

STAGE 2: FREQUENTLY ASKED QUESTIONS (FAQ)

This FAQ provides an overview of the UC San Diego MedTech Accelerator (MTA), with specific focus on Stage 2 of the program.

GENERAL OVERVIEW: What is the UC San Diego MedTech Accelerator?

The UC San Diego MedTech Accelerator (MTA) is a founder-focused commercialization program operated by the Institute for the Global Entrepreneur (IGE) within the UC San Diego Jacobs School of Engineering. The program is designed to help founders translate medical and deep technology innovations—such as medical devices, diagnostics, digital health tools, and enabling technologies—into viable startup companies.

The MTA emphasizes customer discovery, market validation, business model development, regulatory and reimbursement awareness, and investor readiness. The program is not a class; it is an accelerator built for teams actively working to bring an innovation to market.

MEDTECH ACCELERATOR – STAGE 2

What is Stage 2 of the MedTech Accelerator?

Stage 2 is an advanced, milestone-driven commercialization pathway for teams that have demonstrated meaningful progress, traction, and readiness for deeper, more targeted support. It is designed for ventures moving beyond early validation and preparing for strategic partnerships, pilots, fundraising, or clinical translation.

Q1: How do teams enter Stage 2?

There is no formal application for Stage 2. Participation is **by invitation only**.

Teams may be considered for Stage 2 through:

- **Successful completion of MTA Stage 1**, which may result in an invitation to pitch for Stage 2 consideration
- **Later-stage teams** that have not participated in Stage 1 may inquire with the MTA team to explore potential pathways into Stage 2, subject to readiness and strategic fit

Final eligibility and invitations are determined by the MTA Program Manager/Director and Executive Committee based on:

- Team readiness and leadership capacity
- Market validation and customer traction
- Execution capability and technical progress
- Commercial viability and investment potential

Q2: What type of support is offered in Stage 2?

Stage 2 support is **highly customized** and aligned to each team's specific needs and milestones.

Support may include:

- Executive-level, domain-specific mentorship
- Investor readiness and fundraising strategy
- Strategic partner, clinical, and industry introductions
- Pilot development or clinical pathway exploration
- Access to curated regulatory, industry, and investment networks

Unlike cohort-based programs, Stage 2 engagement is flexible and outcome-oriented.

Q3: How long does Stage 2 last?

Stage 2 does not follow a fixed timeline. Duration is determined by **defined milestones and progress**, rather than calendar dates. Engagement length varies by team and is structured around achieving specific commercialization, clinical, or investment objectives. Generally we budget for one year of program support.

Q4: What level of commitment is expected?

Stage 2 is designed for highly engaged founder teams. Participants should expect:

- Consistent and proactive engagement
- Active participation in mentorship and strategy sessions
- Continued customer discovery and market validation
- Accountability to agreed-upon milestones and deliverables

The value of Stage 2 depends heavily on founder commitment and execution.

PROGRAM COST & EQUITY

What is the cost to participate in the UC San Diego MedTech Accelerator?

There is no cost to participate. The MedTech Accelerator is supported by IGE and the UC San Diego Jacobs School of Engineering as a no-fee, no-equity program designed to advance UC San Diego-affiliated innovation. Participants are not charged tuition or program fees.

Does the MedTech Accelerator take equity in participating startups?

No. The UC San Diego MedTech Accelerator does not take equity in participating companies. Unlike many accelerators, the MTA is intentionally structured to remove financial and ownership barriers so founders can focus on customer discovery, validation, and building mission-driven companies.

FINAL NOTES

Stage 2 of the UC San Diego MedTech Accelerator is a selective, high-touch commercialization program for teams serious about translating innovation into real-world healthcare impact. Progression is determined by readiness and execution—not by application volume or academic interest.

For additional questions, please contact the MedTech Accelerator team at the Institute for the Global Entrepreneur.