WE CREATE
social and economic impact through bringing the inventions of the UA from the lab to the world.

WE CULTIVATE
conversations to refine ideas that start as UA research and grow them into new products and thriving businesses that benefit society.

WE BUILD
connections between the talents of our faculty and researchers and the experience of entrepreneurs and investors.

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Welcome.

When TLA was launched in FY13, we laid out a roadmap to set our direction and measure our progress. Through hard work and a results-oriented focus, we accomplished our goals, with many metrics increasing faster than anticipated. We’ve grown technology commercialization throughout the University of Arizona. We’ve expanded from patent management and licensing and now provide expertise and support for copyright and software protection, startup formation, asset development funding, innovation and ecosystem support. With a two-pronged focus on commercializing UA inventions and fostering the growth and development of our ecosystem, we are looking for new ways to engage with the UA community and the region to expand our impact. As we consider new programs and work closely with our advisory board, we are developing new ways to expand faculty engagement and more effectively bring students into our processes. We are investigating new investment models and how we can form stronger bonds with our external communities. We have an incredible team and seemingly endless ideas, but our focus is always impact—not activity.

Whatever we undertake, our goals will be based on generating measurable, impactful results. So what’s next? Where do we want to be in five years? Like any startup, our first five years focused on rapid growth. In many respects, we have reached a level among the top of our peers when normalized by research expenditures. Since maintaining that level of growth is likely to be unsustainable, we are taking this moment to consider our goals and aspirations, and refocus our programs and strategies to deliver sustainable levels of output and growth, all while maintaining the highest quality outcomes. At the same time, we are considering new ways to grow the innovation ecosystem and spur greater levels of impact.

Finally, on behalf of the entire TLA team, I want to recognize and thank David Allen, who retired this year from his position as TLA Vice President. We can’t say enough about the vision, education and leadership that he brought to the project of building one of the leading public university technology commercialization programs in the nation. I am humbled and honored to be working with UA President Bobby Robbins and the entire University of Arizona community as we take our vision forward.

Our mission:

Tech Launch Arizona will collaborate internally with the University of Arizona community and externally with regional organizations to significantly enhance the impact of UA research and technological innovation through licensing, creating startups and growing the regional innovation ecosystem.

Our vision for Tech Launch Arizona is to be recognized among the top universities for its best practices & success in creating impact through the commercialization of intellectual property.
By the Numbers

EVERY YEAR, UA RESEARCH YIELDS INVENTIONS WITH COMMERCIAL POTENTIAL.

TLA shepherds ideas from the lab to the marketplace – from evaluating and protecting discoveries to commercializing the inventions through new and existing companies.
Inventions

IN FY2018, UA INVENTORS REPORTED THESE 275 INNOVATIVE IDEAS FOR A BETTER WORLD.

LICENSED MANAGERS: HELPING RESEARCHERS EXPAND THE IMPACT OF THEIR WORK.

Under the leadership of Licensing Director Rakhi Gibbons, our team of licensing managers (LMs) – with specialized expertise in scientific domains, IP law and business – collaborate with UA faculty, researchers, graduate students and staff to identify inventions stemming from their investigations and innovative work. LMs advise these UA colleagues through the intellectual property protection process, and work with them to map out the most impactful commercial pathway for each technology.

WHAT DO THE INVENTORS THINK?

While our results show progress, what do our constituents think of our work? This year initiated an annual survey of UA inventors to get perspective on what we’re doing well and where we need to improve. Based on a 20% response rate, here’s what we learned.

- 78% said they would recommend TLA to their colleagues.
- 75% said they were extremely or very satisfied with TLA on our responsiveness, helpfulness, quality of communications and expertise.
- 68% are extremely satisfied or very satisfied with the overall TLA experience.

“VERY PLEASED WITH TLA. IT’S HIGH FUNCTIONING AS COMPARED TO SIMILAR GROUPS AT ALL OF MY PREVIOUS INSTITUTIONS.”

“I HAVE FOUND TLA STAFF TO BE WONDERFUL TO WORK WITH AND VERY HELPFUL.”

“I APPRECIATE THE SUPPORT FROM TLA!”

EDGEABLE ADVICE. GREAT!

“IT’S EXTREMELY SATISFIED OR VERY SATISFIED.”

“ولي KEEP IT GOOD!”

“THE STAFF WERE EXTREMELY PROFESSIONAL AND WERE ABLE TO DEAL WITH A HIGH LEVEL OF COMPLEXITY.”

“WOAH - TLA IS AMAZING!”
Asset Development

FUNDING FOR THE NEXT GENERATION OF INVENTIONS.

This past year, TLA provided $646,072 in new awards for 16 projects, with an additional $160,668 going toward ongoing projects from the previous year. Through Asset Development funds, we provide resources to move early-stage inventions toward being licensable, market-ready projects.

NEW PROJECT AWARDS FUNDED

$646k PROVIDED BY TLA TO BRING TECHNOLOGIES CLOSER TO MARKET-READINESS

$160k PROVIDED FOR ONGOING PROJECTS FROM FY17

16 NEW PROJECT AWARDS

NEW IDEAS BECOMING NEW REALITIES.
**Venture Development**

**MAKING SUCCESS POSSIBLE.**

Led by Senior Director Joann MacMaster, the Venture Development team consists of our Mentors-in-Residence and Commercialization Network teams, all of whom collaborate closely to maximize the success of UA startups.

**STARTUP COHORT 2018**

- **AQUALUNG THERAPEUTICS CORP.**
  Developing a therapeutic antibody to reduce inflammation in acute and chronic lung diseases.
  College of Medicine – Tucson
  BIOS Institute | UA Cancer Center

- **BOTANISOL ANALYTICS**
  Develops molecular detection instrumentation for use in forensic, pharmaceutical, agricultural, manufacturing, threat detection, bioproduction and clinical diagnostic applications.
  College of Optical Sciences

- **D3SCIENCES, INC.**
  Offering an automated interviewing and deception detection technology for use in security.
  Eller College of Management

- **DISCERN SCIENCE INTERNATIONAL, INC.**
  Developing non-opioid based small molecule therapeutics for chronic pain relief.
  College of Medicine – Tucson
  BIOS Institute

- **FREEFALL AEROSPACE**
  Developing revolutionary antenna systems for 5G, satellite and ground based communications.
  College of Science

- **GENETIRATE**
  Commercializing assays to predict growth rate in aquatic animals.
  College of Agriculture and Life Sciences
  BIOS Institute

- **GUIA**
  Commercializing the System for Managing Advanced Response Technology (SMART™) to monitor worker health in the context of the work environment.
  College of Science
  Lowell Institute for Mineral Resources
  College of Engineering

- **ILUMINOS THERAPEUTICS**
  Creating small molecule approaches for the treatment of Alzheimer’s disease and other neurodegenerative and cognitive diseases.
  College of Pharmacy | BIOS Institute

- **INTUITIVE MEASUREMENT SYSTEMS**
  Offering a portable device to automate and standardize the collection of respiratory rates in sedated laboratory animals.
  College of Medicine – Tucson
  College of Science

- **MCR THERAPEUTICS**
  Developing novel options for skin cancer prevention, detection and treatment.
  College of Medicine – Tucson
  BIOS Institute | UA Cancer Center

- **NORCON TECHNOLOGIES**
  Commercializing techniques and elements for flexible curved reflectors.
  College of Optical Sciences

- **OMNISCIENT**
  Developing a novel dual-view imaging technology that captures simultaneous forward and 360-degree backwards views in a single image for applications in medicine and other industries.
  College of Medicine – Tucson
  College of Optical Sciences

- **REGLAGENE**
  Applying quadruplex master switch technology to discover new medicines that control gene expression to address diseases like cancer.
  College of Pharmacy | BIOS Institute

- **REGULONIX**
  Developing a nanodroplet technology with applications in medical imaging, diagnostics and clinical therapy.
  College of Medicine – Tucson
  College of Optical Sciences

- **TRIANGLE BIOTECHNOLOGY, INC.**
  Developing a therapeutic antibody to reduce inflammation in acute and chronic lung diseases.
  College of Medicine – Tucson
  BIOS Institute

- **URBIX RESOURCES**
  A premier provider of refined graphite powders, pristine graphene and specialty graphite products.
  College of Optical Sciences

**NSF I-CORPS**

As an NSF I-Corps Site, TLA offers individual project grants up to $3,000 to university-related entrepreneurial teams looking to bring innovative technologies to market, with those funds going towards customer discovery. Teams typically consist of an inventor/academic lead, an entrepreneurial lead, and a business mentor.

- **COMMERCIALIZATION NETWORK**
  Through volunteering their expertise, TLA Commercialization Network members play a vital role in helping to ensure that UA inventions go forward to create meaningful impact on people’s lives.

- **COMMERCIALIZATION NETWORK MEMBERS WHO VOLUNTEER THEIR EXPERTISE TO HELP COMMERCIALIZE UA INVENTIONS**
  30

- **COMMERCIALIZATION PARTNERS WHO’VE EXPRESSED INTEREST IN INCREASING THEIR ENGAGEMENT WITH TLA AND UA STARTUPS**
  1,500

- **COMMERCIALIZATION NETWORK MEMBERS WHO HAVE BEEN PLACED INTO STARTUP LEADERSHIP POSITIONS THIS YEAR AS A RESULT OF THEIR ENGAGEMENT WITH TLA**
  39

- **COMMERCIALIZATION NETWORK MEMBERS WHO HAVE BEEN PLACED INTO STARTUP LEADERSHIP POSITIONS THIS YEAR AS A RESULT OF THEIR ENGAGEMENT WITH TLA**
  56
Making It Happen

AS WE LOOK FORWARD TO FY2019, OUR FOCUS STAYS THE SAME: TO BRING THE GREAT INVENTIONS OF THE UNIVERSITY OF ARIZONA TO THE PUBLIC FOR A BETTER WORLD.

Last year, we set continued growth of the UA’s IP and license portfolios in accordance with the ABOR metrics and TLA targets as a primary goal. As we begin FY2019 and the UA Strategic Plan takes shape under the leadership of President Robbins, we will continue to develop and align the TLA strategic plan to support the greater UA vision, setting the highest standards of performance and excellence for ourselves and for the entire UA technology commercialization ecosystem.

INVENTORS
We will continue to more effectively engage inventors, maximize their participation, and ensure their satisfaction.

SERVICE
We will establish responsive structures and processes to make it easier for all parties — from inventors to advisors to ecosystem members — to make impactful contributions through working with TLA.

ENGAGEMENT
We will increase engagement among students, faculty and constituents across the ecosystem.

STARTUPS
We will grow our programs to position startups for success, both pre- and post-license.

MARKETING
We will focus on technology marketing to broaden our pool of licensees.

PROGRESS
We will continue to build TLA as an innovative, dynamic place to work.

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GRACE RATJE
Manager, Finance & Administration

RAKHI GIBBONS
Director of Licensing

JOANNE MACMASTER
Senior Director, Venture Development

DOUG HOCKSTAD
Assistant Vice President

PAUL TUMARKIN
Senior Manager, Marketing & Communications