

# Fast Facts

## Overview of Goals and Operations

We measure our success by the number of relationships we help researchers develop, the innovation we see adopted by industry, and the financial support returned to University research projects.

### UW TechTransfer

### Digital Ventures

4311 11th Avenue NE Suite 500  
Seattle, WA 98105-4608

Campus Mail Only: Box 354990

Phone: 206-616-3451

Fax: 206-616-3322

ventures@u.washington.edu

<http://depts.washington.edu/ventures/>



UW TechTransfer Digital Ventures facilitates the distribution and adoption of University of Washington (UW) software, technology, and digital innovation as an extension of UW's teaching and research programs. Digital Ventures extends the University of Washington's ability to educate outside the classroom by transferring knowledge to industry and the greater public through the creation of long-term relationships based on the licensing of UW intellectual property. Most relationships begin as interactions between university and company research groups and these typically expand over time into a university-company relationship.

#### **PROJECT-CENTERED MANAGEMENT**

Digital Ventures' unique project-centered management system allows the university to incubate new research as an internal enterprise activity. The sustainable teaching relationships with outside groups help projects receive validation and revenue for their work. To do this, Digital Ventures assists UW research groups in forming projects early in the research development process to:

- Manage their intellectual property
- Create common rules and understanding among research participants regarding revenue and distribution of project materials

#### **LICENSING**

Digital Ventures licensing relationships include:

- Simple permission statements placed on software or digital media downloaded freely from the Internet
- Source-available, non-exclusive industry site licensing of software research tools, and
- Sole distribution rights granted to a start-up company or established non- or for-profit organization

#### **REPRESENTATIVE RELATIONSHIPS**

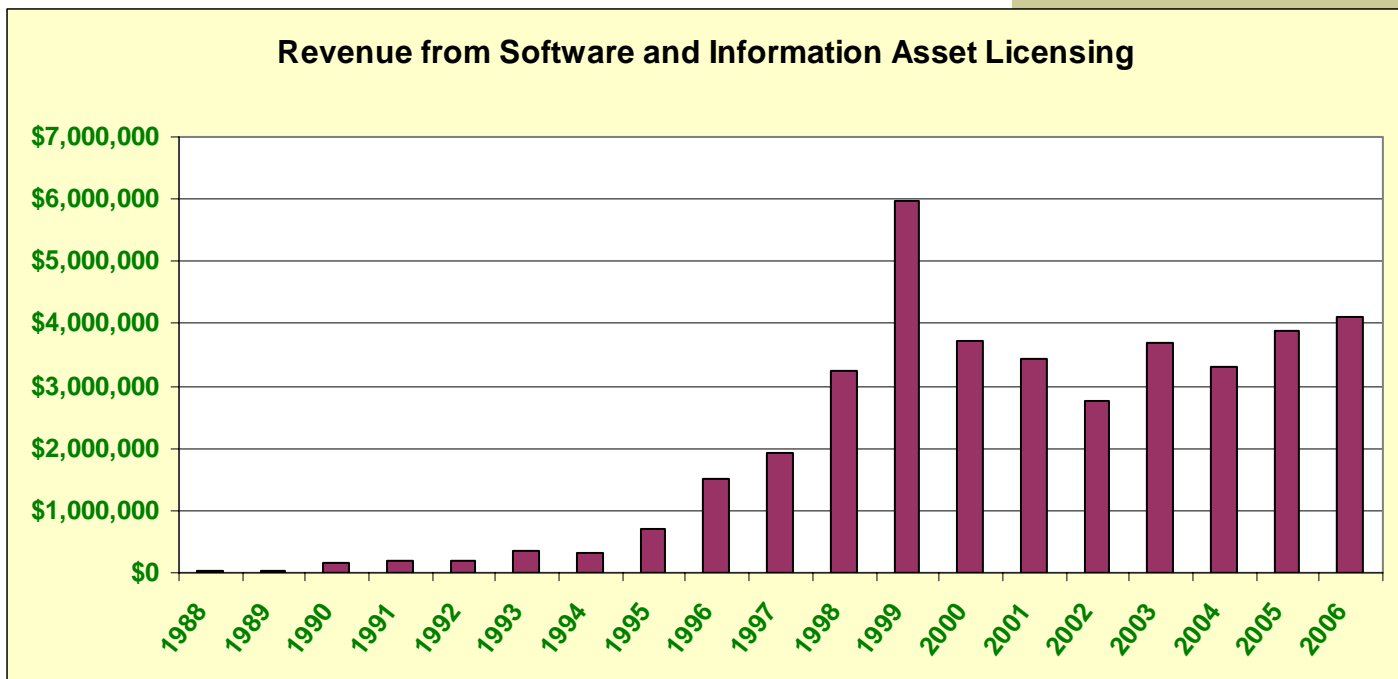
- 75 projects across campus
- Broad participation by academic units including Genome Sciences, Information School, Pharmaceuticals, Communication, Computer Science and Engineering, and Medicine.
- Successful licensing projects include:
  - Bioinformatics software suite: Phred, Phrap, and Consed ([www.phrap.org](http://www.phrap.org))
  - Busview, software to track and display transit ([www.its.washington.edu/projects/busview\\_overview.html](http://www.its.washington.edu/projects/busview_overview.html))
  - Medical training software, including start-up activity ([www.medtraining.org/mts](http://www.medtraining.org/mts))

#### **STAFF**

- 7 full time professionals
- 1-2 legal externs

## Overview of Finances

Interest from UW faculty and staff in licensing copyrighted works in the late 1980s led the University of Washington to establish a practice to support the licensing of software and information assets. From a humble beginning of \$36,000 of licensing revenue in 1988, software & information assets licensing has become a key contributor to UW TechTransfer's overall licensing activities. Figure 1 (below) provides a historical view of revenue generated from UW's licensing of software and information assets.



Licensing from 1988 to 1996 was managed by one licensing professional. The UW established Digital Ventures as an independent unit in 1997, due to increasing activity on campus and corresponding interest in obtaining access to UW research tools or opportunities to create start up companies.

Of the approximately \$39.6 million dollars generated from software and information assets, more than \$16.4 million was returned directly to projects to bootstrap their technology development efforts. Reinvestment has been pivotal in the achievement of self-sustaining revenues by projects.

### REVENUE

- Licensing revenue in FY 2006: \$4.1 million
- 95% of FY 2006 revenue came from licensing copyrighted works

### EXPENSES

- Operating budget in FY 2006: \$800,000
- Legal expenses for FY 2006 licensing activities: ~\$200,000
- Expense of distributing and licensing copyrighted works is often substantially less than patented technologies

**UW TechTransfer**  
**Digital Ventures**

Phone: 206-616-3451  
Fax: 206-616-3322  
ventures@u.washington.edu

<http://depts.washington.edu/ventures/>