

# A Spur for Company Growth

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## **Jerry Salan, Nalas Engineering**

This is what CEO Jerry Salan told fellow scientists and entrepreneurs after his company graduated from TIP (as published in *The Day* newspaper, New London, Connecticut):

<http://www.theday.com/article/20131217/BIZ02/312179910/1017>

# The UCONN TIP Incubator Experience

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## ***Joel Douglas Testimonial, eGen and MysticMD***

I moved into the UCONN Technology Incubation Program in January 2005. Coincidentally, it was the same laboratory where I had taken my first Chemistry class as a student in 1973. This was a big step into my past, and into my future.

Moving into the laboratory was a big step up for our company. We got a *real* laboratory with a *real* exhaust hood and *real* lab benches. Until that time, we had been working in a makeshift facility with a little hood and cabinets from The Home Depot. The next pleasant surprise was the quality and ease of information and literature access, including the Internet and UCONN library for both electronic and hard copy materials. These resources greatly assisted our research efforts and provided us with invaluable access to the best publications in our area of interest.

Access to UCONN faculty and staff was another tremendous advantage to our growing company. We collaborated on important projects with both the School of Engineering and the Center for Clean Energy Engineering (C2E2). The strong personal and professional relationships we built persist and we continue working on programs and enjoying support from faculty and staff, helping our company continues to grow.

Life in the incubator was fun. The camaraderie and companionship of fellow incubator companies, people with similar entrepreneurial ambitions and challenges, assured that you never felt alone. There was always someone interested in what you were working on to discuss problems over a cup of coffee.

Another benefit entrepreneurs shouldn't underestimate is the willing support of the UCONN TIP staff to help you and access to the University discounts for supplies, help with the health and safety team for

disposal of chemical waste, training and online MSDS access and help with funding such as the State of Connecticut Small Business Incubator Program grant we won in 2008.

The time we spent at the Technology Incubation Program will always be special to me and my team because of the opportunities the program provided us to grow our business. I'll always recall fondly the day that I stepped back into my future.

## Fruitful University and Industry Collaboration

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I wanted to take this opportunity to emphasize how successful and fruitful this university-industry collaboration has been.

With help from the SoE Deanery and the university TIP, we secured a \$175K grant from eGen that in a very short time (less than a year), and in close cooperation with Mr. Douglas and his staff, developed/modified a prototype, tested it in the CAST CEE hydraulic laboratory facilities, conducted state-of-the-art CFD (computational fluid dynamics) simulations and supported several graduate and undergraduate students.

Two UConn students, ENVE graduates, worked on this project for both their senior design project and independent research theses, which directly fed into the sponsor's R&D efforts.

All this is testament to the great things we can accomplish when university and industry work together within a nurturing and supportive administrative structure.