



Office of Technology
Commercialization

A New Roadmap: Creating
Renewable Research



Professional Background





Sample of Prior Clients

Transaction or Advisory Engagements



GLOBALFOUNDRIES



MEDIA TEK



Advisory / Sub-Advisory Engagements





Academia Background



Chicago-Kent College of Law

ILLINOIS INSTITUTE OF TECHNOLOGY

- Published 20+ articles in law and business journals

BerkeleyLaw
UNIVERSITY OF CALIFORNIA

**SANTA
CLARA
LAW** *est. 1911*



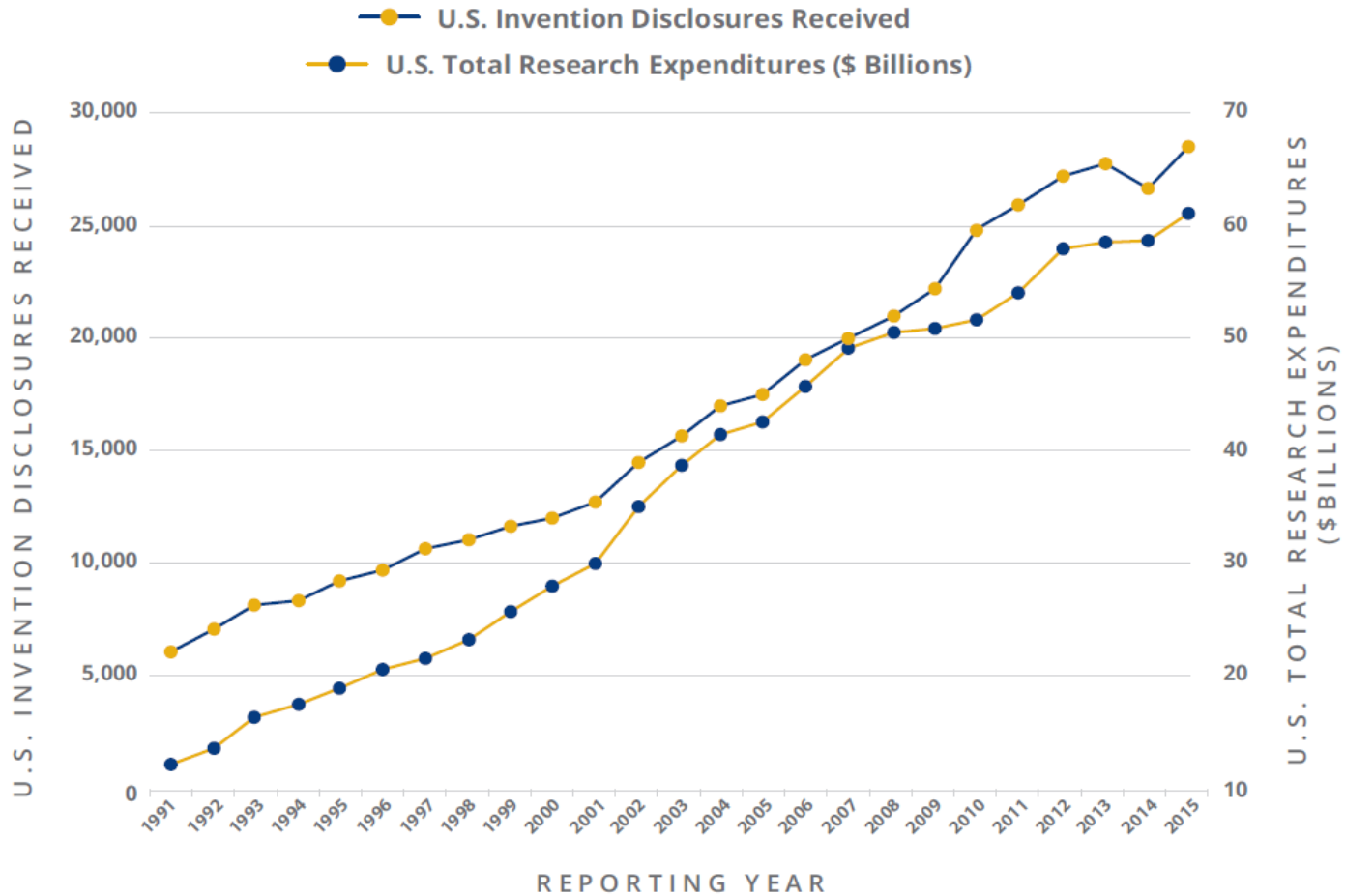
FORDHAM UNIVERSITY
THE JESUIT UNIVERSITY OF NEW YORK



Creating Renewable Research: The Bond Between Research, IP, Economic Return and More Research



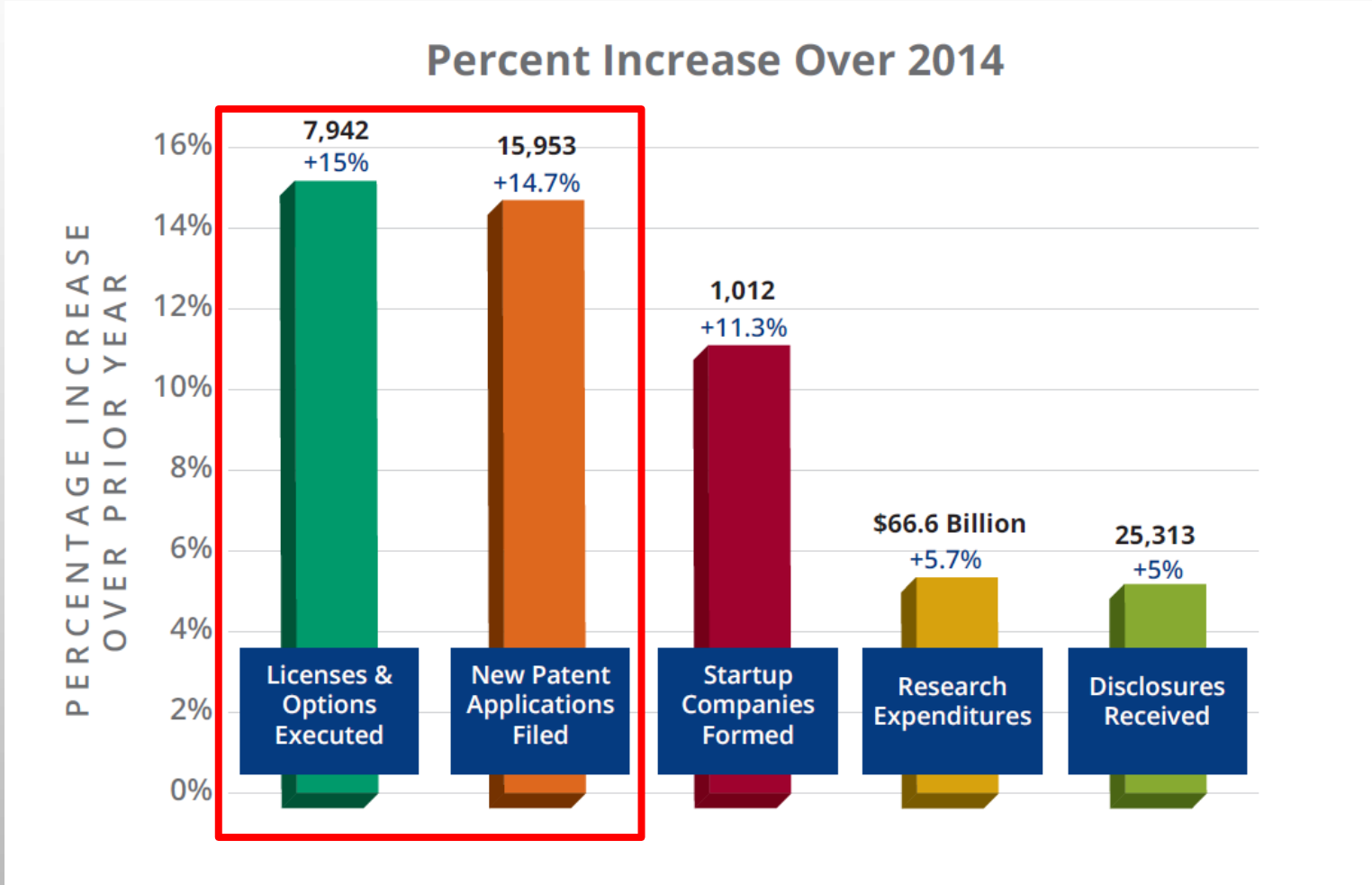
As Intuition Would Tell Us:



Source: AUTM Licensing Survey (FY15)

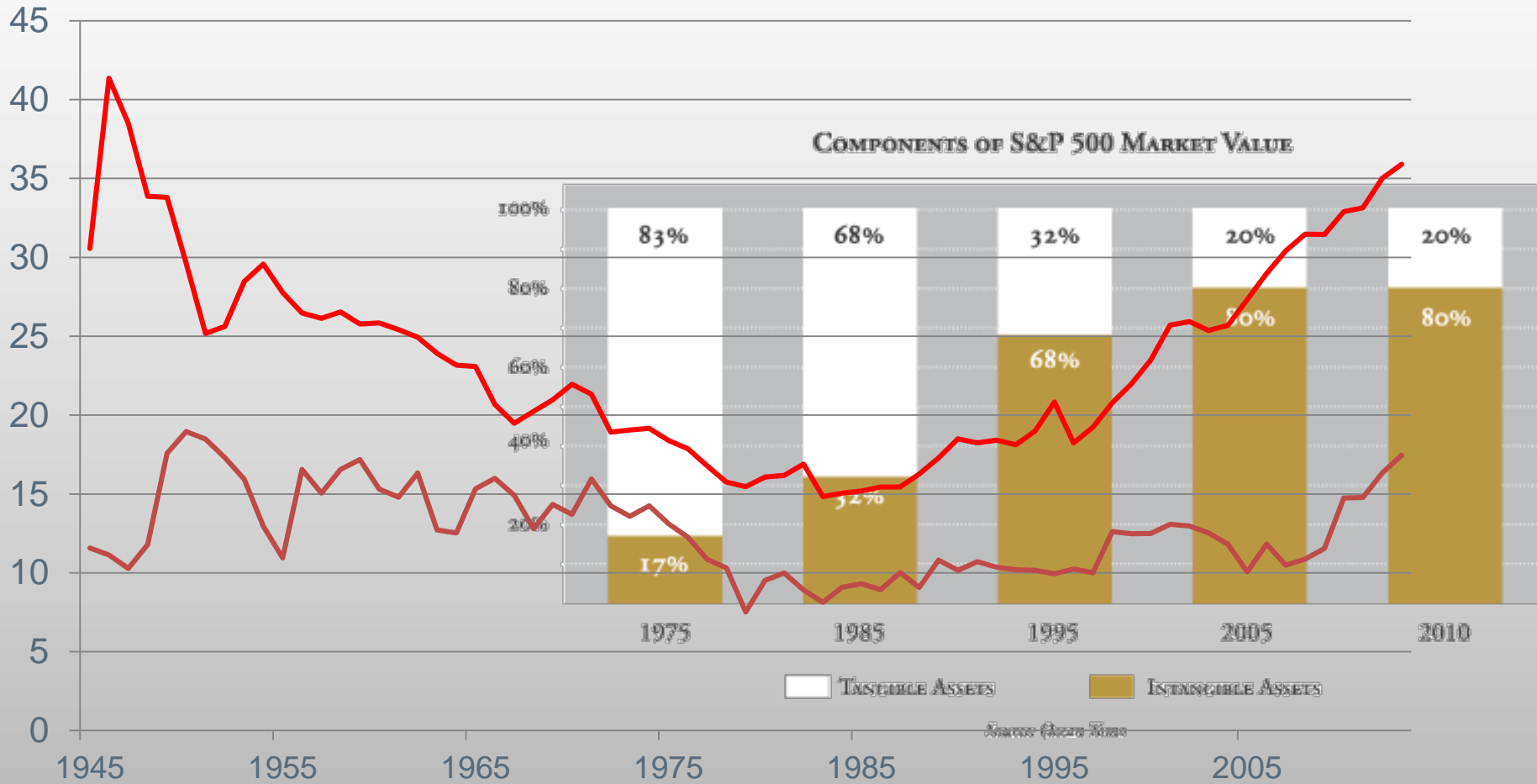


U.S. Patents/Licenses Outpace Research





Trending Up: The Importance of IP





Importance of Early IP: UI & MC10

University of Illinois

License



\$61MM+ ← More IP and Products ← Seed Capital

380 Patents

5-8 years

\$MM's in licensing value





Benchmarking UK Technology Commercialization



UK FY2016 at a Glance

\$250M

53

17

30

\$6M

8

Research Expenditures

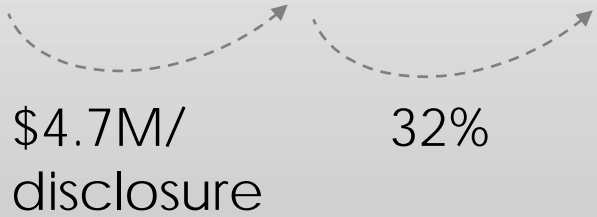
Disclosures

Patent Applications

New Patents Issued

Gross Licensing Revenue

New UK Startups



US = \$2.5M/
disclosure

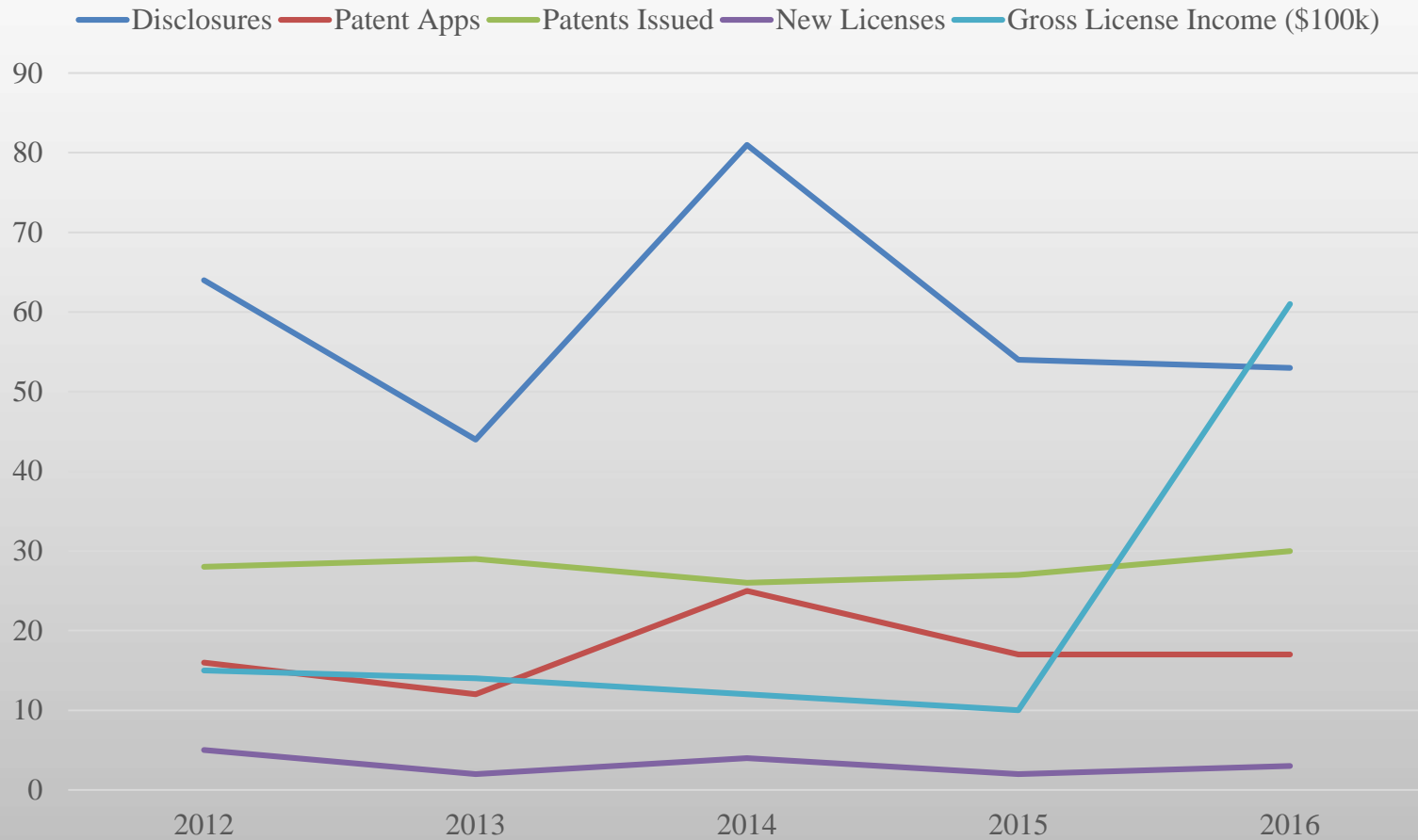
55%

FY15 Rank	Among	#
81 st	All Institutions	3 Start-ups
51 st	Public Institutions	3 Start-Ups
97 th	All Institutions	\$1,047,630
63 rd	Public Institutions	\$1,047,630



Trending: UK Tech Commercialization

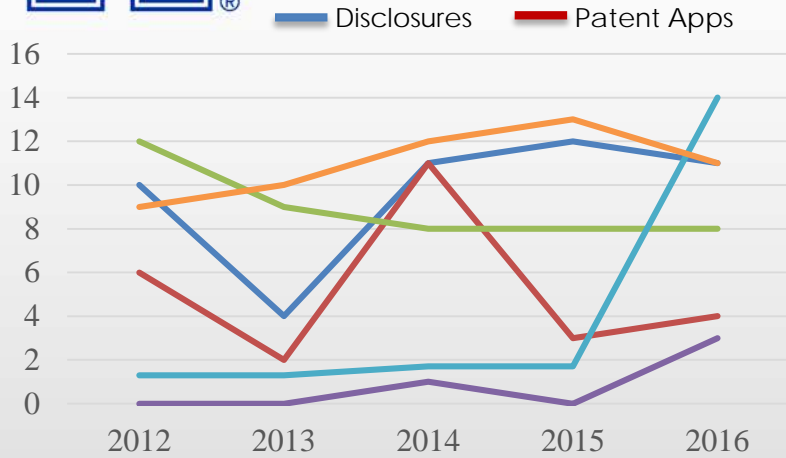
IP & Licensing Over the Past 5 Years



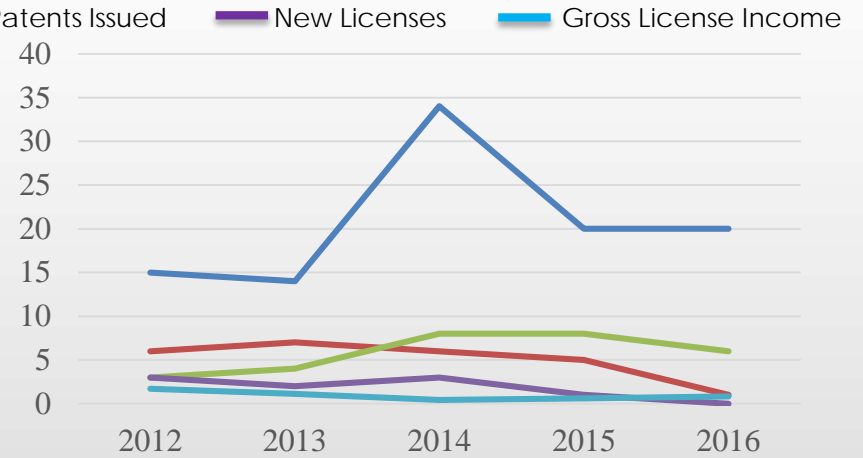


Patent Stats by College

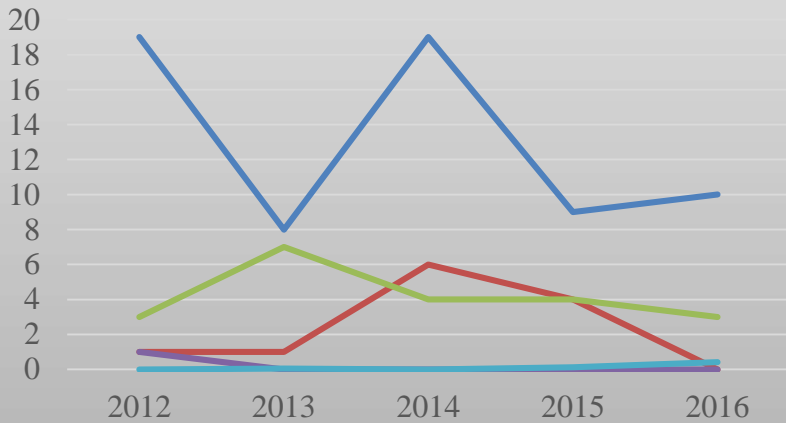
Pharmacy



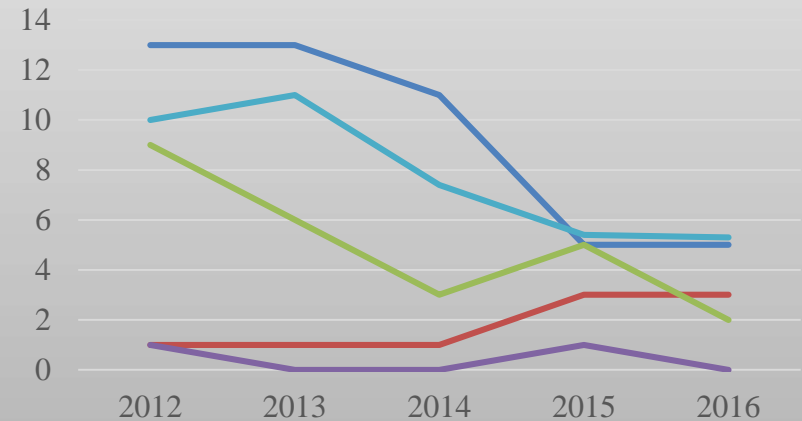
Medicine



Engineering

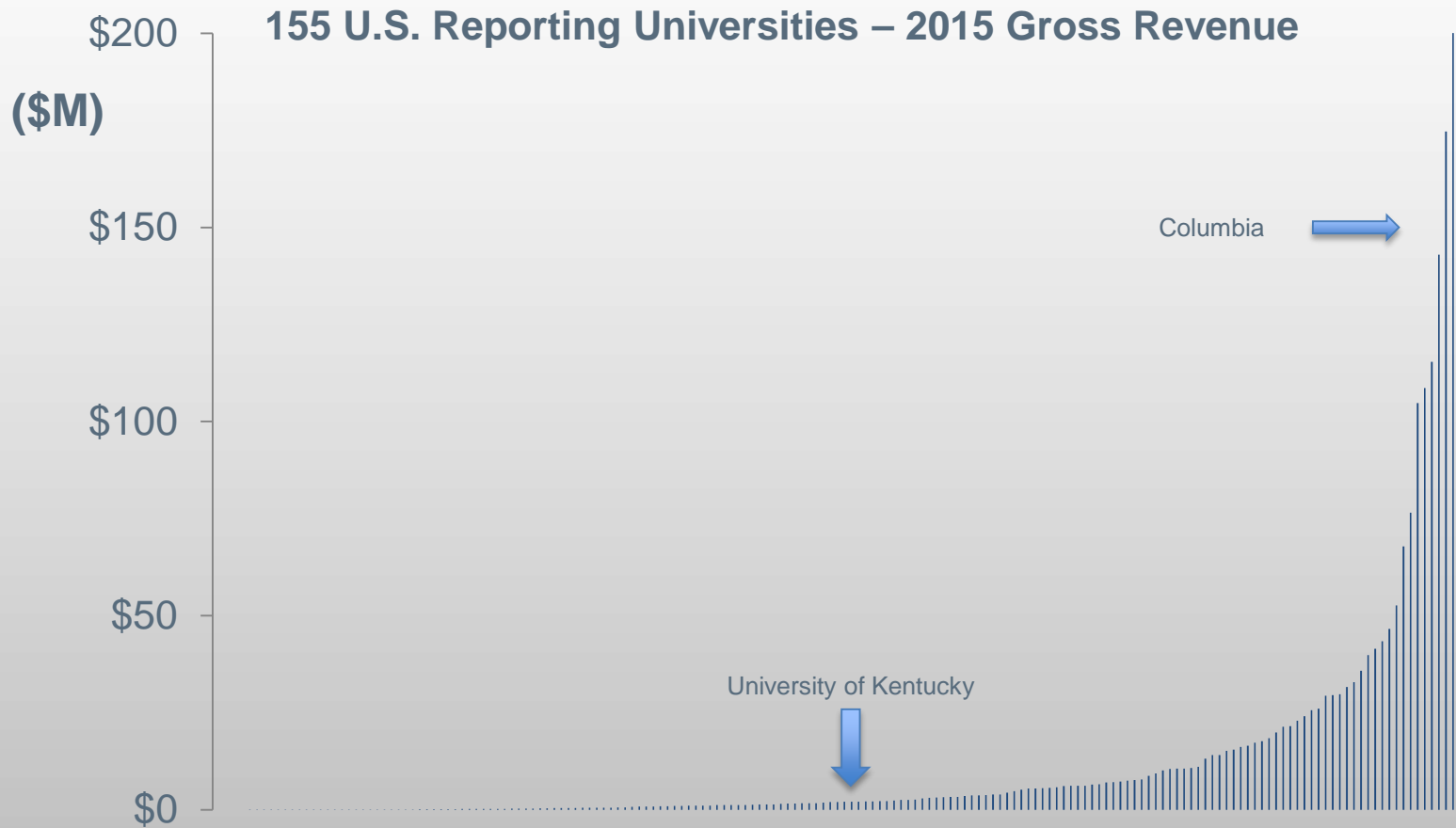


Agriculture





Commercial Success is Not Easy





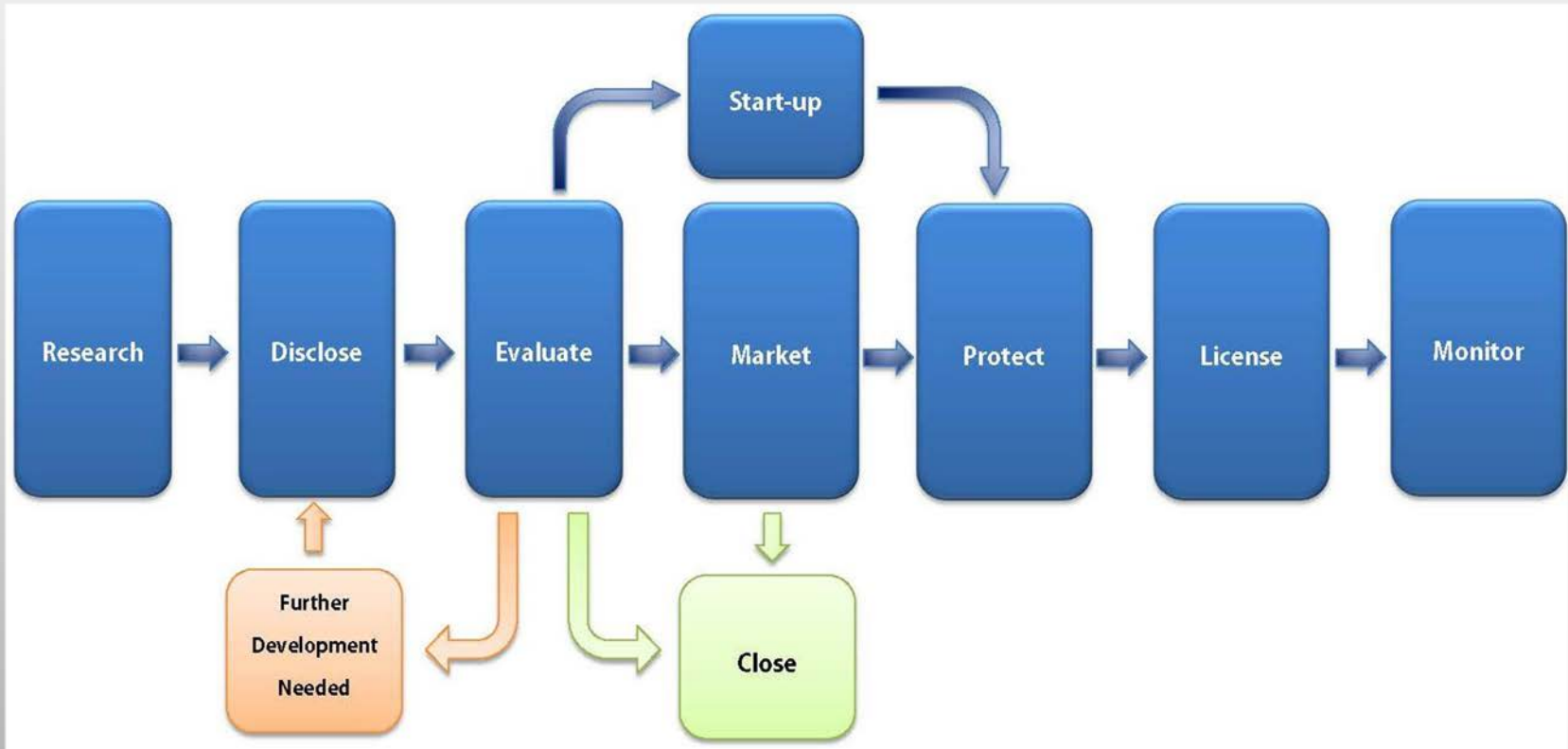
Roadmap: UK's Office of Technology Commercialization



We are:

SERVICE PROVIDER

Teacher Patent Office Investment Bank Law Firm Bank Auditor





New Mission and New Capabilities

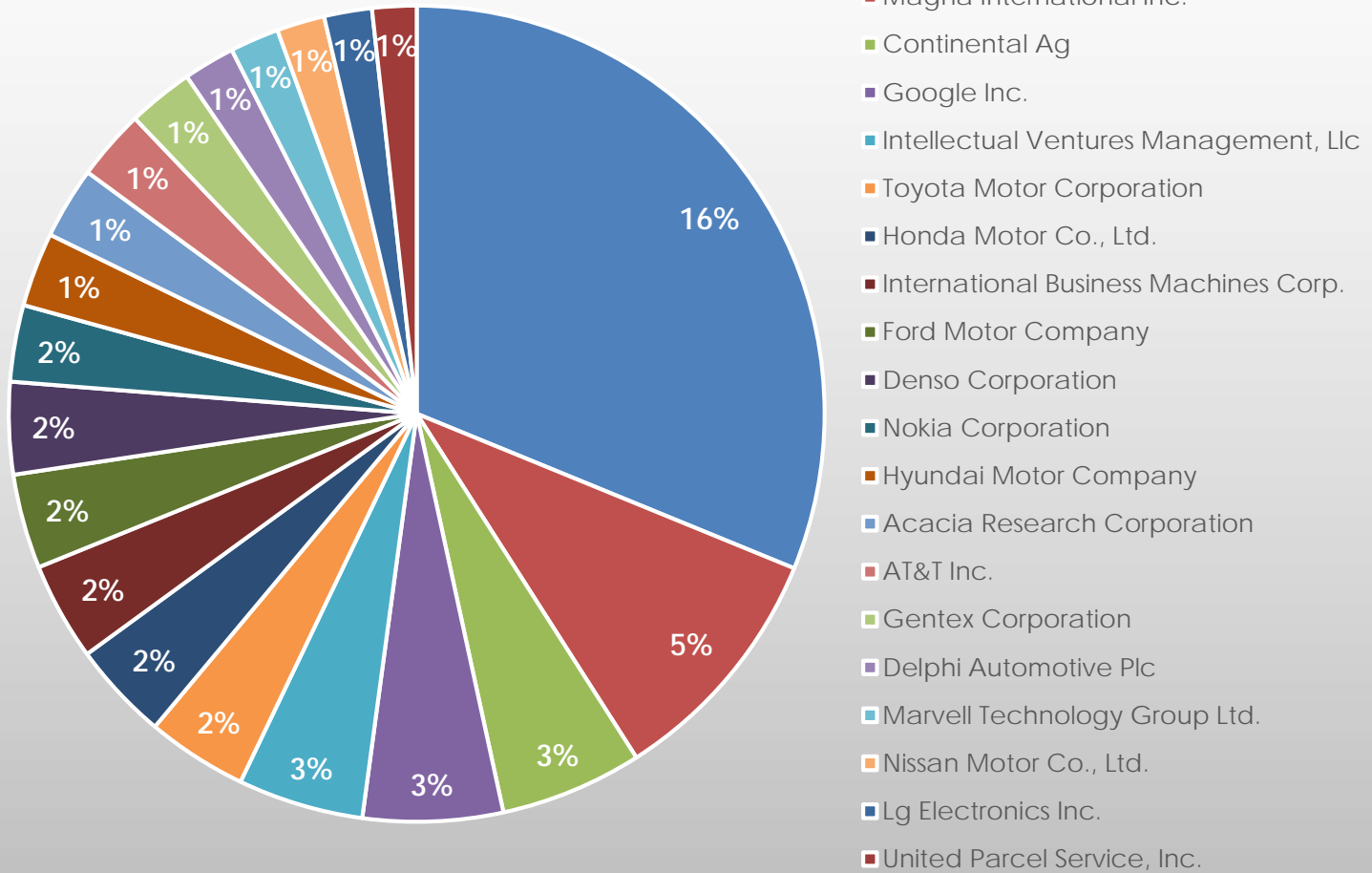
To facilitate the commercialization of UK innovations and discoveries for the benefit of the University community, the Commonwealth of Kentucky, and global society.

- Patent literature & market research
- Valuation
- Business Development
- Data analysis & metrics
- Client service
- Pitching
- Negotiations



Proactively Identifying Partners: Patent Literature and Market Research

Machine Vision Market



N =4,194

1. Technology Landscape. Tools: Innography, TI,



An Office in Motion

Name change:

- Office of Technology Commercialization

New Website Content

Newsletter

New Invention Management System

New Invention Report Form

New Searchable Technology Database

New OTC Fellows Program

New Faculty & Student Education Program