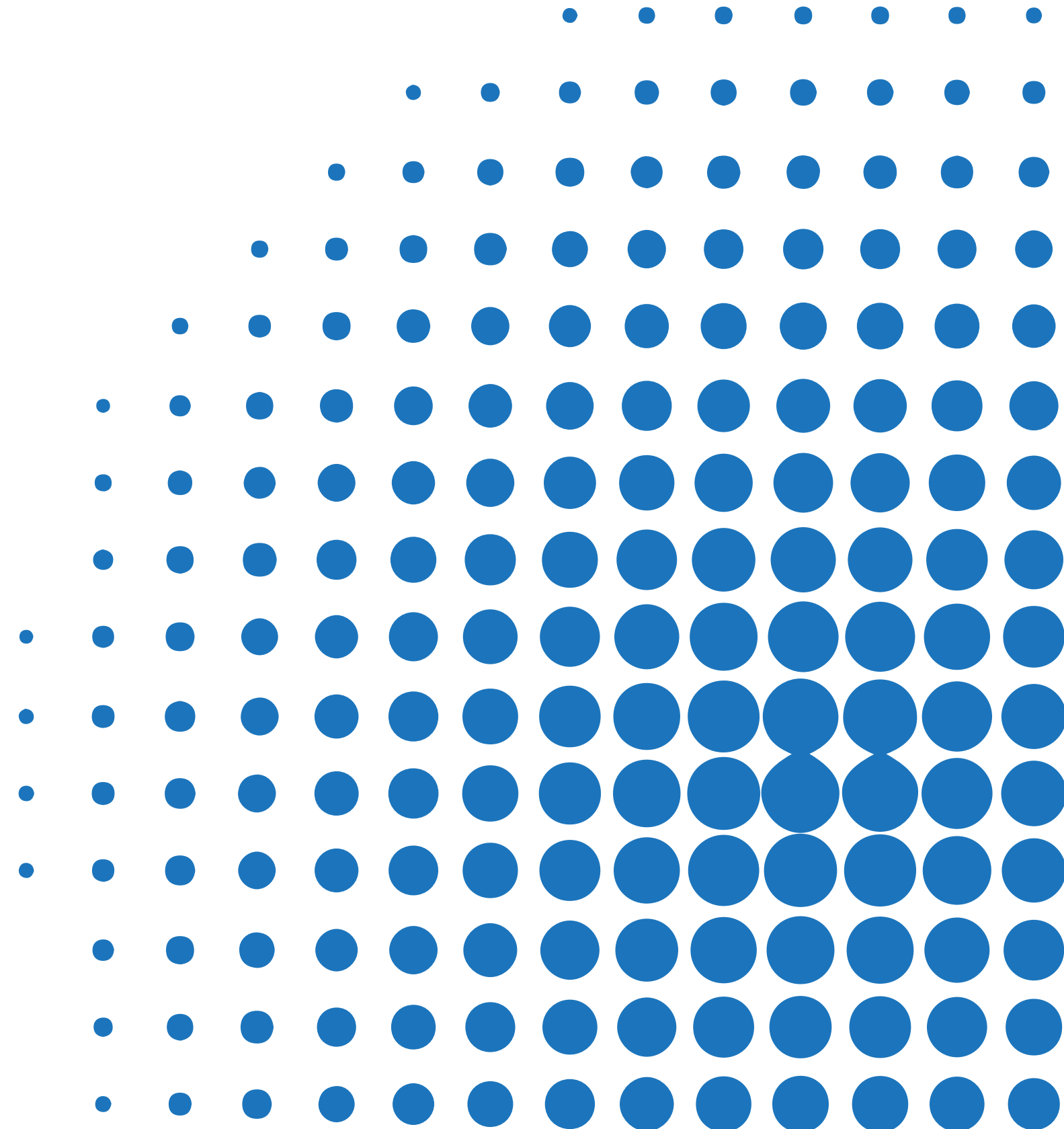




Business Development Down to a Science



About Us

Founded in 2019, FirstIgnite is built specifically for helping universities reach out and connect with companies. Universities, research hospitals and national labs around the world leverage FirstIgnite to increase their business development activities. FirstIgnite is used by over 70 institutions on 5 continents, we develop the most impactful AI tool built specifically for research universities.

Our Product

FirstIgnite is the most versatile business development tool for universities, enabling them to unlock valuable industry partnerships. FirstIgnite supports various organizations in driving innovation, advancing research, and fostering strategic growth.

Users can enter a description of their research, technology, or goals and are matched to the markets, companies, and contacts most aligned with potential partnerships. Whether for research collaborations, market exploration, or corporate engagement, FirstIgnite empowers institutions to connect with the right opportunities.

Top research institutions leverage FirstIgnite's AI to revolutionize partnership endeavors.





Problems

Time-consuming Research

Researchers and institutions often spend a significant amount of time conducting market research and identifying potential partners. FirstIgnite streamlines this process by utilizing AI software for outbound marketing, reducing the time spent on research activities.

Difficulty in Partner Discovery

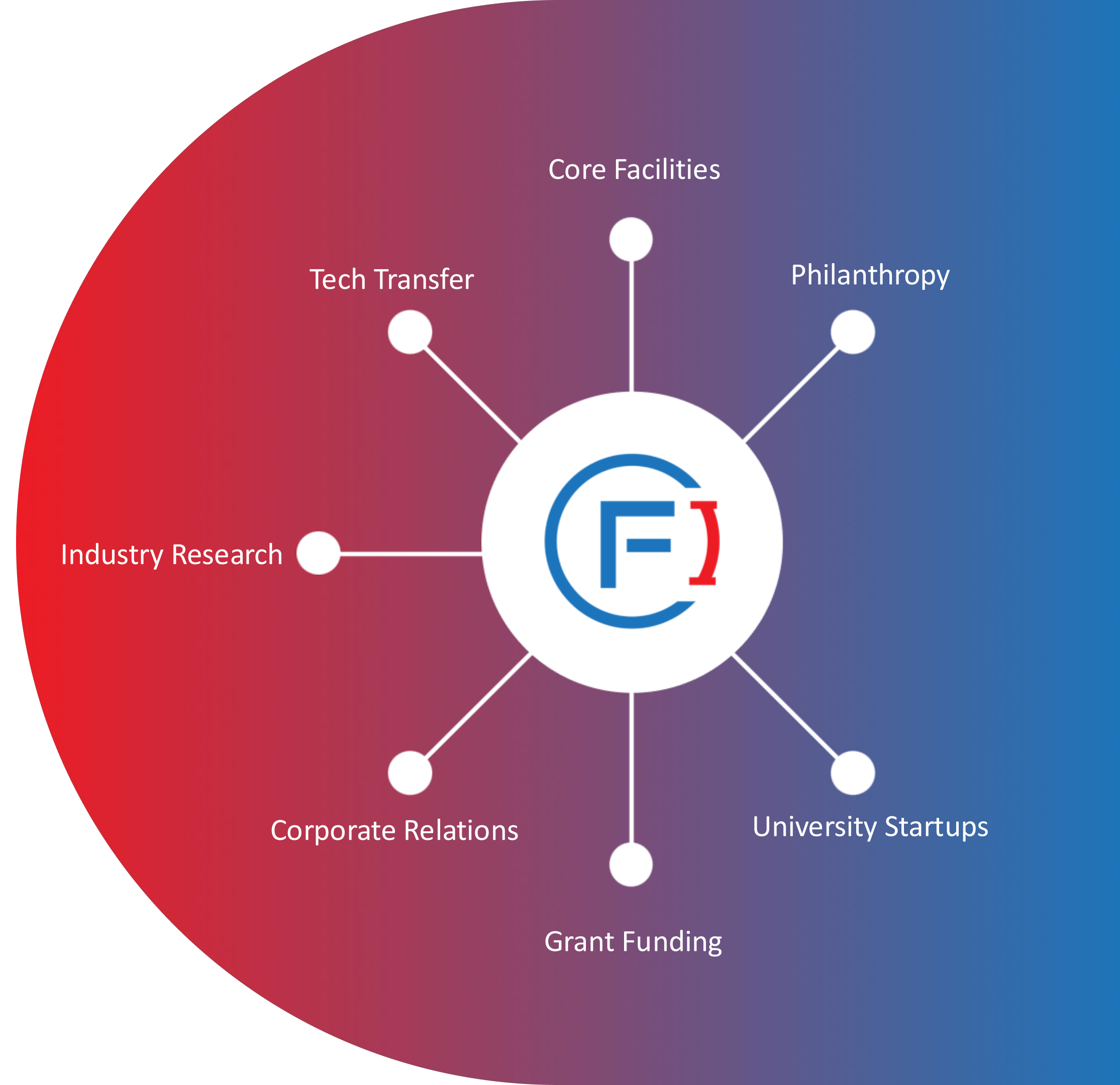
Finding suitable partners for collaborations, investments, or sales can be challenging, especially in scientific fields. FirstIgnite facilitates partner discovery by matching scientific texts, patents, or papers with industry interests, making it easier to identify potential collaborators.

Lack of Holistic Strategy

Many universities wish to grow their corporate revenue but lack a holistic strategy. FirstIgnite enables universities to commit to increasing outbound communication with companies to showcase their universities research, IP, facilities, and more.

**FirstIgnite helps universities
connect with companies for any
initiative that requires a partner:**

Objectives We Support



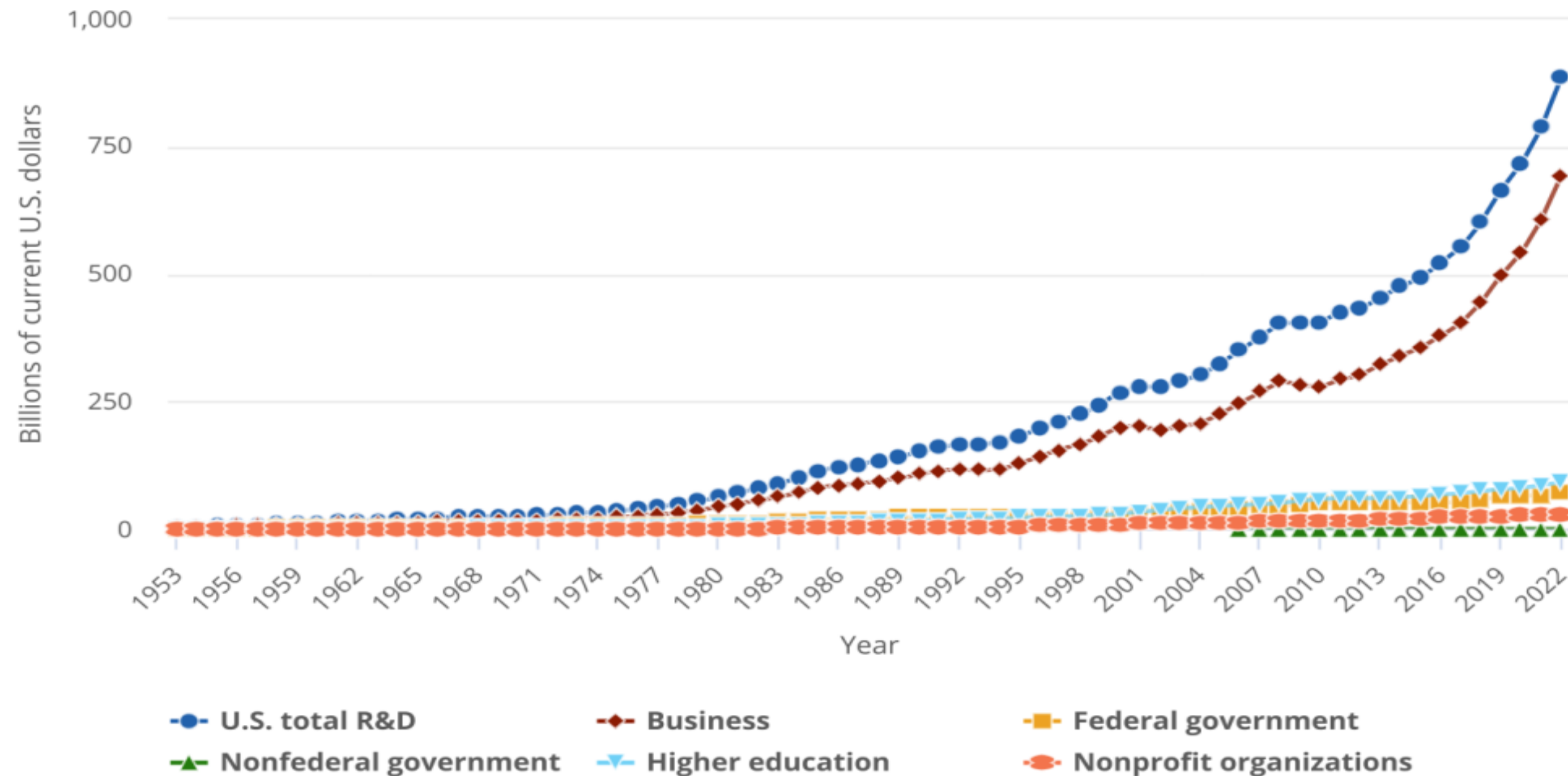
FirstIgnite is designed to increase revenue from industry research, licensing, core facilities, and more.

With more corporate R&D funding than ever before, universities must implement a holistic strategy to attract new partnerships.

National Center for Science and Engineering Statistics | NSB-2024-6

Figure RD-1

U.S. R&D, by performing sector: 1953–2022



Unlocking Growth: FirstIgnite's **AI** Matches You with the **Perfect Partners.**

AI-powered business development for
university & industry research partnerships



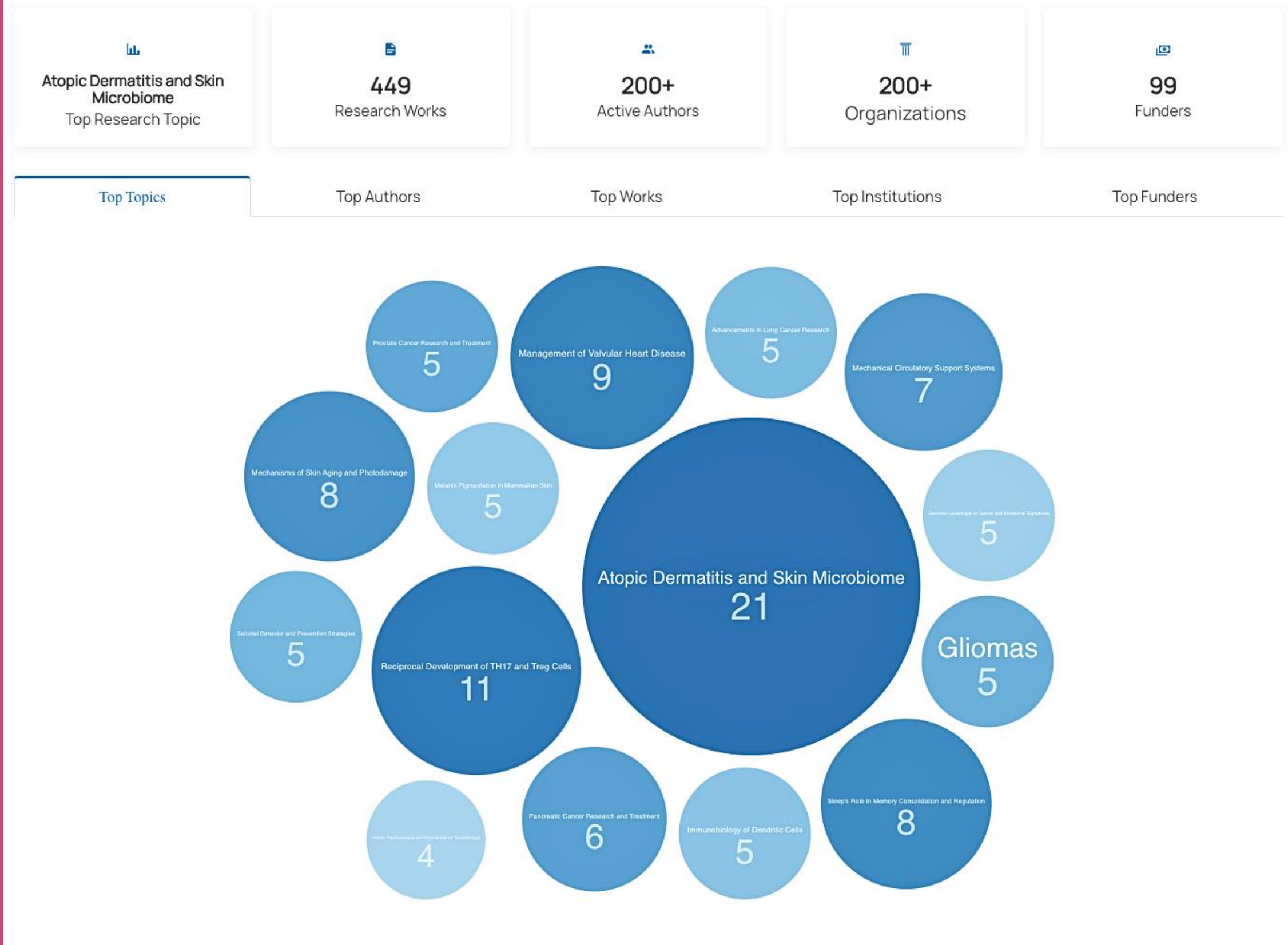
Mission Control

Mission Control offers a comprehensive view of your institution's research, turning insights into actionable outcomes.

With Mission Control, you can:

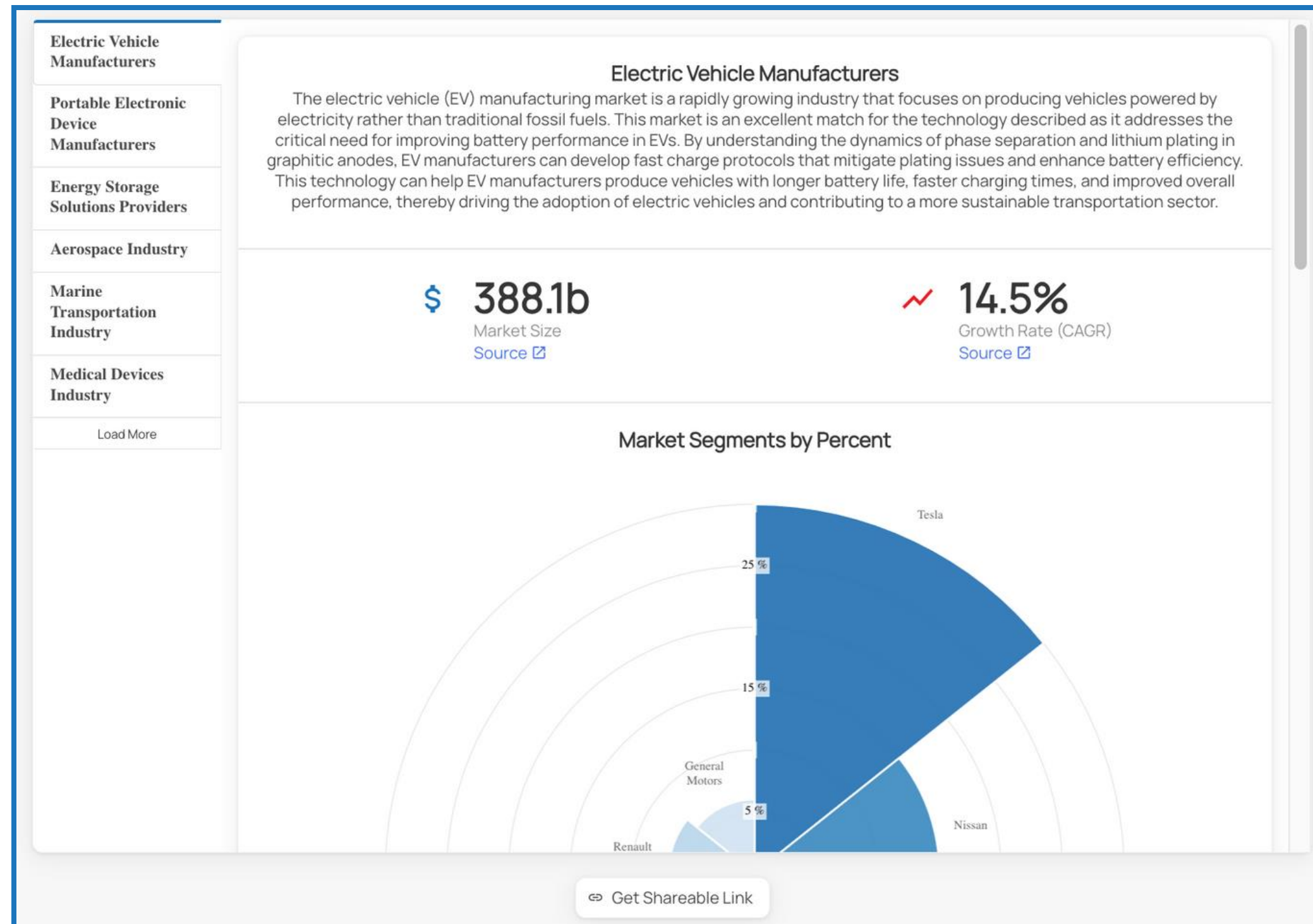
- **Track Research Trends & Publications:** Stay updated with the latest breakthroughs and topics emerging on campus.
- **Align Marketing with Research:** Tailor outreach efforts to match current research trends, unlocking new revenue opportunities.
- **Explore Industry Value & Market Trends:** Analyze markets, trends, and opportunities to enhance corporate collaborations.

Real Time Dashboard of Research Activity on Campus



1

Identify industries with research funding opportunities








Match with companies interested in your faculties' research

+ Save
↓ Export

Total (39)

▼	<input type="checkbox"/>	Name	Employees	Industry	Location	Relevance
▼	<input type="checkbox"/>	 Infineon link in tw	40k	Semiconductors	Wuxi, China	Great Match
<p>Infineon Technologies is a good match because they offer power semiconductors such as MOSFETs and IGBTs, which are essential components in solid state circuit breakers. Additionally, their expertise in current sensors aligns with the need for measuring load current in the described circuit breaker.</p>						
▼	<input type="checkbox"/>	 Texas Instruments link in tw	34k	Semiconductors	Dallas, Texas	Great Match
<p>Texas Instruments is a good match because they offer solid state switches and current sensors within their power management and analog products categories, which are essential components of the described solid state circuit breaker.</p>						
▼	<input type="checkbox"/>	 onsemi link in tw	30k	Semiconductors	Scottsdale, Arizona	Great Match
<p>onsemi is a good match because they offer solid state switches and current sensors which are essential components in the described solid state</p>						

3

Discover the right person at any company

Company ▾

Job Titles +1 ×

Locations ▾

Name ▾

























Alumni ▾

↻ Reset all

+ Save

↓ Export


Total (639)



<input type="checkbox"/>	Name	Title	Company	Location	Email
<input type="checkbox"/>	 [Name] 	External Innovation Director	 Convatec	Zürich, Switzerland	 Get Email
<input type="checkbox"/>	 [Name] 	External Innovation Manager	 Eisai US	Boston, Massachusetts	 Get Email
<input type="checkbox"/>	 [Name] 	External Innovation Manager	 Bosch Romania	Romania	 Get Email
<input type="checkbox"/>	 [Name] 	Director, External Innovation	 AbbVie	California	 Get Email
<input type="checkbox"/>	 [Name] 	External Innovation Manager	 PepsiCo	Ireland	 Get Email
<input type="checkbox"/>	 [Name] 	Director, External Innovation	 Sanofi	New York, New York	 Get Email

1 / 30 / 639

4

Engage and drive results with outbound email marketing



Amal Mehrotra
 

Company:

QuantumScape

Location:

San Jose, California

Seniority:

Director

Title:

Senior Director II, Solid State Batteries

Spotlight

Experience

Education

Notes

Amal Mehrotra is a **Senior Director II** at **QuantumScape**, leading a team of over 50 scientists and engineers in developing next-generation solid-state battery technology. With more than **12 years of R&D experience** in Li-metal and Li-ion batteries, Amal has extensive expertise in handling multi-dimensional projects with short turnaround cycles. Previously, he worked as a **Postdoctoral Research Associate** at Berkeley Lab

Compose Email

Templates ▾

 Rewrite

 Preview / Send

Tailor to Project:

 Innovative Lithium-Stuffed Garnet C... ▾

 Add Links ▾

Amal Mehrotra 

Reveal Email

FirstIgnite Looking to Partner with QuantumScape

T  |  

Hi Amal,

I'm Alexa Bruttell, reaching out on behalf of FirstIgnite. Our university team would like to speak with QuantumScape about our innovative technology, Lithium-Stuffed Garnets for Solid State Batteries. We believe it could be a great fit for your company.

Our technology aligns with your focus on solid-state lithium-metal batteries, and we think it could support your work on solid electrolytes and lithium-metal anodes. Additionally, our research into innovative methods for creating and using these materials and new sintering techniques for solid-state energy storage devices matches your interest in novel electrochemical devices and preparing dense thin membranes of ionically conducting materials.

I came across your profile on LinkedIn and saw that you're the Senior Director II, Solid State Batteries at QuantumScape. I thought you'd be the right person to speak with about this opportunity. Would you be interested in speaking with our team about how

☒ Include Email Signature

[Manage Signature](#)



Universities who implement AI to drive industry partnerships are being rewarded with revenue.

National Laboratory Outcome After Using **FirstIgnite's AI Software** for One Year

- Reduced time to create marketing material by 70%
- 350% increase in email outreach
- 3x the number of licensing agreements

Washington University in St. Louis Outcome After Using **FirstIgnite's AI Software**

- Secured largest-ever \$26M grant by identifying key industry partners.
- Recruited 16 advisory board members
- Elevated decarbonization research leadership.

We offer more than software. We help you establish a program that is built for success.

Your Success Is Our Success

At FirstIgnite, your goals are our top priority. We're committed to ensuring you maximize the value of our platform to achieve your research, innovation, and business development objectives.

Dedicated Customer Success Team

Our team is here to provide personalized support, ensuring a seamless experience from onboarding to ongoing use.

Proactive Engagement

We regularly check in to understand your evolving needs, share insights, and provide tailored solutions.

Comprehensive Training and Resources

Gain access to live training sessions, tutorials, and best practices to empower your team to leverage our platform effectively.

Results-Driven Approach

From identifying new industry partners to optimizing your outreach campaigns, we focus on delivering measurable outcomes that align with your goals.

Always Available

Whether it's a question, a challenge, or new opportunities to explore, we're just a call or email away.

Partner with us to drive innovation, accelerate partnerships, and achieve the outcomes that matter most to you. Your success is our mission.



Thank you.

