



*Regional Institutions for
Innovation Commercialization*

Linden Rhoads
Vice Provost—Technology Transfer
Executive Director—UW Center for Commercialization

*Conference on Regional Institutions for Innovation and Productivity
UW Economic Policy Research Center – April '10*

WHAT'S STANDING BETWEEN **RESEARCH** AND **IMPACT**?

*Technologies
can change
the world...*

BARRIERS

*...but only if they are
embraced by thousands
or millions of people.*

W CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

THE BIG VISION

*Comprehensive and seamless support
for entrepreneurial faculty*

CONFLICT OF
INTEREST
MGMT

ACADEMIC HR
APPROVAL

IP LANDSCAPE
MAPPING

CAPITAL
FORMATION

FREEDOM TO
RESEARCH
ANALYSIS

TEAM
FORMATION &
BUSINESS
PLANNING

W CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

PARTNERS ARE CORE TO THE VISION

WA has many resources to support the innovation economy



W CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

THE UW HAS SUBSTANTIAL **RESOURCES**

\$1B per year in research...

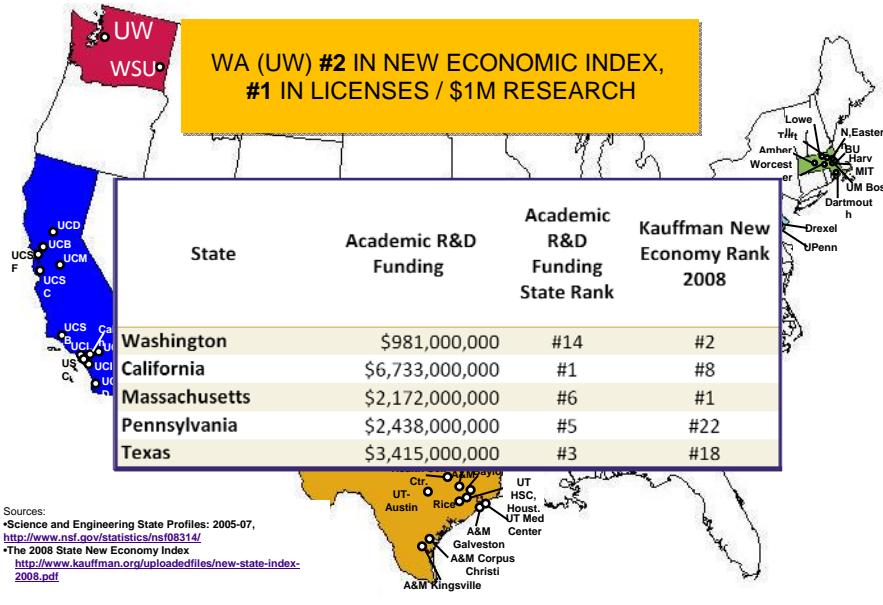
- Computer Science
- Engineering
- Medicine
- Chemistry
- Physics
- Biology
- Nursing
- Bio Informatics

...and commercialization support

Foster School & CIE
 School of Law
 UW C4C

W CENTER FOR COMMERCIALIZATION
 UNIVERSITY of WASHINGTON

HOW DO WE **COMPARE?**



BEST PRACTICES NATIONWIDE



Utah: Start-up support & bridge funding



Deshpande Center (MIT): culture



von Liebig Center & CONNECT (UCSD): entrepreneurship



QB3 (Bay Area): public/private life-science ecosystem



OUR MOMENTUM

ENTREPRENEURSHIP PROGRAMS

- Veteran Director with sector expertise
- Entrepreneurs-in-Residence
- Entrepreneurial Faculty Fellows

INCUBATORS

- MedTech Discovery Center
- Clean Tech Integration Center
- TechStars
- Accelerator

FUNDING

- SBIR application assistance
- Gap funds
- Bridge funds

INDUSTRY RELATIONS

- Industry Relations Task Force (IRTF)
- Industry Relations Officers
- Corporate affiliate programs
- Mentoring programs
- Sabbatical/leaves/internships
- Joint research endeavors



FUNDING: **COMMERCIALIZATION GAP FUND (CGF)**



\$50K FUNDING

ENTREPRENEURS IN RESIDENCE—EXPERTISE

MBA STUDENTS—MARKET RESEARCH

PATENT AGENTS—IP LANDSCAPE

BRIDGE FUNDING: **HOW DO WE COMPARE?**



University of Utah is currently managing **\$81M** in seed funds

A start-up could access **\$1M** based on milestones

Includes a student-run fund of \$18.5M

UW is currently managing **\$750K** per year in gap funds

A research team could access **\$50K** based on milestones

Coming up: raising an alumni fund

UW BRIDGE FUNDS



A COLLABORATION BETWEEN:

Foster School of Business

UW Law School

College of Engineering

UW C4C

UW Alumni

OUR GOAL: Increase the visibility and value of UW start-ups before they take private capital.

- **Orchestrate funding and services** with other UW organizations to provide resources in the most efficient manner.
- **Raise an alumni fund** with proceeds going to scholarship.
- Progress this year (6706-SL) on **state policies**.



CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

IMPLEMENTING THE BIG VISION

UW C4C
connecting and
extending the
resources for
developing our
innovation economy.

*The bold idea: a **Research Park***

ECONOMIC DEVELOPMENT ENTITIES

INCUBATOR SPACE FOR RESEARCHERS

OFFICES FOR INDUSTRY PARTNERS

RESOURCES FOR START-UPS (\$)



CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

Thank You

Linden Rhoads
Vice Provost—Technology Transfer
Executive Director—UW Center for Commercialization
depts.washington.edu/uwc4c lrhoads@uw.edu

W CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON