

- Corporate formation
- Market research and analysis
- Competitor research and analysis
- Sales/marketing strategy development
- Business model/revenue model development
- Business plan writing and development
- Grant proposal writing and development for the following programs:
  - Small Business Innovation Research (SBIR)
  - Small Business Technology Transfer (STTR)
  - Advanced Technology Program (ATP)
  - Kansas Technology Enterprise Corporation Applied Research Matching Fund (ARMF)
- Business valuation
- Assistance with raising debt and equity financing
- Financial management

## **LRTC Contacts**

Matthew McClorey, President & CEO  
(785) 832-2110 x214 • [matt@LRTC.biz](mailto:matt@LRTC.biz)

Michael Stalker, Director of Client Services  
(785) 832-2110 x205 • [mike@LRTC.biz](mailto:mike@LRTC.biz)

Ignacio Ibarguren, Financial Analyst  
(785) 832-2110 x230 • [ibarguren@LRTC.biz](mailto:ibarguren@LRTC.biz)

Laura Urish, Office Manager  
(785) 832-2110 x201 • [laura@LRTC.biz](mailto:laura@LRTC.biz)

## **Client Application Process**

Prospective clients of LRTC are required to participate in a three-phase evaluation process that typically takes 6-10 weeks.

Successful applications will typically satisfy the following criteria:

- early stage, technology-based company
- large market opportunity
- high revenue growth potential
- distinct & sustainable competitive advantage
- unique & proprietary technology
- the company is not a "lifestyle" business
- ability to raise capital for the company
- potential for job creation
- company is comprised of "team players"

### **Phase 1**

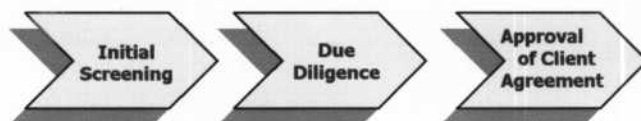
1-2 weeks

### **Phase 2**

4-6 weeks

### **Phase 3**

1-2 weeks



## **LRTC Clients**

LRTC has had the privilege of assisting the following Lawrence-area companies:

- **BioScience Innovations, Inc.** – markets antibodies and biosensors developed at KU.
- **CritiTech, Inc.** – developing fine-particle pharmaceutical compounds for the drug manufacturing and biotechnology industries.
- **Deciphera Pharmaceuticals, Inc.** – developing a platform technology that provides novel approaches to drug discovery.
- **Flint Hills Scientific, L.L.C.** – developing advanced algorithms for use in real-time analysis of complex biological signals.
- **Griffin Technologies, L.L.C.** – provides information security solutions for software protection and user authentication.
- **GreenSoft Solutions, Inc.** – develops custom software and provides information technology consulting for today's Web-enabled business environment.
- **KalScott Engineering, Inc.** – innovative design, prototyping, testing and integration of unmanned aerial vehicles ("UAVs") and UAV components.
- **Proteon Therapeutics, L.L.C.** – commercialization of its unique, proprietary vasodilation drug platform for the hemodialysis market.
- **III Sigma Company** – develops and manufactures automated, on-line bulk density and moisture content measurement systems.

## **LRTC Sponsors**

- Kansas Technology Enterprise Corporation
- The University of Kansas
- KU Center for Research
- Lawrence Chamber of Commerce

## **LRTC Strategic Partners**

- Higuchi Biosciences Center
- Information and Telecommunication Technology Center
- Lawrence Technology Association