



FOR IMMEDIATE RELEASE

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MAINE TECHNOLOGY INSTITUTE FUNDS \$95,213 IN 7 AWARDS TO MAINE COMPANIES

Awards support innovative technology projects in four sectors and four counties

BRUNSWICK, MAINE – The Maine Technology Institute (MTI) approved three TechStart Grant applications, two Business Accelerator Grants and two Phase 0 Award applications recently, totaling \$95,213 in awards to entrepreneurs from across Maine to advance new product and process development in biotechnology, precision manufacturing, environmental technology and information technology. This round of MTI awards leveraged \$1,573,740 of matching contributions from the award recipients.

Awards from this round include:

- Three (3) TechStart Grants totaling \$10,670
- Two (2) Business Accelerator Grants \$74,543
- Two (2) Phase 0 Grants totaling \$10,000

“These small yet consequential investments will have a meaningful impact on the ability of these companies to protect their intellectual property, enhance the development and competitiveness of their products, and attract much-needed federal R&D funding to Maine,” said Brian Whitney, MTI’s President. “The Maine Technology Institute is pleased to assist these forwarding thinking companies with their unique innovations.”

Summary of awards:

Tech Start Grants – Three companies received MTI Funding totaling \$10,670

Warmsoft LLC, Jonathan Amory
Portland

Award Amount \$5,000
Match Amount \$5,500

Warmsoft LLC has created technology that can substantially increase the insulation value of windows while shading or filtering light and enhancing aesthetics. This MTI Tech Start Grant will help fund the filing of an international patent for this technology which will foster further commercial development.

Security Solutions of Maine, LLC
Bangor

Award Amount \$670
Match Amount \$800

Security Solutions of Maine, LLC is utilizing its Tech Start funds to complete business planning and market analysis activities to support the commercialization of their product, "Immediate Danger Signal" system.

Boreal Games LLC
Farmingdale

Award Amount \$5,000
Match Amount \$9,500

Crystal Companies, by Boreal Games LLC, is an innovative digital, tactical collectible card game augmented by a set of immersive and interactive elements not currently found in any other card games. Boreal will use its MTI funding to conduct customer discovery through market research. Data collected via these activities will be analyzed and compiled into a market research report which will help to guide the development of future versions of Crystal Companies, focus efforts on building a dedicated community, and enable investors to gain data-based insights into the game's potential.

TechStart Grants are available to entrepreneurs and companies across Maine who are seeking to develop their inventive ideas into new, innovative products or services. Grants are awarded monthly and may be used to support specific activities such as business plan development, intellectual property filings, market analysis, or technology transfer activities out of research institutions. *The next application deadline for MTI's TechStart grant program is February 7, 2017.*

Business Accelerator Grants – Two companies received MTI Funding totaling \$74,543

NBT Solutions, LLC
Portland

Award Amount \$24,565
Match Amount \$58,435

NBT Solutions has developed the VETRO FiberMap™, a comprehensive network infrastructure mapping solution for small to mid-sized Internet Service Providers (ISPs) building and operating fiber optic networks. The company will use its Business Accelerator Grant to perform sales and marketing activities. They will be exhibiting at a series of highly targeted trade shows as part of a well-defined go to market strategy in 2017 after completing an 18 month intensive product development cycle supported by an MTI Development Loan. Project outcomes will include highly effective direct exposure to NBT's nationwide target market, generation of qualified leads, international market entry assessment, and direct client acquisitions

RockStep Solutions, Inc.
Portland

Award Amount \$49,978
Match Amount \$1,489,465

Rockstep Solutions has developed a next generation information management system called Climb™ to accelerate biomedical research. The company is currently funded by the National Institutes of Health (NIH) through an SBIR Phase II award. With the SBIR award, RockStep is

focused on integrating emergent technologies into its “Climb” platform for novel uses in research. Climb is a cloud-hosted laboratory information management system (LIMS) that integrates data and functionalities and leverages mobile services with advanced web technologies to create an information ecosystem for research. The Business Accelerator Grant will help RockStep Solutions build sales and marketing infrastructure designed to meet the company's near term product sales goals

Business Accelerator Grants are available to start-up/early stage companies that have been awarded MTI Development Loans (DLs) and to companies that have recently been chosen for a federal Small Business Innovation Research /Small Business Technology Transfer (SBIR/STTR) Phase I or Phase II grant and/or a Broad Agency Announcement (BAA) award. Funds are to be used to advance the new technology to market and to firmly establish or increase the scope and sustainability of the business enterprise. The grant is intended to increase the competitiveness of the company by providing funds directed at product/service commercialization, business and management team development, and company organization. *The next application deadline for MTI's TechStart and Business Accelerator Grant programs is February 7, 2017. Applications are due by 5 PM.*

Phase 0 Grant – Two companies received MTI Funding totaling \$10,000

bluShift Aerospace, Inc.
Brunswick

Award Amount \$5,000
Match Amount \$5,040

bluShift is utilizing its Phase 0 grant to employ a professional grant writer familiar with the aerospace industry to facilitate an application for a NASA SBIR Phase I grant. The \$125,000 SBIR grant being sought from NASA will enable bluShift to accelerate its development and commercialization of a biofuel derived rocket and employ additional personnel at its Brunswick headquarters. Winning SBIR grants are critical to bluShift's development and manufacturing growth within Maine.

Eldertide, LLC
Dresden

Award Amount \$5,000
Match Amount \$5,000

Eldertide recently developed a proprietary hybrid concentration technology to produce microbiologically stable liquid concentrates. This research was funded through SBIR and MTI grants. This new project builds on Eldertide's previous research by formulating a liquid concentrate for warfighters' operational rations that will retain the sensory and nutritional properties while creating a dense highly nutritious energy source. The expected outcome/deliverables include proof of concept, verified by analytical chemical and microbiological assays, and preliminary processing components and parameters for product prototypes.

The Phase 0 Grant is a funding opportunity offered to individuals and companies seeking to submit SBIR/STTR Phase I Proposals to one of the 11 federal agencies participating in the program. Awards of up to \$5,000 are offered to foster and support competitive federal proposal submissions from Maine applicants. Funds can be used for external direct costs associated with preparing an SBIR/STTR proposal, such as hiring grant writers, subject matter experts, other consultants or purchasing market research reports needed to inform your proposal. *Phase 0 Grant applications are accepted on a rolling basis and at least 30 days in advance of solicitation due date.*

For more information on MTI funding programs, please visit www.mainetechnology.org.

MTI is a publicly financed, private, nonprofit organization created by the Legislature in 1999 to stimulate research and development activity leading to the commercialization of new products, processes and services in the state's seven targeted technology sectors. MTI programs are either loans, equity investments, or grants designed to enhance the competitive position of those sectors and increase the likelihood that one or more of these sectors will support clusters of industrial activity and create quality jobs across Maine.

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