Connecting research to market
Industry Relationships Resources

Research & Services
- Sponsored Programs Office
- Interdisciplinary Research Support
- UCDHS Bus Contracts

Inventions & Start-ups
- UC Davis InnovationAccess

Clinical Research Support
- Institutional Review Board
- Clinical & Translational Science Center
- Gifts
- Development

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UC Davis InnovationAccess: Two Service Platforms

» Technology Transfer Services
  – I.P. Management and Licensing
  – Copyrights
  – Research Material Transfer

» Business Development Services
  – Market Analysis
  – Technology Marketing
  – Entrepreneurial Support
  – Research Partnerships
UC Davis InnovationAccess

MISSIONS:

» Manage UC Davis intellectual property assets
» Promote entrepreneurship and new business development in the UC Davis community
» Support regional economic development
» Enhance collaborations between UC Davis and industry
Intellectual Property Portfolios

2006 numbers
- Inventions: 158
- Patents filed: 127
- Patents issued: 43
- Licensing revenue (FY 04): $9,230,000

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Path to Commercialization

**Invention Pathway**
- Disclosed to InnovationAccess (via ROI)

**Patent Application Filed**
- Risk mitigation strategies:
  - Market or product research
  - Further research funding via TTG

**Licensed for commercialization**
- Business terms for license
- License negotiation and completion

**Business Development Pathway**
- Technology marketing via conferences, personal contacts, direct mail, website
- Patentability and marketability analysis

If licensee is a startup:
- Business plan review
- Early-stage funding guidance
- Networking and introductions to potential executives, funding sources, etc
Entrepreneurship at UC Davis

GSM

Education

- Business Development Intensive
- Business Development Certificate

Practical Application

- BD Internships
- Entrepreneurship Competitions:
  - Little Bang
  - Big Bang
  - DFJ Venture Challenge
  - PowerUp!
  - CA Clean Tech Open
  - etc

Office of Research

Support Services

- IP protection
- IP licensing
- Technology commercialization
- Startup support
- Resource identification and referrals

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Little Bang and Big Bang! both
- Support entrepreneurship and creativity at UC Davis
- Promote the commercialization of UC Davis research
- Build relationships with industry and investors

Little Bang is
- A competition to prepare posters that communicate both research results and market opportunity
- A great starting point for the Big Bang!

Big Bang! is the UC Davis Business Plan Competition
Competition Events and Timeline

**FALL 2007**

**Team Formation & Education**
- 10/17: Joint Kickoff Event
- 10/24: Mixer
- 11/7: Business Plan Wkshp
- 11/14: “Speed Dating”
- 11/28: IP Wkshp
- 1/16: Entrepreneurs’ Grill
- 1/23: Marketing Wkshp

**WINTER 2008**

- 1/16: First Mentoring Session
- 1/28: Second Mentoring Session
- 2/21: Little Bang Judging
- 2/21: Little Bang Poster Expo
- 3/11: Winners Announced

**SPRING 2008**

- 2/27: Exec Summary Due
- 4/9: Business Plans Due (LB winners enter here)
- 5/21: Final Event
Faculty Roadmap for a Start-up Company

http://www.innovationaccess.ucdavis.edu/Roadmap
UC Davis Startup “Genealogy”
UC Davis Startups over time
Recent UC Davis Startups

Arête Therapeutics, Inc.  
*anti-inflammatory/anti-hypertensive drug*

Pediatric Bioscience, Inc.  
*diagnostic and therapeutic treatment for autism*

SynapSense, Inc.  
*wireless sensor network technologies*

Mutant Logic, Inc.  
*software for semiconductor design*

Hill Engineering, LLC  
*advanced aeronautical engineering for aircraft*

mxPlay, Inc.  
*dynamic surround sound*

Q1 Nanosystems  
*Nanotechnology for solar application*
Recent UC Davis Startups

**Stratovan, Inc.**
3-D imaging software medical and other imaging applications

**Glycometrix, Inc.**
diagnostic markers for ovarian cancer

**Advanced Luminescence, Inc.**
new lighting designs

**High Merit Thermoelectric**
advanced thermoelectric material

**Mesolytics**
handheld diagnostic device for medical point-of-care

**Immunotox, Inc.**
neurological disorder therapeutic
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