

# WICHITA TECHNOLOGY

VENTURES

 <p>October 1996</p>	 <p>December 1996</p>	 <p>Serving Customer Needs Through Advanced Chemistry</p> <p>December 1999</p>
 <p>January 2001</p>	 <p>June 2001</p>	 <p>September 2001</p>
 <p>January 2002</p>	 <p>May 2002</p>	 <p>August 2002</p>
 <p>August 2002</p>	 <p>August 2002</p>	 <p>April 2005</p>
 <p>January 2006</p>	 <p>June 2006</p>	 <p>October 2006</p>
 <p>August 2007</p>	 <p>October 2009</p>	 <p>July 2008</p>

# WICHITA TECHNOLOGY

CORPORATION



## Fostering Technology Advancement, Transfer and Commercialization in Kansas

7829 E. Rockhill Road, Suite #307  
Wichita, KS 67206  
Phone: (316) 651-5900  
Fax: (866) 810-6671  
[wtc@wichitatechnology.com](mailto:wtc@wichitatechnology.com)  
[www.wichitatechnology.com](http://www.wichitatechnology.com)

## What is WTC?

Wichita Technology Corporation (WTC) is a private commercialization corporation created in 1994 through a partnership between the Kansas Technology Enterprise Corporation (KTEC), the Wichita State University, and Wichita Area Development, Inc. to create and sustain a formal innovation network that will support technology advancement, transfer and commercialization in Kansas. This statewide technology network was created to leverage public resources with that of the private sector in order to maintain and facilitate business formation and growth by enhancing research & development activity, providing business assistance at critical phases of a technology start-up life cycle and providing access to capital.

### Business Assistance

WTC provides a variety of business services to inventors, entrepreneurs and early-stage technology businesses. These services fall into two categories, business assistance and access to capital. All consulting services are provided for a fee. This fee may consist of an equity position in the company, a royalty on future sales, a cash fee or any combination of the three, based on scope of services performed and potential of the business venture. The team at WTC strives to remain flexible in the delivery and types of services provided to remain competitive and to ensure that the clients of WTC can obtain category dominance. Providing services and taking ownership allows WTC to become a partner with the entrepreneur.

Following is a list of the most common business assistance services provided by WTC:

- Business Plan Consulting
- Market Research
- Competitor Analysis
- Sales and Marketing Strategy Development
- Business Model Development
- Business Valuation
- General Management, Operations and Accounting Assistance
- Public Relations and Promotion
- Patent and Trademark Assistance
- Assistance in Locating and Accessing Debt and Equity Financing

## Access to Capital

**Wichita Technology Ventures, LLC**, founded in 1994, is a seed and early-stage venture capital fund managed by WTC and funded by the Kansas Technology Enterprise Corporation (KTEC) and Wichita Area Development. WTV is looking for opportunities in early-stage high-growth businesses. WTV's investment decisions are driven by return on investment criteria and in optimizing opportunities to invest in high growth technologies with entrepreneurs located primarily in Kansas. [For more information, visit www.wichitatechnology.com](http://www.wichitatechnology.com).

**Midwest Venture Alliance (MVA)** is a membership organization of accredited private investors committed to investing in high-growth seed and early-stage technology companies in Kansas. Members share their knowledge and expertise during the investment-selection process and with the companies that are funded and supported by the Alliance. [For more information, visit www.midwestventure.com](http://www.midwestventure.com).

**Great Plains Capital Conference** brings together the region's leading venture capitalists, investors, bankers, accounting and legal professionals for presentations by ten emerging businesses seeking funding. [Visit the GPCC website at www.greatplainscc.com](http://www.greatplainscc.com).

### From the President

"The Wichita Technology Corporation is in the business of helping *build* technology-based companies. We are not only looking for new technologies or innovative products, but are also looking for entrepreneurs with the necessary dedication and commitment needed for success. Because WTC takes a small equity position in its client companies, a true partnership with the entrepreneur is created. In this way, both WTC and the entrepreneur share in the success of the company. Though building a successful company is by no means an easy task, a partnership with WTC can help the entrepreneur avoid the many pitfalls faced by early stage firms."

**Patricia L. Brasted** is president of WTC and has over twenty years experience in finance and management consulting. Her background includes public accounting, audit and tax, as well as business valuation and seed fund management. She is a CPA with an accounting degree from Wichita State University and an MBA from Baker University.