

New Models for Licensing University Innovations



APIO
DISCOVERY TO COMMERCIALIZATION
INNOVATION TRANSFER EXPERTS

Agenda

Licensing

University – Industry Collaborations

Entrepreneurship

Case Study

Licensing

Co-Marketing

- Purdue University-Hanyang University (South Korea)

Royalty Free Licensing

- University of Minnesota

Instant Access Licensing

- University of Glasgow
- University of North Carolina
- South African universities
- Over 25 universities globally

Licensing

Technology Portals

- Oregon Health & Science University
- Many other portals are not effective

Gap Funding

- University of Utah
- Over 150 universities in the US

Technology Transfer Hubs

- France valorization organizations
- Chile

Licensing

Identify the need

Make transactions easy

Increase access/availability

De-risk the transaction

De-risk the technology



University – Industry Collaborations

Celgene, John Hopkins University, University of Pennsylvania, Columbia University, Mt. Sinai University

- Focus on cancer and inflammatory disease
- Ten years
- \$12.5m to each institution for option
- *“The active and coordinated engagement, creative thinking and unique perspectives and expertise of each institution have made this collaboration a reality. Our shared vision and unified approach to biomedical research, discovery and development, combined with Celgene’s vast research, development and global commercial expertise, will enable us to accelerate the development and delivery of next-generation cancer therapies to patients worldwide.”*

University – Industry Collaborations

Free Innovation Support by University of Derby, Nottingham Trent University, University of Nottingham

- \$29m to enable innovation
- 2000 local SMEs
- Boost investment in research
- Mentoring
- *“This is a really exciting opportunity to meet with new businesses and support their ideas for innovation. It is our hope and intention that many of these companies will start an ongoing relationship with the university that could provide interesting opportunities for knowledge exchange, graduate employment and experiential teaching and learning while also supporting local economic growth.” – Mike Carr, Pro vice chancellor, Nottingham Trent University*

University – Industry Collaborations

Glaxo SmithKline – Avalon Venture - Discovery Partnerships with Academia

- Co-investment
- University innovations fast transition in to startups
- Quick shutdown of startups
- Development expertise and clinical expertise
- Management
- Incubate (COI Pharmaceuticals)
- Milestones
- Acquisition by GSK

University – Industry Collaborations

University of Kansas – Bionovus

University of Pennsylvania – Dimension Therapeutics

Wistar Institute – Inovio

University – Industry Collaborations

Recognition of different expertise

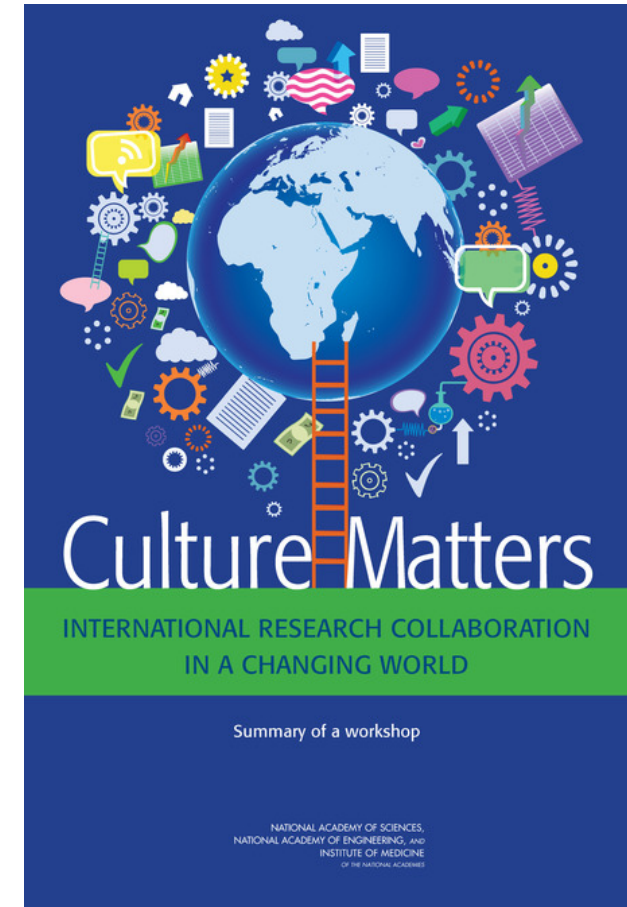
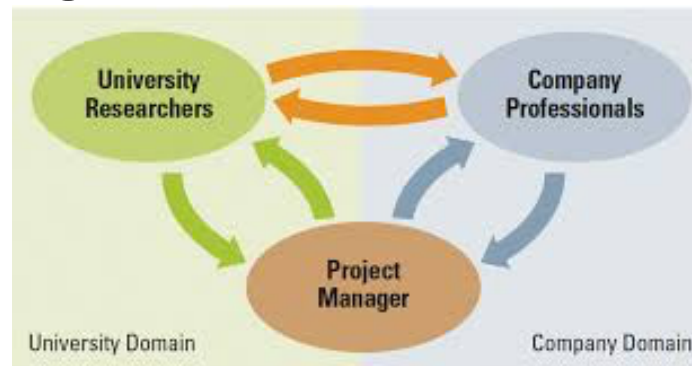
Increasing competitive environment for grant funding

Mutual benefit

Begin with research to lead to commercialization

Accelerate development

Technology transfer – sponsored programs



Entrepreneurship

Virginia Commonwealth University

- Pre accelerator program
- 16 student teams
- \$5,000 stipend
- Three month intensive program

Oregon Health & Science University

- Springboard Program
- \$5,000 to \$10,000
- Matching and mentoring
- Knowledge acquisition
- 5 years, \$120,000, \$29m in grant funding and equity investment

Entrepreneurship

University of Arizona

- Tech Launch Arizona
- Pre license assistance
- Mentoring
- Angel networks

Cornell University

- Runway Program
- Target post doctoral fellows
- View as investment
- \$150,000, 5% equity

Entrepreneurship

Purdue University

- Partnership with consulting company
- Funnel leadership and management to startup companies

University of Delaware

- Spin in program
- Student teams
- Local businesses

Entrepreneurship

University of Illinois

- Bachelor's degree in entrepreneurship
- Dual degree
- Engineering, computer science, physics
- Other disciplines
- 25-30 students per year
- Several universities in Europe offer this already

Iowa State University

- Agricultural technology accelerator
- Managed by investors
- Faculty and students

Entrepreneurship

Increasing focus

Infrastructure

Mentoring

Management

Capital



A graphic titled "THE UNIVERSITY ENTREPRENEURSHIP REPORT". It includes a graduation cap icon and text stating: "Do certain universities graduate more entrepreneurs than others? A recent report reveals this may be the case. Take a look at which universities' graduates receive the most funding and put in the most deals." Below this, it lists six universities: Stanford University, Harvard University, University of California - Berkeley, NYU, University of Pennsylvania, and MIT. It also displays statistics: "\$12.6 BILLION" in green, "559 DEALS" in blue, and a yellow box with "CAMBRIDGE UNIVERSITY entrepreneurs" in a handwritten font. At the bottom, it identifies the "23 University of Utah Lassonde Entrepreneur Institute, Salt Lake City" and mentions "Entrepreneur & The Princeton Review" and "2016 Top 25 Colleges for Entrepreneurship Graduate Programs".

Licensing Case Study

Oregon Health & Science University Technology Portal

- Determine the purpose
- Select the technologies
- Create the right agreement instruments
- Establish a pricing model
- Establish the administrative rules

Creating a Novel Program

Institutional Support

Institutional Drivers

Innovation Ecosystem

Faculty/Student Enthusiasm

Thank You

Arundeeep S. Pradhan, President
Apio, LLC

arundeeep@apiopartners.com

+1.503.335.6998 Office

+1.503.360.3723 Mobile