

MAComb-OU **INC**ubator

Incubate. Innovate. Accelerate.

CLIENT COMPANY SPOTLIGHT

KTISIS' FIRST DRIVE PROGRAM EDUCATES YOUTH IN STEM

Macomb-OU INCubator client company, KTISIS, is extending their engineering scope by empowering children through the First Drive Program, coupling science and technology discovery sessions with Radio Controlled Car Racing. The First Drive mission is to motivate and develop children to become leaders by discovering their talents, strengthening their confidence, and building a strong foundation in science and technology.

This unique educational and community outreach program aims to systematically stimulate the interest of children, approximately ages five to 13, in Science, Technology, Engineering and Mathematics (STEM) through the technology-intensive and highly-competitive nature of Radio Controlled Cars Racing. In addition, real-world applications of advanced technologies are demonstrated and explained by industry experts and through highly-educational field trips.

[Read More](#)



JUNE 2015

UPCOMING EVENTS

Capital Raise Meetup
Mike Brennan, Mac-OU INC's Capital Strategist
September 1, 9:30 - 11 a.m.

Macomb Pitch: A Competition for Small Businesses

Call for Applications
Due: August 3 at 5 p.m.

LOCAL EVENTS OF INTEREST

Government Contracting 101

Macomb Regional PTAC
July 16, 9 - 12 p.m.

DCAA Accounting Requirements for Federal Contractors

Macomb Regional PTAC
July 23, 9 - 12 p.m.

MAC-OU INC HAPPENINGS



Macomb Pitch 2014 finalists (L to R):

John Dishinger, PHASIQ; Adam Lewis, Sound Barrier; Roger Graham, Localfu; Shanti Suresh, Saras; Julie Hyde-Edwards, re-Contour; Mark Lundquist, Laystitch Technologies; Grace Hsia, Warmilu; Patrick Shaw, Triquetra Games

ANNOUNCING MAC-OU INC'S SECOND ANNUAL MACOMB PITCH!

Mac-OU INC is proud to put out a call for applications for the second Annual Macomb Pitch! With generous support from the Michigan Economic Development Corporation, as well as local businesses and partners, Mac-OU INC will be awarding over \$20,000 in cash and in-kind prizes to Michigan small businesses. A total of eight high-tech startup companies will compete at the finalist's live competition on Thursday, October 8.

To apply, and for more information, visit [the official Macomb Pitch application form](#) or contact Joan Carleton at (586) 884-9324 or macinc@oakland.edu.

[Read More](#)

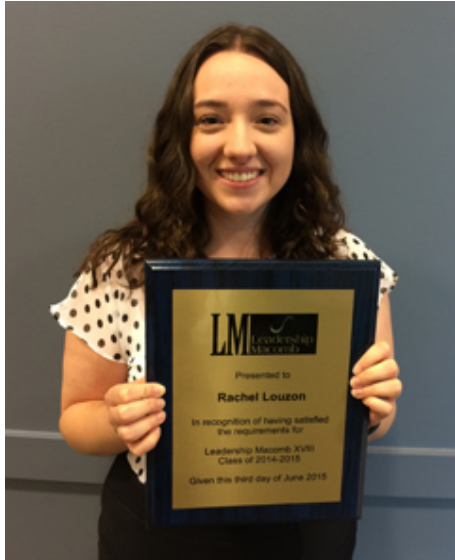
MAC-OU INC SEEKING CLIENT SUPPORT ADMINISTRATOR & STRATEGIST

Mac-OU INC is currently accepting resumes for the new position of Client Support Administrator & Strategist. Working under the direction of the Executive Director and Assistant Director of Mac-OU INC, this position will conduct all primary client interfacing activity, serving as the gatekeeper to company engagements. S/he will function as the primary clients-support provider to all Michigan Strategic Fund sponsored programs including the Business Accelerator Fund, Michigan Pre-seed Fund 2.0 and other sponsored programs which support university and venture capital activities. S/he will assist with client identification and attraction as well as navigating through the established entrepreneurial ecosystem.

This is a full-time, grant-funded position. The grant is currently for two years. The application process can be completed at jobs.oakland.edu/postings/5347.

[Read More](#)

RACHEL LOUZON, LEADERSHIP MACOMB XVIII GRADUATE



Mac-OU INC's Business Manager, Rachel Louzon, is a proud graduate of the most recent Leadership Macomb Class, XVIII. "The experiences I had as a student of Leadership Macomb were dynamic and engaging. I can honestly say that the program helped me grow both personally and professionally," Rachel said.

"Each day gave me a unique look into the inner workings of Macomb County, including everything from healthcare and education to criminal justice and government. By the end of year, I truly pieced together a macro-level understanding of all the county operations."

Leadership Macomb is a non-profit organization whose 10-month program brings together leaders from numerous institutions, disciplines and backgrounds to obtain relevant, in-depth information about Macomb County, develop long-term business relationships and strengthen their leadership characteristics. Since 1996, over 600 individuals representing more than 120 organizations have participated in the Leadership Macomb program. For more information, visit leadershipmacomb.org.

CLIENT NEWS

TEAM GRIZZLY WINS THIRD PLACE AT AMAZON PICKING CHALLENGE



Team Grizzly members with the Baxter Robot at the Velocity Center.

Mac-OU INC client company, Dataspeed Inc, partnered with a team of Oakland University School of Engineering & Computer Science current students and recent alumni, recently traveled back from Seattle with a third-place Amazon Picking Challenge win in tow.

From the official announcement on September 24, 2014, Team Grizzly worked tirelessly to program the 'Baxter' robot to do what come so easily to humans: sense the presence of objects, figure out the best way to grab them, and pick them up. Team Grizzly was the only Michigan team invited to the event, alongside 28 other teams from schools such as MIT, Rutgers, Worcester Polytechnic and Georgia Tech.

[Read More](#)

EXECUTIVE-IN-RESIDENCE NEWS

BUTZEL LONG: "THE FIRST CYBER INSURANCE DISPUTES ARE HITTING THE COURTS"

These days businesses large and small are grappling with the thorny issue of whether they need to buy insurance against data breaches and other kinds of "cyber liability," and, if so, what type of coverage to buy—and with what coverage limits. That task will be further complicated by inevitable judicial decisions interpreting new and unfamiliar language in cyber policies. The first round of those cases are beginning to land in court, giving insurance lawyers an inkling of the type of coverage disputes likely to emerge from this relatively new type of coverage.

[Read More](#)



PARTNER HAPPENINGS

OAKLAND UNIVERSITY'S 23RD ANNUAL INTELLIGENT GROUND VEHICLE COMPETITION

The 23rd Annual Intelligent Ground Vehicle Competition (IGVC) at Oakland University (OU), June 5-8, was host to 42 college/university robotic-vehicle teams competing for a portion of the near \$50,000 in cash prizes. Participants hailed from nearby locations such as Oakland University and Lawrence Technological University and as far as the University of British Columbia and Sultan Qaboos University in Oman.

Oakland University Robotics Association's (ORA) autonomous mobile robot, Mantis, placed in the following categories: second place, Design Competition; third place, Overall Performance Category and Basic Auto-Nav Challenge; and sixth place, Advanced Auto-Nav Challenge.

"The IGVC emphasizes student education, development and hands-on experience in integration engineering systems and technologies. The levels of performance always improves over the years as technologies advance, including computers, sensors, actuators, software advance, and so on. This robotics and team experience is very relevant to the automation, automated active safety, and autonomous cars of the future, such as driverless cars and advanced driver's aid systems," Dr. Ka C Cheok, PhD, OU Professor of Electrical & Computer Engineering, said.

[Read More](#)

ACCELERATE MICHIGAN INNOVATION COMPETITION - APPLICATIONS DUE JULY 22

Applications to compete in the 2015 Accelerate Michigan Innovation Competition (AMIC), the world's second largest business competition, are due Wednesday, July 22. The competition will be held November 3-5 at the Westin Book Cadillac in Detroit, with approximately \$1M awarded in cash prizes.

In 2014, 74 venture capitalists and angel investors judged the competition, providing a great network across the country as well as constructive feedback to help the participating companies in their persistent drive for excellence.

[Read More](#)

INVESTORS' OPEN HOUSE IN MT. CLEMENS

Downtown Mount Clemens, a quaint and historic area offering office space, restaurants, bars and retail establishments, has a few choice buildings available. Ripe for investment, Macomb County is partnering with the city to host an "Investors' Open House" on Wednesday, July 17, 2-4 p.m. The event will feature an opportunity to tour more than a dozen available spaces while meeting city officials and other business owners. The event begins at Bath City Bistro and will end at Three Blind Mice.

Bonus? Wednesdays are happening in The Clem! The Farmers Market will be open, and it is also classic car and bike night. To learn more or register for the event, visit ThinkMacomb.com.



Dr. Ka C Cheok, PhD



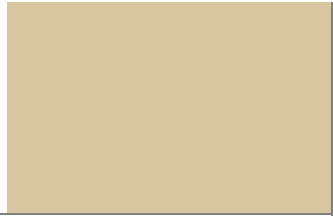
accelerate>>MICHIGAN
INNOVATION COMPETITION



PURE MICHIGAN®
Michigan Economic Development Corporation

OAKLAND
UNIVERSITY

Macomb-OU INCubator at Velocity Collaboration Center
6633 18 Mile Road, Sterling Heights, MI 48314
Phone: (586) 884-9320 | macINC@oakland.edu



If you wish to subscribe or unsubscribe to this mailing list, please click [here](#).

Friday, June 26, 2015 - June 2015 Newsletter: Client Company Spotlight: "KTISIS' First Drive Program Educates Youth in STEM"

Macomb-OU INCubator client company, KTISIS, is extending their engineering scope by empowering children through the First Drive Program, coupling science and technology discovery sessions with Radio Controlled Car Racing. The First Drive mission is to motivate and develop children to become leaders by discovering their talents, strengthening their confidence, and building a strong foundation in science and technology.

This unique educational and community outreach program aims to systematically stimulate the interest of children, approximately ages five to 13, in Science, Technology, Engineering and Mathematics (STEM) through the technology-intensive and highly-competitive nature of Radio Controlled Cars Racing. In addition, real-world applications of advanced technologies are demonstrated and explained by industry experts and through highly-educational field trips. The First Drive kick-off event featured guest speaker Dakotah Phend, 2014 Radio Operated Auto Racing (ROAR) National Champion and Team Losi Racing (TLR) factory driver. Since then, other guest speakers have included industry professionals from Chrysler, Ford and General Dynamics Land Systems, among others.

"The First Drive Program is much more work than a typical science class in a classroom, but we believe in implementing change through influence and fun exercises, as well as leading by examples. First Drive is not just about fostering an interest in a new and exciting hobby, but also learning how to use state-of-the-art and emerging technologies to resolve issues in our communities.," Stephen Chue, KTISIS Principal, said.

"Seven of the 10 fastest growing careers will be in the technology field in the next decade. By using the First Drive program as a vehicle for children to think more closely about daily interactions with technology, we hope to show our youth the practical value of the STEM fields. We not only want children to develop a passion for STEM, but also want them to become future leaders by learning self-discipline, respect, teamwork, and problem-solving skills, while building integrity and self-confidence."

The First Drive Program coordinators are asking for families, friends, and local communities to share their passion and help support First Drive. The initial need is to help strategically expand the program to other cities across Michigan. From here, the vision is to share the program model and support interested community leaders across the United States, thus developing a national program.

KTISIS is an advanced engineering, innovative technologies R&D, manufacturing, and commercialization company with a unique value proposition for the natural gas industry. It would resolve the debate by fleet vehicles to use either compressed natural gas (CNG) or liquefied natural gas (LNG), if moving away from diesel fuel.

For more information on the First Drive Program, visit FirstDrive.org. For more information on KTISIS, visit ktisis.com. Stephen Chue can be contacted directly at stephen@ktisis.com.



Friday, June 26, 2015 - June 2015 Newsletter: Mac-OU INC Happenings: "Announcing Mac-OU INC's Second Annual Macomb Pitch!"

Mac-OU INC is proud to put out a call for applications for the second Annual Macomb Pitch! With generous support from the Michigan Economic Development Corporation, as well as local businesses and partners, Mac-OU INC will be awarding over \$20,000 in cash and in-kind prizes to Michigan small businesses. A total of eight high-tech startup companies will compete at the finalist's live competition on Thursday, October 8.

The prize packages are as follows:

- First Place: \$7,000 (cash); Mac-OU INC service package (affiliate client); 7.5 hours legal time, Butzel Long
- Second Place: \$2,000 (cash); Mac-OU INC cubicle (one-year lease); 5 hours legal time, Butzel Long
- Third Place: \$1,000 (cash); Mac-OU INC cubicle (6-month lease); 5 hours legal time, Butzel Long

Qualified Companies:

- High-Growth Technology Companies
- Michigan-Based Companies
- \$2.5M in Revenue (less than or equal to)
- 3 Years in Business (less than or equal to)

Deadlines include:

- Initial Applications Due: Monday, August 3, 2015, by 5 p.m.
- Finalists Announced: Monday, August 24, 2015
- Pitch Preps: Wednesday, September 23, 2015; Monday, September 28, 2015
- Finalist's Live Competition: Thursday, October 8, 2015, 5 - 8 p.m.

A Pitch Prep is a service offering at Mac-OU INC, and a requirement for all finalists in order to compete in the live competition. An hour of time will be donated from the incubator and top local business professionals to provide critical and constructive guidance to a fully-developed and thorough pitch.

To apply, and for more information, visit the **official Macomb Pitch application form** or contact Joan Carleton at (586) 884-9324 or rmacinc@oakland.edu.

Friday, June 26, 2015 - June 2015 Newsletter: Mac-OU INC Happenings: "Join the Mac-OU INC Team! Seeking a Client Support Administrator & Strategist"

Mac-OU INC is currently accepting resumes for the new position of Client Support Administrator & Strategist. Working under the direction of the Executive Director and Assistant Director of Mac-OU INC, this position will conduct all primary client interfacing activity, serving as the gatekeeper to company engagements. S/he will function as the primary clients-support provider to all Michigan Strategic Fund sponsored programs including the Business Accelerator Fund, Michigan Pre-seed Fund 2.0 and other sponsored programs which support university and venture capital activities. S/he will assist with client identification and attraction as well as navigating through the established entrepreneurial ecosystem.

Minimum Qualifications

- Bachelor's degree in Public Administration, Business Administration or a related field or an equivalent combination of education and/or experience.
- Minimum of five years management experience working with technology businesses and start-ups.
- Experience working in/with Michigan's entrepreneurial ecosystem.
- Demonstrated knowledge of public program administration related to small business development, venture-capital funding and early-stage venture and technology assessment.
- Excellent organizational and analytical skills.
- Excellent oral and written communication skills.
- Ability to communicate effectively with others.
- Proven ability to work collaboratively in a highly interactive environment.
- Ability to devise and deliver presentations to the public.
- Ability to set priorities, manage multiple tasks, and complete assignments with minimal supervision.
- Strong technical skills in Microsoft Office suite.

Desired Qualifications

- Master's degree with engineering/technology degree or classes.
- Strong preference to a candidate that has worked in a technology business and/or technology start-up.
- Prior small-business venture development in a technology-based start-up.
- Familiarity with CRM tool, Salesforce.
- Prior knowledge of Michigan-based entrepreneurial support tools and ecosystem.

This is a full-time, grant-funded position. The grant is currently for two years. The application process can be completed at jobs.oakland.edu/postings/5347.

Friday, June 26, 2015 - June 2015 Newsletter: Client News: "Team Grizzly Wins Third Place at Amazon Picking Challenge"

Mac-OU INC client company, Dataspeed Inc, partnered with a team of Oakland University School of Engineering & Computer Science current students and recent alumni, recently traveled back from Seattle with a third-place Amazon Picking Challenge win in tow.

The Amazon Picking Challenge, hosted by Amazon.com, requires entrants to build their own robot hardware and software that can attempt simplified versions of the general task of picking up items from shelves. This challenge combines object recognition, pose recognition, grasp planning, compliant manipulation, motion planning, task planning, task execution, and error detection and recovery. Amazon's goal with this challenge was to strengthen the ties between the industrial and academic robotic communities and promote shared and open solutions to some of the big problems in unstructured automation.

From the official announcement on September 24, 2014, Team Grizzly worked tirelessly to program the 'Baxter' robot to do what come so easily to humans: sense the presence of objects, figure out the best way to grab them, and pick them up. Team Grizzly was the only Michigan team invited to the event, alongside 28 other teams from schools such as MIT, Rutgers, Worcester Polytechnic and Georgia Tech.

"Dataspeed's third place win among a roster of 28 national and international teams is quite an achievement. I am very proud of how well the Dataspeed team did, their hard work has paid off," Paul Fleck, team captain and Dataspeed President, said.

"Our mobile robot performed extremely well, and we demonstrated that collaborative robotics will be an integral part of flexible manufacturing."

In addition to Fleck, Team Grizzly team members included Noah and Nathan Fleck, Steve Grzebyk, Kevin Hallenbeck, Lincoln Lorenz, Brian Neumeyer, Mike Norman, and Micho Radovnikovich. The Amazon Picking Challenge robots were scored by how many items were picked in a fixed amount of time, with \$26,000 in prizes being awarded. Participants were encouraged to share and disseminate their approach to improve future challenge results and industrial implementations. The competition was held at the International Conference on Robotics & Automation (ICRA), which is the Institute of Electrical and Electronics Engineers (IEEE) Robotics and Automation Society's flagship conference.

Learn more about the competition and Team Grizzly by viewing the [Dataspeed Inc video entry](#) and [competition footage](#).

Friday, June 26, 2015 - June 2015 Newsletter: Partner Happenings: "Oakland University's 23rd Annual Intelligent Ground Vehicle Competition"

The 23rd Annual Intelligent Ground Vehicle Competition (IGVC) at Oakland University (OU), June 5-8, was host to 42 college/university robotic-vehicle teams competing for a portion of the near \$50,000 in cash prizes. Participants hailed from nearby locations such as Oakland University and Lawrence Technological University and as far as the University of British Columbia and Sultan Qaboos University in Oman.

Oakland University Robotics Association's (ORA) autonomous mobile robot, Mantis, placed in the following categories: second place, Design Competition; third place, Overall Performance Category and Basic Auto-Nav Challenge; and sixth place, Advanced Auto-Nav Challenge. These high winnings have been the standard set by the OU team year after year, as ORA were the 2013 and 2014 champions, placing first in Overall Performance.

A notable new entry is the University of New South Wales, AU, finishing with first place, both Basic and Advanced Auto-Nav Challenges; second place, Overall Performance Category; and fourth place, Inter-Operability Challenge. Australia started their own competition last year with a replicated model of the IGVC, called the Australian Autonomous Vehicle Competition.

In 1993, Jerry Lane, former Association for Unmanned Vehicle Systems International (AUVSI) Director, proposed to the AUVSI Board of Directors his hosting of a ground-robotics competition. With the AUVSI approval and financial backing, Jerry recruited the support of co-founders Paul Lescoe, former TARDEC Robotics Engineer, and Dr. Ka C Cheok, PhD, OU Professor of Electrical & Computer Engineering.

"The IGVC emphasizes student education, development and hands-on experience in integration engineering systems and technologies. The levels of performance always improves over the years as technologies advance, including computers, sensors, actuators, software advance, and so on. This robotics and team experience is very relevant to the automation, automated active safety, and autonomous cars of the future, such as driverless cars and advanced driver's aid systems," Dr. Cheok said.

"The main spirit and success of this event lie in the promotion of autonomous unmanned ground vehicle systems; the engineering experience offered to students; sponsorships by agencies and industries; volunteers of officials and coordinators; support from OU such as the facility, grounds maintenance, and so on; and consistent quality challenges and standards for the competition."

The international IGVC offers a design experience that is at the very cutting edge of engineering education through a multidisciplinary, theory-based, hands-on, team-implemented and outcome-assessed approach. Based on intelligent and autonomous robot-vehicle university developments, it encompasses the very latest technologies impacting defense and automotive intelligent-vehicle developments and inspires students, teams and faculty.

Design and construction of an Intelligent Vehicle fits well in a two-semester senior-year design capstone course, or an extracurricular activity earning design credit. The deadline of an end-of-term competition is a real-world constraint that includes the excitement of potential winning recognition and financial gain.

Students at all levels of undergraduate and graduate education can contribute to the team effort, and those at the lower levels benefit greatly from the experience and mentoring of those at higher levels. Team organization, technology and project management, and leadership are practiced, and there are even roles for team members from business and engineering management, language and graphic arts, and public relations.

Students solicit and interact with government and industrial sponsors who provide component hardware and advice, and therefore get an inside view of industrial design and potential employment opportunities.

The Association for Unmanned Vehicle Systems International is a founding organization of IGVC and has served as a primary sponsor for 22 years. Other main supporters include Oakland University, the National Defense Industrial Association Michigan Chapter, the U.S. Army Tank Automotive Research Development & Engineering Center (TARDEC), Magna Electronics, the FEV Group, American Elements, BAE Systems, Continental Automotive, MathWorks, Valeo, and General Dynamics Land Systems. More information is available at IGVC.org. Interested universities and sponsors should contact Dr. Cheok at cheok@oakland.edu.

Friday, June 26, 2015 - June 2015 Newsletter: Partner Happenings: "Accelerate Michigan Innovation Competition - Applications due July 22"

Applications to compete in the 2015 Accelerate Michigan Innovation Competition (AMIC), the world's second largest business competition, are due Wednesday, July 22. The competition will be held November 3-5 at the Westin Book Cadillac in Detroit, with approximately \$1M awarded in cash prizes.

AMIC is an international business competition designed to bring together later-stage entrepreneurial companies with local, national and international investors. The best and brightest new business concepts are showcased to investment capital to help foster their growth within Michigan. Targeting entrepreneurs with mid-to-late seed-entrepreneurial businesses, the competition has an immediate and positive impact on Michigan's economy. In 2014, 74 venture capitalists and angel investors judged the competition, providing a great network across the country as well as constructive feedback to help the participating companies in their persistent drive for excellence.

Founded by the Business Accelerator Network for Southeast Michigan, including Ann Arbor SPARK, Automation Alley, the Macomb-OU INCubator, and TechTown, AMIC is also led by the Business Leaders for Michigan; the University Research Corridor, including Michigan State University, the University of Michigan and Wayne State University; and the New Economy Initiative. These groups have aligned their efforts to bolster and advance Michigan's entrepreneurial ecosystem through a variety of collaborative initiatives, including AMIC.

For more information, or to apply, visit AccelerateMichigan.org.