



# BROADER DEEPER

Tech Launch Arizona  
Annual Report 2016

Bringing the inventions of the University  
of Arizona from the lab to the world.

# Tech Launch Arizona

## WE CREATE

social and economic impact through bringing the inventions of the University of Arizona from the lab to the world.

## WE CULTIVATE

conversations to refine ideas that start in the lab 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.

## MOVING FORWARD

Last year, we told you how we are connecting people, resources and ideas to build a new kind of commercialization ecosystem.

This year, we have extended that work and have gone broader and deeper.

**We have broadened our work.** We have grown our commercialization network and reinvigorated how we work with domain experts. We've increased our engagement with faculty across the University, collaborating with them to uncover more inventions, create more startups, and license a record number of technologies.

**We have deepened our reach.** This year, 50 percent of our invention disclosures came from faculty we had not worked with before, and 50 percent resulted from collaborations with previous inventors. We have 20 commercialization partners and 4 mentors-in-residence to help us dig deeper into those technologies. We have a Business Intelligence Unit that's become a key contributing factor in assessing technologies and compiling useful market research.

We continue to build our presence and our brand throughout the UA and the Arizona ecosystem as a service-oriented, responsive, dynamic, contributing member, bridging the business and academic communities.

As we move forward, we thank you for sharing this journey with us. We look forward to continuing to collaborate with you to build and strengthen the ecosystem.



David Allen, Ph.D.  
Vice President  
Tech Launch Arizona

## FROM THE PRESIDENT

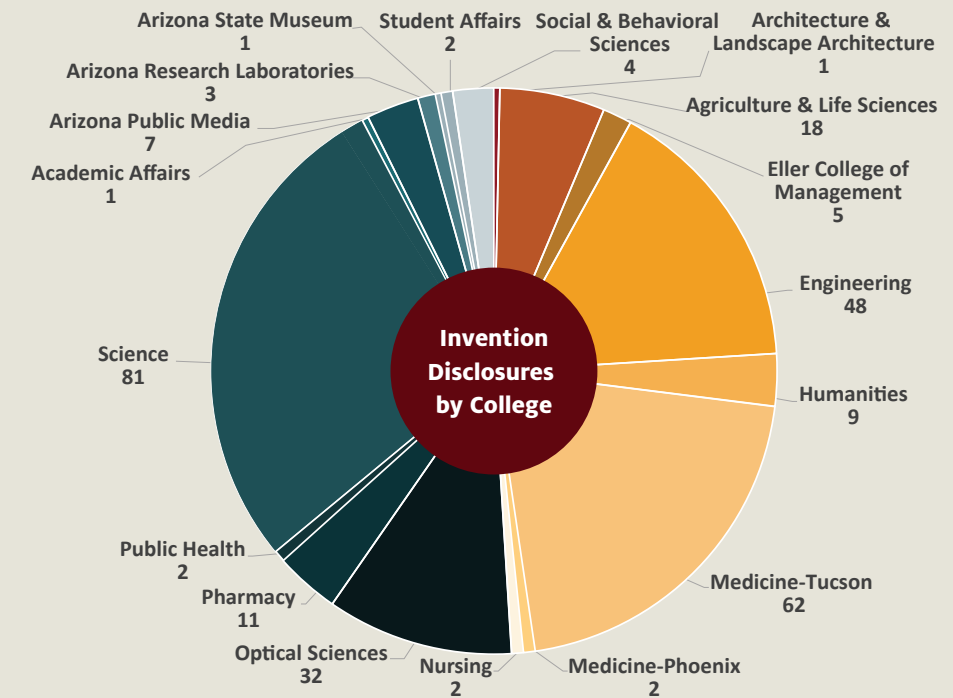
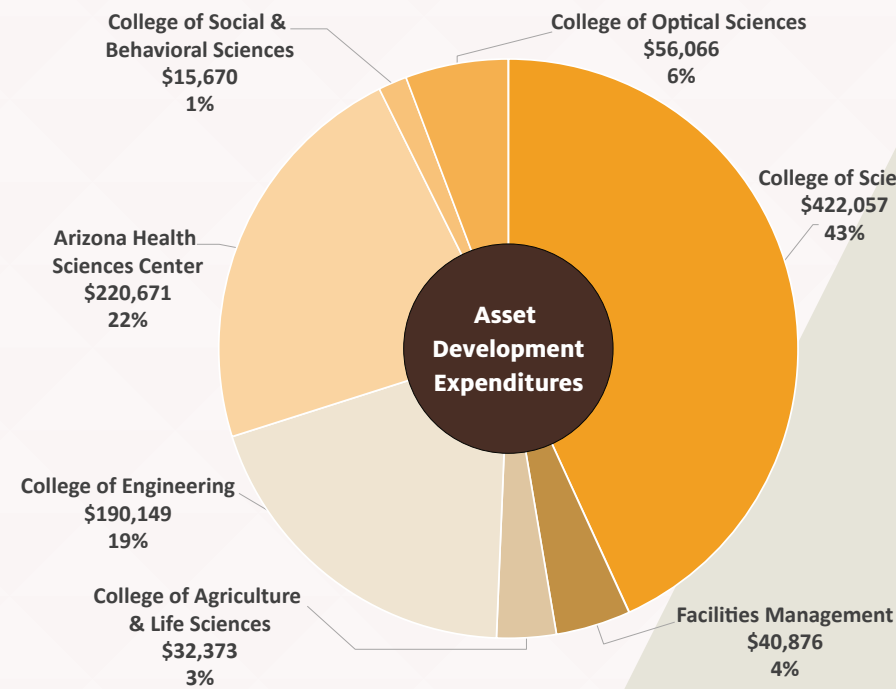
I am incredibly proud of the achievements that Tech Launch Arizona (TLA) has had since its start in 2012. With almost 800 inventions disclosed, 40 startups from UA research, a growing ecosystem of technical experts, business partners, faculty, students, and staff, TLA is helping to set a strong foundation for the University of Arizona's continuing impact and excellence.

TLA's ecosystem reaches throughout the UA community in unexpected ways to include units like Academic Affairs and University Information Technology Services alongside academic departments and community partners in order to create market opportunities for UA inventions. This breadth advances TLA and the University's impact by creating deeply innovative processes that leverage paths to success. The newly established Mentors-in-Residence program and the growing Asset Development program are just two of the recent ways TLA is bringing UA research and inventions to the world.

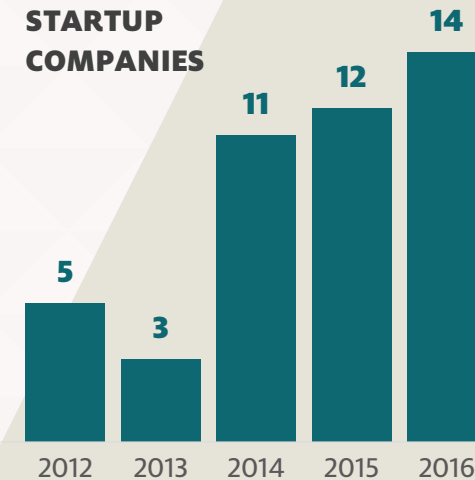
This success has received important recognition this year, with the UA's designation as an NSF I-Corps site and TLA's being awarded Innovator of the Year at the Governor's Celebration of Innovation. These honors reflect TLA's dedication to discovering new ways to enrich lives and improve the prospects for the many communities we serve.



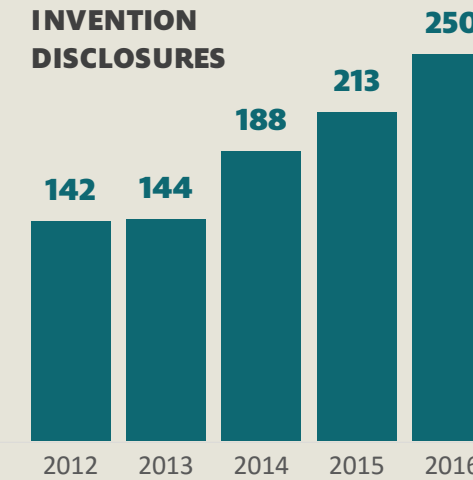
Ann Weaver Hart, Ph.D.  
President  
The University of Arizona



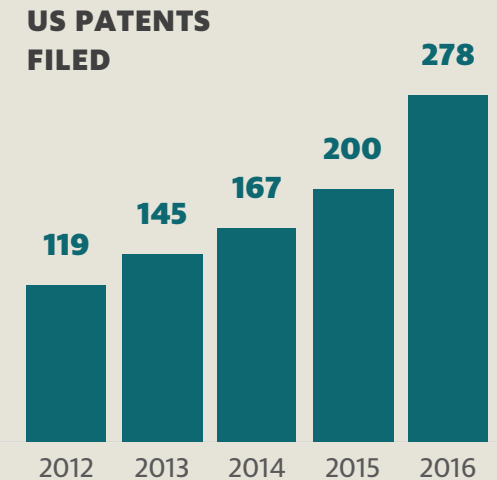
## STARTUP COMPANIES



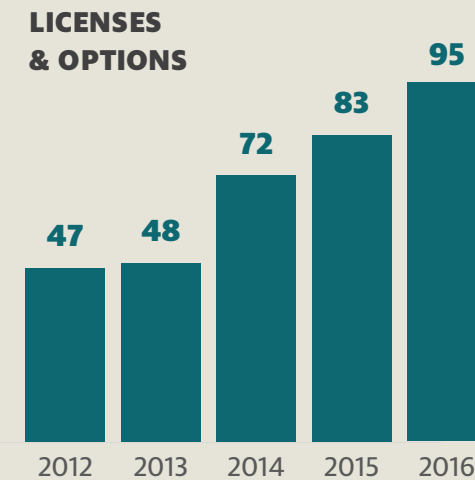
## INVENTION DISCLOSURES



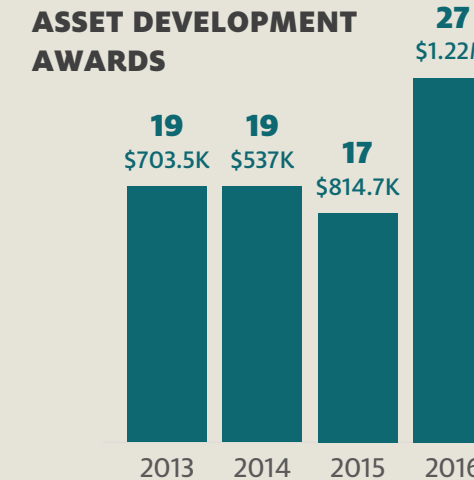
## US PATENTS FILED



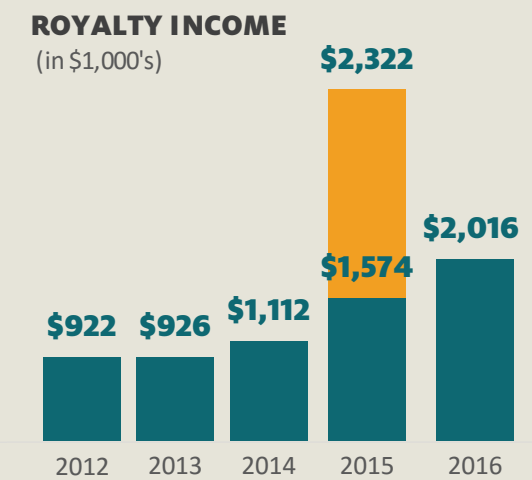
## LICENSES & OPTIONS



## ASSET DEVELOPMENT AWARDS



## ROYALTY INCOME (in \$1,000's)



In 2015, TLA received \$1.574M in royalty income plus a one-time settlement payment of \$2.322M.

# BY THE NUMBERS >>>

# WE'VE GONE BROADER & DEEPER IN FY2016...

We've continued to expand our acceptance and brand recognition across the UA as well as build a reputation for TLA at the local, state and national levels. UA inventor activity has continued to grow, which we attribute to a reputation for high-quality

customer service and an excellent team of advisors. We've continued to build a team of highly talented and engaged professionals. We're constantly refining our processes and streamlining an end-to-end integration of TLA into the greater invention

and commercialization ecosystem. And of utmost importance, we've demonstrated that TLA is a team player – a mission-oriented organization that spans boundaries, creates solutions with reasoned risks, and produces impactful, measurable results.

Learn more about the Network and its contributions: <http://techlaunch.arizona.edu/network/tla-101-network>

## ASSET DEVELOPMENT

This year, TLA committed over \$1 million to its asset development budget, providing funds to move 27 early-stage technologies towards market readiness. Technologies benefitting from these funds included a beating heart patch, a nanopillar electrode for lithium-ion batteries, an underwater adhesive, a new breed of Veress needle for laparoscopic surgery, and a topical skin product to aid in the production of melanin without exposure to UV radiation.

Read the latest: <http://techlaunch.arizona.edu/news/asset-development-program-demonstrates-alignment-ua-inventions-market-drivers>

## OBJECTIVES FOR FY2017

- ▶ Continue to grow the IP and license portfolio with increases according to the ABOR performance metrics plan.
- ▶ Devise and execute a plan to coordinate activities of TLA (including Tech Parks Arizona), InnovateUA, Startup Tucson and the VP of Strategy and Innovation to build the brand for UA and Tucson as an innovation hub.
- ▶ Continue to increase our role and reputation as a supportive partner around IP and commercialization activities across the UA.
- ▶ Devise and obtain support for a long-term financial plan for TLA.
- ▶ Complete funding strategy, finalize planning and design, and initiate construction of the Innovation Building at the UA Tech Park at The Bridges.
- ▶ Issue an RFP for residential and commercial development of west side (Kolb Road) of the UA Tech Park.
- ▶ Develop a new funding strategy for high-potential UA startups.

## TECH PARKS ARIZONA

FY2016 was another strong year for Tech Parks Arizona. The year was marked by an improvement in the economy and stronger tenant demand at the UA Tech Park. Tech Parks Arizona has aligned its economic development activities with the University's research strengths in fields like advanced energy; intelligent transportation and smart vehicles; mining technology; defense and security; bioscience; and arid lands agriculture and water also reaching the cross-cutting industry sectors such as: sustainability, optics and imaging, advanced manufacturing and informatics.

## KEY ACCOMPLISHMENTS:

- ▶ Operationalized Global Advantage Business Attraction program including incorporation of Global Advantage Partners LLC, to provide business support programs that offer market access assistance, business development, manufacturing assistance and product development. The team led recruitment trips to Israel and Germany, and executed client agreements with companies from Canada, Israel and Mexico.
- ▶ Served 15 Arizona Center for Innovation (AZCI) clients through customized business support and co-hosted the Perkins Coie Innovation Minds Challenge for University of Arizona student entrepreneurs. Also led the SBIR/STTR 2-day Statewide Conference.
- ▶ Tech Parks Arizona actively addressed the workforce shortage through ESTEAM (Engineering, Science, Technology, Entrepreneurship, Arts and Mathematics) initiatives. Our programs include soft skills training, a statewide STEM competition, art exhibits and a career pathways fair, as well as coordinated the Next Steps for Vets and Building Experiential Skilled Student Talent (BESST) programs.
- ▶ Engaged 13 UA and one high school student in real-world work on various initiatives, including AzCI and strategic focuses: business development, community outreach and communications.
- ▶ The UA Tech Park's total impact on Arizona's economy was \$1.74 billion.
- ▶ Vacancy rate of 5.5% for the entire UA Tech Park.
- ▶ Tech Parks Arizona retooled its marketing materials, streamlining websites and developing a series of brochures and fact sheets, all to increase public awareness.

Learn more about the interactive ground at Tech Parks Arizona, where business, community and the University come together to advance technology commercialization: <http://techlaunch.arizona.edu/business/tech-parks-arizona>



## OUR VISION

By 2020, the University of Arizona through Tech Launch Arizona will become a recognized national resource for its role in commercializing UA-created knowledge and bringing the University's inventions to the public for economic and social benefit.

## BUSINESS INTELLIGENCE

With a focus on creating economic impact and bringing the inventions of the UA to the world, we partnered with the University Libraries to create the Business Intelligence Unit (BIU) in 2014. This team gathers information to help researchers and faculty members make smart, well-informed business decisions. This year, we hired Su Jun Lim as our Business Intelligence Manager to continue to develop our market and commercialization decision support as we protect and patent inventions, develop effective commercialization plans and start companies.

## COMMERCIALIZATION PARTNERS

In FY2016, we grew from 14 Entrepreneurs- and Executives-in-Residence to a 20-member team of volunteer Commercialization Partners to provide expert feedback and perspective regarding new technologies taking shape at the UA. Our current cohort includes a highly diverse and qualified team of volunteer experts ranging from strategists from companies like IcaGen (formerly Sanofi) and Raytheon to experienced entrepreneurs and investors.

Learn more about the Commercialization Partners program: <http://techlaunch.arizona.edu/network/commercialization-partners>

### Current Cohort:

Ken Auga	Katina Kravik	Doug Rasmussen
Richard Austin	Ted Kraus	Jerry Schuster
Aaron Call	Patrick Marcus	Vince Sumpter
Trina Callie-Dixon	Iain McCreary	Bill VerDuin
Brian Ellerman	Dennis Merens	Mike Voevodsky
Sergio Gazic	Kelvin Ning	John Zipp
Dan Janes	Don Orton	

## UA STARTUPS FY2016

Airy Optics, Inc.	Knowmad Technologies, LLC
Akhu Therapeutics, Inc.	Sharing Tribes, LLC
Anivive Lifesciences, Inc.	Language Canvas, LLC
Caltrode, LLC	MetOx Electrochemicals, LLC
Filmstacker, LLC	Promutech Pharmaceuticals, Inc.
Hedgesmart, LLC	TetraGene, LLC
Horizon Biotechnologies, LLC	Yumanity Therapeutics, Inc.

## EVOLUTION OF THE PROCESS

Each year, we present our perspective on the University of Arizona ecosystem of invention and commercialization. And each year, that perspective evolves. We are constantly evaluating and adapting so as to achieve our vision: to be a national leader in university technology commercialization.

TLA's unified methodology for commercialization inventions stemming from UA research, from invention to commercialization to impact. Visit <http://techlaunch.arizona.edu/inventors/commercialization-overview> for a detailed explanation.

INVENT

COMMERCIALIZE

IMPACT

## TECH LAUNCH ARIZONA

David Allen, Ph.D., Vice President  
Douglas Hockstad, Senior Director, Technology Transfer  
Joann MacMaster, Director, Business Development  
Bruce Burgess, Mentor-in-Residence  
Paul Eynott, Licensing Manager, College of Science  
John Geikler, Assistant Director, Physical Sciences Licensing  
Rakhi Gibbons, Assistant Director, Biomedical & Life Sciences Licensing  
Lewis Humphreys, Software & IT Licensing Manager, Eller College Embed  
Janet Kisinger, Intellectual Property Manager  
Sujun Lim, Business Intelligence Manager  
Lisa Lin, Licensing Manager, College of Medicine  
Tod McCauley, Licensing Manager, College of Agriculture & Life Sciences  
Kevin McLaughlin, Mentor-in-Residence  
Amy Phillips, Licensing Manager, College of Optical Sciences  
Grace Ratje, Manager, Finance & Administration  
Mike Sember, Mentor-in-Residence  
Bob Sleeper, Licensing Manager, College of Engineering  
Eric Smith, Commercialization Network Manager  
Paul Tumarkin, Senior Manager, Marketing & Communications  
Steven Wood, Mentor-in-Residence

## TECH PARKS ARIZONA

Bruce Wright, Associate Vice President  
Anita Bell, Acting Director, Arizona Center for Innovation  
Justin Dutram, Director of Business Development  
Molly Gilbert, Director of Community Engagement  
Kenneth Marcus, Director, UA Tech Park & Chief Financial Officer, Campus Research Corporation  
Patrick Murphy, Director of Planning, Facilities & Construction  
Jessa Turner, Director of Communications

## CONNECT.

Meet the entire TLA/TPA team at <https://techlaunch.arizona.edu/staff>.

 <http://techlaunch.arizona.edu/tla/newsletter>

 <http://twitter.com/techlaunchaz>

 <http://facebook.com/techlaunchaz>

 <https://www.linkedin.com/company/9243050>

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