



Panel Discussions: Academia and Industry Collaboration

Topic:

**Research, Innovation and Commercialization: Bridging the Valley of Death
- From Lab Space to Marketplace**

Description:

The “**valley of death**” is a common term in the start-up world, referring to the difficulty of covering the negative cash flow in the early stages of a start-up, before their new product or service is bringing in revenue from real customers.

Many breakthrough technologies originate in R&D and academic laboratories, but many perish there as well. As scientists and entrepreneurs try to move nascent technologies from the research phase to large scale commercialization, they face high capital costs, intense competition from deeply entrenched incumbents, and a dizzying array of contractual and financing hurdles. This panel will explore key scale-up challenges and discuss possible solutions and resources for scientists, founders, and investors.