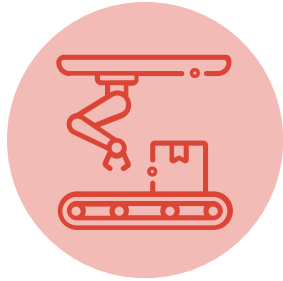




Connecting high-potential founders to a powerful network of advisors, sector expertise, non-dilutive funding, and sources of capital.

Developed by JumpStart Inc. and its partners, startups receive targeted support from ideation through traction. Backed by the Ohio Third Frontier, we help founders build scalable, venture-backable companies and strengthen Ohio's innovation ecosystem.

SUPPORT AT EVERY STAGE OF THE JOURNEY



CENTERS of EXCELLENCE Advanced Manufacturing

The Advanced Materials Center of Excellence offers comprehensive support for startups developing next-generation materials technologies.

IDEATION : Exploring & Shaping an Idea

Cleveland Water Alliance Entrepreneurial Mentorship

Early-stage water innovators are assisted with assessing their value proposition and core technical innovation, ensuring that they are building a solution that is feasible and matched to a concrete market need.

GLIDE Business Development

Advanced manufacturing startups are provided with customized business development services, including strategic planning, market analysis, and proof of concept support.

Lakeland Community College Facilities

Extensive prototyping facilities, with equipment ranging from 3D printers and CNC machines to foundry and ceramics tools are available.

YBI Early Stage Support

Guidance is provided on securing SBIR/STTR funding specialized for DoD-related manufacturing opportunities, workshops on government funding, and commercialization, customer discovery and market research tools.

YBI Shark Tank

A pitch event for early-stage startups from ideation through Pre-Seed/Seed+, offering up to \$50K in non-dilutive funding. The program helps founders strengthen their pitch materials, gain exposure through marketing and press, and connect with investors and potential customers.

VALIDATION : Proving the Concept

Cleveland Water Alliance Water Accelerator Testbed

Technical infrastructure, legal support, and industry connections to prototype, test, and demonstrate water technologies at TRL 5-9, is available to bridge the gap from lab to market through benchmarking and direct end-user collaboration.

Cleveland Water Alliance Open Innovation Challenges

A structured innovation competition to tackle water tech market gaps. This includes partnering with industry leaders to define a specific challenge and test/validate relevant TRL 2-5 solutions, culminating in prize packages awarded together with industry end users.

GLIDE Facilities

4,000 sq. ft. of customizable office space, 2,700 sq. ft. of lab space, and the 5,000 sq. ft. Fab Lab for prototyping, design, and testing is available to access. These facilities support product

development and connect startups with a talent pipeline aligned to advanced manufacturing workforce needs.

International YBI

Founders receive support with legal, housing, banking, and warm introductions to marquee customers to help establish and grow their businesses locally.

Lakeland Community College Facilities

Specialized facilities for validating mechanical and electrical prototypes, including electronics labs, quality and CMM testing equipment, Fero-Arm for precision measurement and tensile testing equipment are available. These resources support complex validation needs for functionality, quality, performance, and testing.

YBI Facilities

The 200,000 sq. ft. of advanced manufacturing space is equipped with state-of-the-art 3D printers, scanning, and prototyping systems. Startups can access rapid prototyping, tooling

production, and a wide range of additive manufacturing technologies – including polymer, fiber-reinforced, metal, and our X-Jet ceramic printing.

YBI Internship Program

Advanced manufacturing startups are connected with interns to provide low- or no-cost business and development support, helping companies scale faster while offering students valuable real-world experience.

YBI Validation and Funding Assistance

Founders receive help to define product concepts, validate technical and financial feasibility, and identify target markets via partnerships with AM specialized lead gen firms. This can include support developing prototypes with in-house engineering, testing, and data collection, along with sales strategy, financial projections, and mitigation plans.

Includes these additional programs from Ideation stage:

GLIDE Business Development, YBI Early-Stage Support, YBI Shark Tank

TRACTION : Early Customers & Measurable Momentum

Cleveland Water Alliance Growth Services

Office space, product development, legal support services, manufacturing and supply chain partnerships, business advising, Federal grants, and other resources are available to help accelerate path to market.

GLIDE Growth Services

Connections to supply chains and regional business networks helps to accelerate commercialization and job creation via access to critical resources for growth and scale. GLIDE also provides support for business planning, presentations, marketing, sales, IP protection, and connections to early-stage funding.

YBI Growth Services

Startups can benefit from warm introductions to investors, access to Crunchbase, and curated networking events designed to address funding needs and build strategic relationships. YBI also facilitates introductions to marquee customers to support lead generation, customer acquisition, and recurring revenue.

Includes these additional programs from Validation stage:

Cleveland Water Alliance Water Accelerator Testbed, GLIDE Facilities, International YBI, Lakeland Community College Facilities, YBI Facilities, YBI Internship Program, YBI Validation and Funding Assistance

PRE-SEED TO SEED+ : Securing Early Funding to Scale

Cleveland Water Alliance Customer Connections

Water tech innovators can gain exposure to potential collaborators and clients through:

- **Pilot Partner Circular**
A quarterly newsletter sharing a blinded selection of CWA's portfolio with utility, government, and private sector end users

- **Lending Library**
A repository of tech that can be loaned to end users to trial

- **Innovator Webinars**
A virtual series highlighting tech to potential customers

Includes these additional programs from Validation and Traction stages:

GLIDE Facilities, GLIDE Growth Services, Lakeland Community College Facilities, International YBI, YBI Facilities, YBI Growth Services, YBI Internship Program

SERIES A : Accelerating Growth with Investment

Cleveland Water Alliance Export Support

CWA has been on the US Department of Commerce's Environmental Technology Trade Advisory Committee (ETTAC) for nearly a decade, providing unique access to US Government export programs including financing, trade missions, market insights, and specific trade leads. Partnerships with international water tech hubs in Europe and Asia further amplify this support capacity.

Cleveland Water Alliance Corporate Partnerships

CWA's network of corporate leaders can be leveraged to identify relevant licensing, M&A, manufacturing, and other partnerships to amplify founders' capacity to deliver their water tech products at scale.

Includes these additional programs from Validation and Traction stages:

GLIDE Facilities, GLIDE Growth Services, Lakeland Community College Facilities, YBI Growth Services

SPECIALIZED PARTNERS



SHARED SERVICE PARTNERS



Bounce supports capital readiness through the Northeast Ohio Student Venture Fund and offers hands-on workshops designed for founders who are looking to expand their skills and knowledge to scale their businesses effectively, these interactive and hands-on workshops allow founders to engage with subject matter experts and are held the first and third Wednesdays of each month.



MAGNET supports hard tech startups with tailored resources for manufactured products, including prototyping, engineering expertise, operations assistance, and early-stage funding connections. MAGNET also runs Mspire, an annual manufacturing pitch competition for support services, and the Advanced Manufacturing Fund, an early-stage investment fund.



The Ohio Aerospace Institute (OAI), an affiliate of Parallax Advanced Research, provides guidance to founders applying to the Ohio Third Frontier's Technology Validation and Startup Fund (TVSF) and federal SBIR/STTR grants, specializing in working closely with deep tech startups to navigate key steps in the commercialization process.



UARF introduces the Business Model Canvas through Starting Line, its five-step, self-directed pre-accelerator program. For teams seeking to further validate ideas and better understand customer needs, UARF offers the NSF-funded I-Corps Program and Advanced Customer Discovery, which are six-week, online programs. UARF's i-Pitch competition runs three times annually, providing recent I-Corps graduates the opportunity to pitch and compete for funding.