Round 1 - Small Inst

Pain - Staffing, Funding, Admin Support, Smaller Research Prog, Infrastructure, Sustainability, Services, Expertise
Round 2 - SIC

Pain Points -

- Staffing
- Size
- Expertise / Diversity
- Seed funding, for prototyping, funding
- Fear
- Unknown resources, need

Competition

Sustainability

Find the opportunities
ROUND 3 - SIC

PAIN POINTS -

STAFFING

UNUSED RESOURCES
UNDERUTILIZED

FUNDING RESOURCES

TRAINING
KEEPING UP W/TECH

- FUNDING WORKSHOPS