I-Corps™ Site-What’s Next

- Go to the National Science Foundation I-Corps Team website to review information, watch the introductory webinar, find date of next live webinar and download the solicitation: https://www.nsf.gov/news/special_reports/i-corps/teams.jsp


- Contact the S&T I-Corps Site Program (ISP) Coordinator and let her know of your intention to apply for the National I-Corps team program.
  - Coordinator will schedule a telecom with the Site Director.

- During the telecom:
  - The Site Director will determine if you have performed enough interviews since completing the Site Program.
  - Be prepared to discuss your target customer and value proposition (VP) in detail.

- Outcomes:
  - If too few interviews are completed since finishing the Site program, it will be suggested to do more interviews before applying, e.g., about 70 interviews including ones done during the Site program.
  - If target customer is not specific enough (e.g., Food chain manager vs. Hy Vee Food Chain, Corporate Headquarters, Produce Purchasing Director), it will be suggested to continue interviewing until it is defined.
  - If value proposition is not clear (e.g., faster is not a VP vs. 45% more time saved per 8 hour shift), it will be suggested to continue interviewing until it is defined.
- Do you understand the competition related to your project idea?

- It is recommended to schedule periodic calls with the Site Director for guidance if you need to complete more interviews, define customer and/or VP.

- Site Coordinator/or Director will provide examples of past “1-pagers” to enable preparation of your project one-page draft. Submit to the Site Director for review and discussion.

- If 1-pager is ready, contact the appropriate NSF Program Officer, (see list on I-Corps team website).
  - Engineering Program Officer: Email Steve Konsek, skonsek@nsf.gov or 703-292-7021, to let him know you are interested in the national I-Corps program. If Engineering is not the right area, he will direct you to the correct one.
  - Your 1-pager will be reviewed and if selected, a call to discuss your project will be scheduled.
  - The Program Officer may make recommendations and/or comments about: scope, commercialization plan, team members and their suitability (especially mentor), VP, customer, competitors and other areas. You may need to revise the 1-pager. If so, resubmit for further consideration by the Program Officer.
  - The NSF Program Director will call if there are still concerns.

- If 1-pager is acceptable, the Program Officer will schedule a group interview with you. The interview is conducted with a panel of I-Corps Node instructors or NSF program staff and it is with your whole team (Principal Investigator (PI), Entrepreneurial Lead (EL), Mentor (M)). Teams may have multiple people in these roles, but generally, no more than 2 in each role. Typical team is 3 people.

- Once your group interview has been scheduled, contact the I-Corps Site Coordinator to schedule a live coaching session with the ISP Director. Several sessions may be required. The ISP Director has practice review questions typically asked during the first and group interviews.

- Generally, the group interview decides rapidly whether you should be accepted for the program or not and will notify you by email of their decision.
  - If not accepted, use feedback to provided to prepare for another try.
- If accepted, create 5-page proposal and have the Site Director review then submit final proposal through normal NSF Proposal process, FastLane or NSF Grants.gov website.
- The Program Officer will send several emails (generally one to confirm you understand the time commitment and agree to acceptance guidelines and another one to confirm cohort dates for your training). Issues must be discussed and approved by the Program Director. Always ask, do not assume.

- Congratulations you’re in!!