



**Accelerating innovation to market**  
for University-originated software ideas & solutions

# Ideas.

Great **ideas** are the seed of **innovation** and **value**.



# Universities.

Our universities generate **software** ideas and **innovations**.



# Universities.

But, they're not structured to **commercialize** or **go-to-market**.



Government research grants to **Utah** universities. **Annually.**



# Challenges.

Most Inventors **don't want** to be **Founders**.



# Challenges.

Development **funding** is absent or restricted.



# Challenges.

Product-market **assessment** is missing or limited.





# Challenges.

Product **development** is mostly non-existent.



# Challenges.

And, **tech transfer offices** need better solutions.

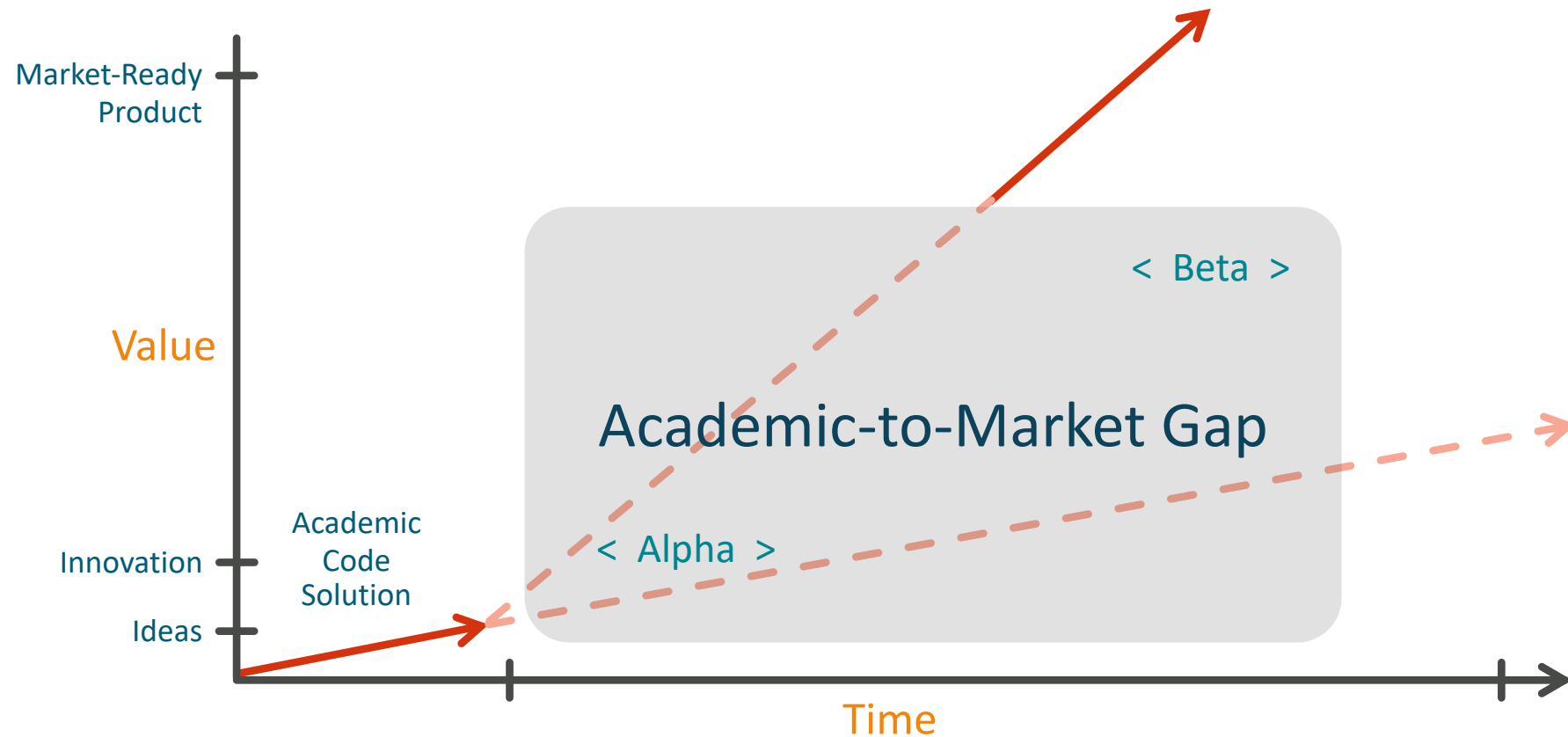


# Thesis.

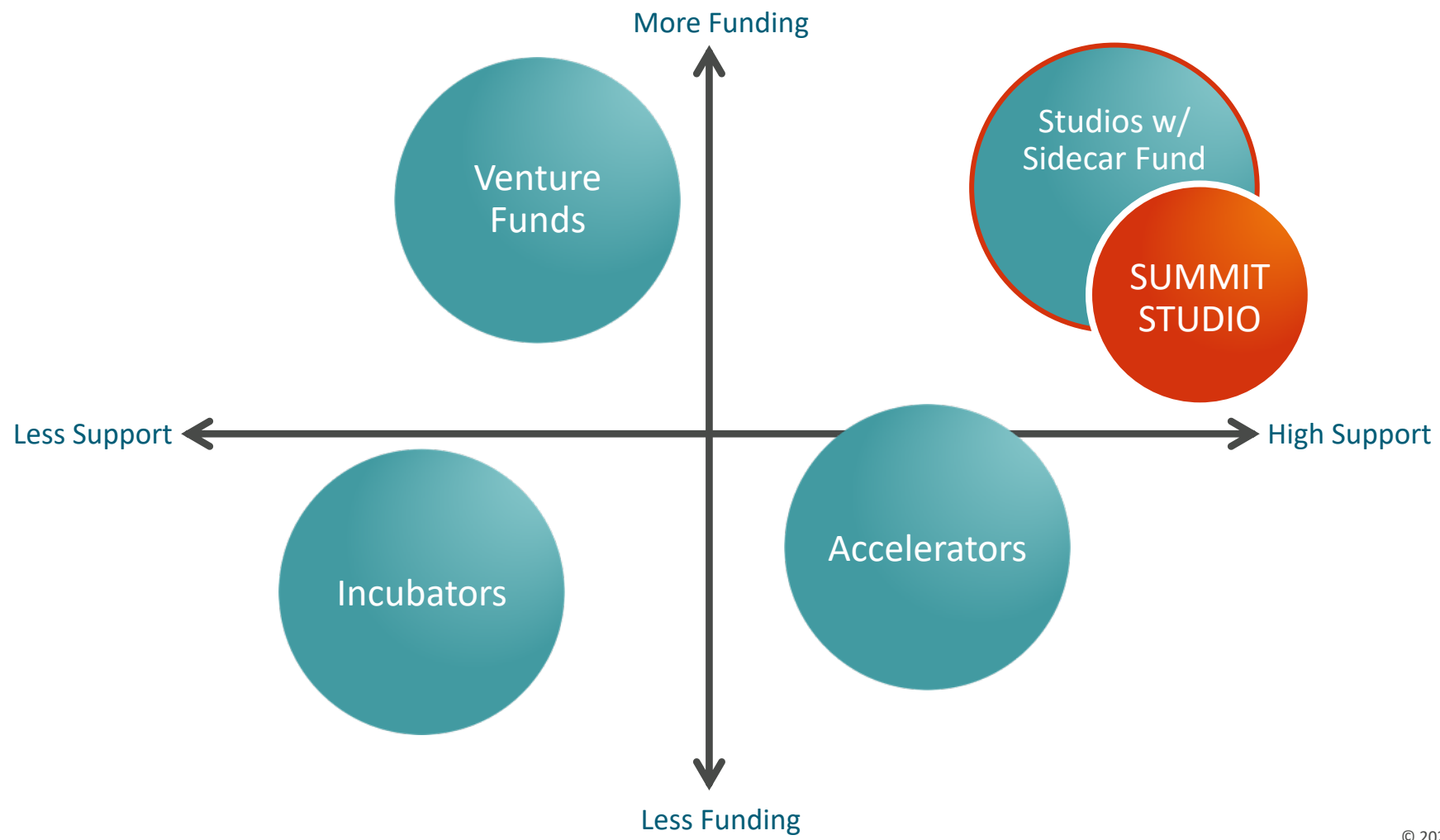
More, Unique Deal-Flow.  
Accelerated Time-to-Market.  
Better ROI.

# Solution: Summit Venture Studio

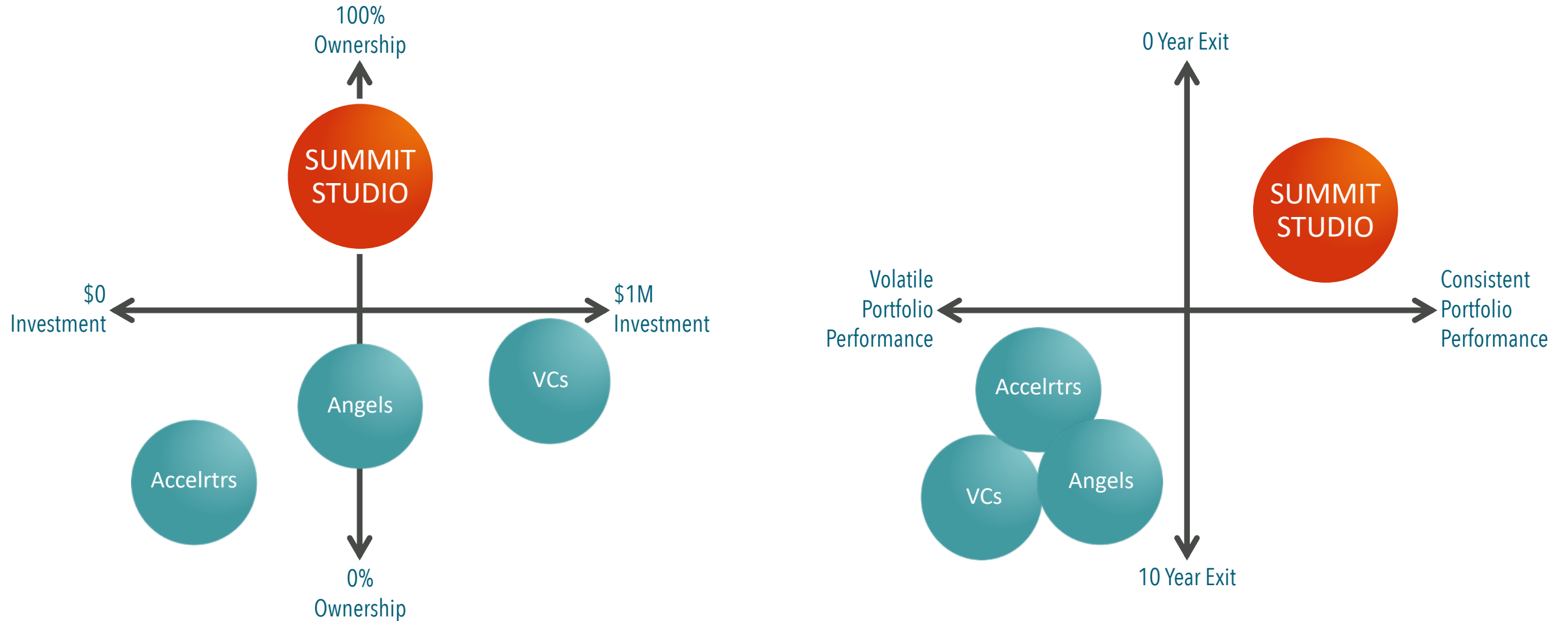
Increase the Slope. Bridge the Gap.



# Venture Studios: How are They Different?



# Venture Studio Competitive Landscape





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# Deal Flow

- 6 Utah universities in initial scope:  
**400+ ideas**  
**Annually**
- **20 to 150** additional university partners targeted
- University capital equipment and IS/IT department **innovations**
- No other competing, **repeatable** deal flow sourcing
- Studio will have **proprietary** deal flow at universities



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# Verticals

- Data Science, Informatics, and Process Automation
- Software, Hardware/ Device Integration
- Data Integrity, Management and Governance
- Wireless, Communications and Internet of Things
- Education and Learning Technology



# Venture Studio Process and Execution

## Discover.

- Innovator outreach
- Disclosure discovery
- Market assessment
- Technology assessment
- Disclosure knowledgebase

Discovery + Cultivation

## Develop.

- Functionality enhancement
- Application development
- Interface design + branding
- Prototyping + market testing
- Studio shared services

Development + Curation

## Distribute.

- Software marketplace
- Accelerators + incubators
- Institutions + agencies
- Corporate partnerships
- In-house spin-off exits

Distribution + Commercialization

A man in a dark suit and glasses is shown in profile, looking intently at a laptop. The laptop screen displays a dashboard with various business charts, including a pie chart, a bar chart, and a line graph. The background is softly blurred, showing a bright light source, possibly a window, creating a warm, professional atmosphere.

# “MoneyBall”

Commercializing **features** and **products** will accelerate the **big exits**.

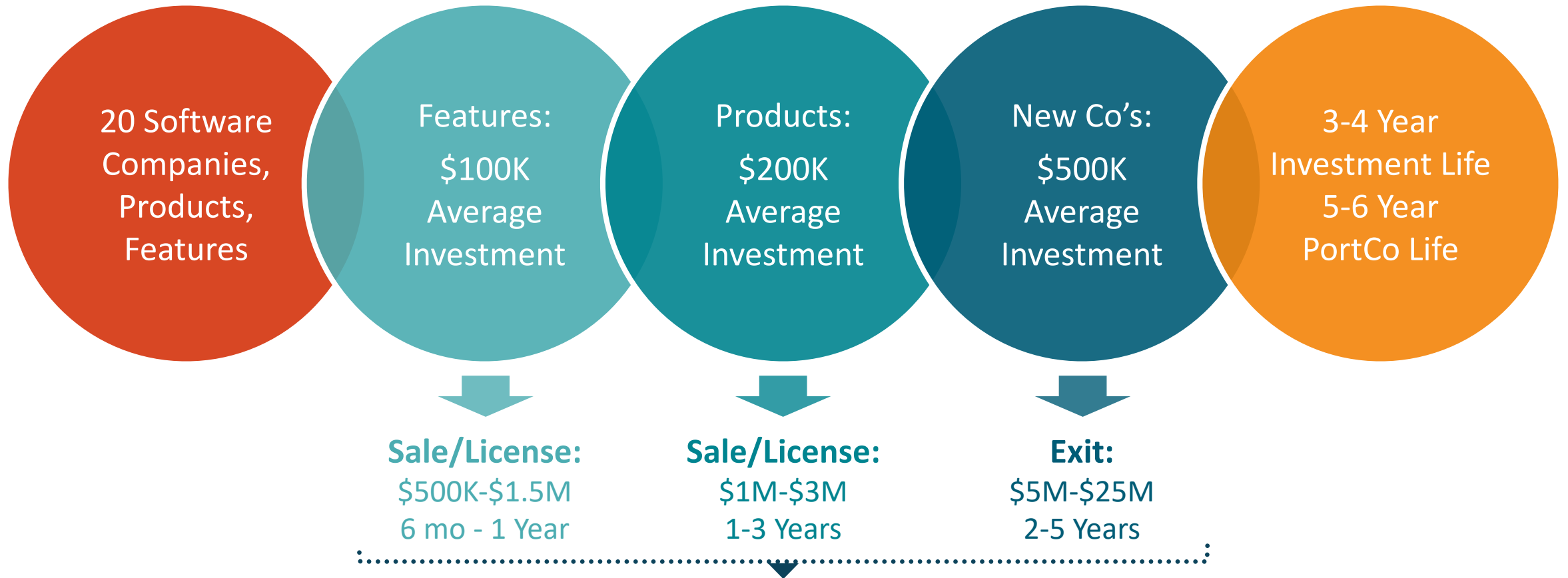


VENTURE STUDIO

# Differentiation.

- Proprietary Deal-Flow
- 3X Ownership
- 4 Year Investment Period
- Competitive Returns
- Features, Products & NewCo's

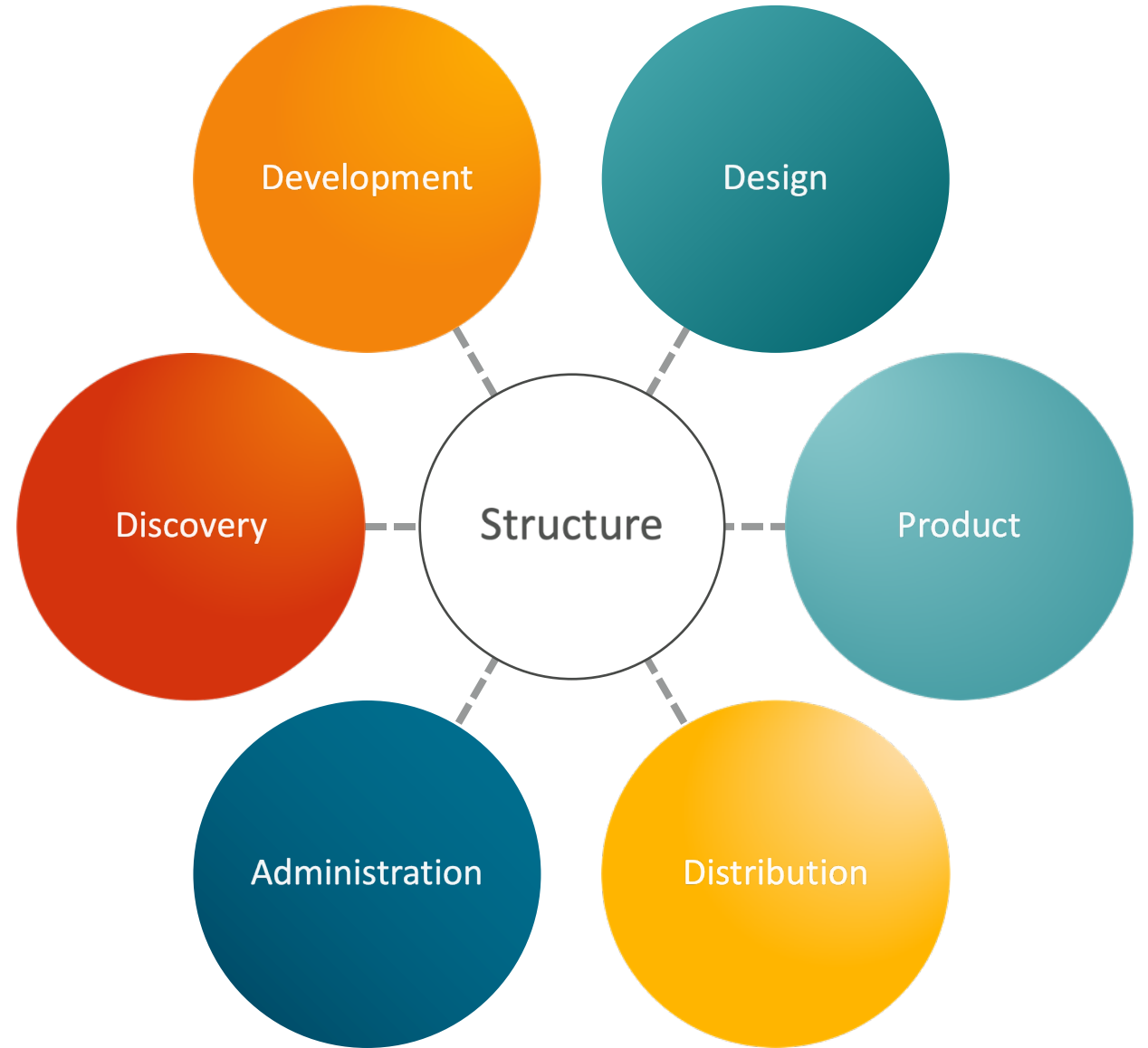
# Venture Studio Investment Strategy



Potential exits & distributions across range of investments

# Studio Operations

Built to expedite  
time-to-market.



# Ownership Structure

Designed to Perform.



C-Corp for Studio investments

LLC for Studio management company

Investors

Institutional partners

Management



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**Join Us.**

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# Studio Management Veteran Team

Taylor  
Bench

- Business, 15+ years
- Start-up founder
- University tech transfer
- Investment management
- Business model generation

Peter  
Djokovich

- Technology, 35+ years
- Start-up founder
- Analytics/Fintech/CRM B2B/B2C software innovator
- Operations/GTM/ Distribution expert
- 30y managing tech dev

Danila  
De Granda

- Product/brand design, 30+ years
- Start-up founder
- Multiple GTM design team management
- Large/small/public/private experience
- Software architect/application design

Product  
Manager

- Product development, 15+ years
- Start-up founder
- Manage multiple development teams
- Large/small company experience
- Software architect/application developer

Market  
Manager

- Market management, 15+ years
- Start-up founder
- Business model generation
- Product-market fit
- Relationship development

Chris  
Broquist

- Finance/admin, 35+ years
- Start-up founder
- CFO public/private
- Start-up to corporate
- Business process automation





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# Case Studies

- CRM/HR Management
- Hardware Calibration Automation
- STEM Students LMS
- Microscope Software
- ID Cells



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# In Our Pipeline

- Genetic Analysis Automation
- Clinical Trial Consent Management
- Nursing School Development Platform
- Disease Management Network
- Next-Gen Testing/Eval Platform