RIoT Accelerator Program

Business Owners & Entrepreneurs:
APPLY NOW at RIoT.org to join the RAP XIII Cohort
Deadline to Apply: July 29th, 5pm ET

Join RAP to learn, collaborate, and bring new products to market.
The program gives startups access to high quality business and technical resources and a hands-on mentorship network.

- Intensive 12-week program (September 28th - December 15th)
- Located @ Virginia Smart Community Testbed | Stafford, VA
- Work alongside a cohort of fellow startup founders
- No cost, no equity taken
- Industry agnostic; Open to all types of businesses or new startups
- Weekly workshops & mentoring sessions (~8 hr/wk on-site)
- Access to 100+ Mentors & Corporate Partners
- Access to shared office space and prototyping equipment
- Complimentary one year Groundbreaker Sponsorship

"It's obvious that the RAP curriculum is thoughtfully laid out and then executed by experts who truly care about accelerating your business. Every step of the way the programming aligned with my business' needs and helped to push us forward.
RAP created accountability and momentum that would be hard, if not impossible, to generate independently which has continued to grow post-program."
- Michael Bender, Founder & CEO, Intake

Please reach out to Virginia Program Lead
Jennifer Morgan (jennifer@riot.org) with any questions

RIoT Accelerator Program

Corporate Innovation Case Studies

Corporate companies leverage RAP to further develop and vet the viability of internal innovation projects. Corporate innovation teams benefit from a creative environment outside of their corporate structure, where they work alongside diverse entrepreneurs and connect with a deep ecosystem of partners and mentors. The RAP curriculum infuses a startup mindset and foundational education that gives a fresh perspective and process, empowering corporates to truly think and act like startups.

SecurEdge Networks | NC-based Wifi As A Service Company

SecurEdge leveraged RAP to develop their first hardware product offering-- a on-network sensor that monitors wifi performance and mitigates issues in real time. Their existing customer base consisted of universities and hospital systems, and the performance sensor was a logical solution to upsell current clients for increased wifi performance and reliability. Through the 12-week program, SecurEdge conducted customer discovery and developed the new technology. Within weeks of the program conclusion, they achieved 80% customer adoption of the wifi performance sensor.

Schaeffler Group | Multinational Manufacturer of Bearings

Schaeffler, a traditional manufacturing company, came to RIoT to explore a concept for a new software offering. They identified an internal need to better track parts through their manufacturing processes to create increased operational efficiencies and intelligence. Through the program they developed out the asset tracking technology stack, designed an internal pilot of the solution, and explored how they might package the offering as not only an internal solution, but an opportunity to create a new market for Schaeffler.

RIoT Accelerator Program

Startups thrive when they are connected into the global Data Economy, with seamless access to business and technology partners, foundational education, and deep one-on-one mentoring.

The RIoT Ecosystem does just that. Startups get tailored advising through the equity-free RIoT Accelerator Program, access to subject matter experts through RIoT's industry consortium of 90+ partners, and connections to technology resources through the Wireless Research Center.

RIoT Ecosystem at a Glance

RIoT engages corporate sponsors, entrepreneurs, and governments to help them pursue new business opportunities in emerging technologies through networking, educational programs, and commercialization centers.

90+	Sponsors	**11k+**	Members engaged in RIoT activities
3k+	Companies at RIoT events across the US	**70+**	Events Held in 2021
800+	Jobs created by RIoT-engaged startups	**$392M**	Raised by RIoT-engaged startups
6	Chapters in RTP, Charlotte, Atlanta, Virginia, Colorado, Wilson	**4**	Commercialization centers in Wake Forest, Raleigh, Wilson, Stafford

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Technology Entrepreneurs join RAP to learn, collaborate, and bring new products to market. The program gives startups access to high quality business and technical resources and a hands-on mentorship.

- Intensive 12-week program
- Weekly educational workshops & 1:1 mentoring sessions (~8 hr/wk on-site)
- Work alongside a cohort of fellow startup founders
- No cost, no equity taken
- Industry agnostic; Open to all types of businesses or new startups
- Access to 100+ Mentors & Corporate Partners
- Access to shared office space and prototyping equipment

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Outcomes for startups through the RIoT Accelerator Program:

+ Refine the problem they're solving through deeper customer discovery
+ Validate their business model and devise a go to market strategy
+ Connect with technology experts or partners to development a technical roadmap beyond prototype
+ Secure pilot partnerships or early customers
+ Gain a deeper understanding of their sales process
+ Refine their messaging and pitch abilities to position them for scaling sales or pursuing funding
+ Grow a professional network of resources and potential partners

Shyftauto | Car Maintenance Efficiency
+ Secured first 21 customers during RAP
+ Team has grown to 12 employees
+ Expanding their suite of technology solutions

Green Stream | Environmental Monitoring
+ Prototyped next version of flood sensors
+ Secured contract with state of NC to deploy sensors statewide
+ Served as first technology use case for Smart City Data Sharing project amongst NC local governments
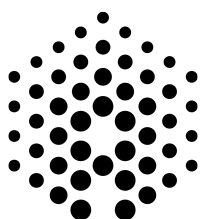
Intake | Medical Device
+ Won SBIR Phase I & II grants to develop and commercialize an in-toilet health metrics sensor
+ Completed clinical trials, then pilot programs with the NFL and NBA to monitor dehydration in athletes

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RIoT Accelerator Program

Make a **Splash** with RIoT Sponsorship

Backing the RIoT Accelerator Program positions your organization as an active supporter of innovation and cutting edge technologies. Sponsors gain:

+ **Brand recognition** - Highlight your support of tomorrow's innovators.

+ **Technology adoption by startups** - If you have a technology platform, and expertise to share, founders build your tech into their business early– and often grow to be loyal customers.

+ **Access to talent** - Creative, entrepreneurial minds will sometimes pivot to pursue new opportunities. Building strong relationships now leads to capturing talent down the road in cases where entrepreneurial journeys don't pan out.

+ **Join the Global Data Economy Ecosystem** - Benefit from an established RIoT network of 90+ partners to connect, learn, and pursue new business together in emerging technologies and markets.

Be the Champion - Help people to pursue entrepreneurship with greater likelihood of success. Corporate support enables entrepreneurs to access free resources to grow new businesses.

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