

# Drexel University

## Entrepreneurship & Technology Commercialization

Federal Lab Consortium Mid Atlantic Regional  
Meeting

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# Entrepreneurship & Technology Commercialization MISSION

- Commercialize Drexel intellectual property to
  - Bring benefits to the society from new discoveries
  - Add value to inventors & university
  - Support economic development in the region
- Foster entrepreneurial spirit at the university

# Entrepreneurship & Technology Commercialization STRATEGY

- License technology to entrepreneurs, start-ups or existing companies
- Assist faculty & entrepreneurs with start-up companies
- Develop relationships with early stage venture capital organizations

# Biggest Challenges!

- Marketing – resource, funding, strategy
- Mentoring inventors - dynamics of a start-up
- Finding investors – numbers game
- Valuation – in the eye of the beholder
- Terms - clean sheet of paper
- Complex negotiations – Too many parties, different agendas
- Execution – Rubber meets the road

# MARKETING

- Plant lots of seeds – Entrepreneurs, small large companies, VCs, Angel groups-LORE, etc. etc.
- Set up booth at major trade events-Bio 2004, AUTM national meeting, etc.
- Attend local trade organization meetings-PA Biotech, etc.
- Attend local VC events-MedVestors, etc.
- Join trade organization in the specific technology field & actively market to their members-BEACON
- Contact local companies in the field-Synthes
- Network with other local universities-quarterly meetings

# Start-Ups: An Exciting Opportunity!

- Bring discoveries to the market place
- Potential for significant economic rewards to faculty, university and shareholders
- Create new employment opportunities in the region

# Start-Ups: An Exciting Challenge!

- Major commitment for the individuals
- High risk
- Hard to finance
- Need for professional management
- Complex negotiations
  - Create win-win for all parties involved
- Faculty and institutional conflicts of interest

# Research-to-Market Funding Sources

- Corporations 34%
- Federal Government 29%
- Angel Investors 25%
- State & Local Governments 5%
- VCs 4%
- University Endowments 3%

# VALUATION

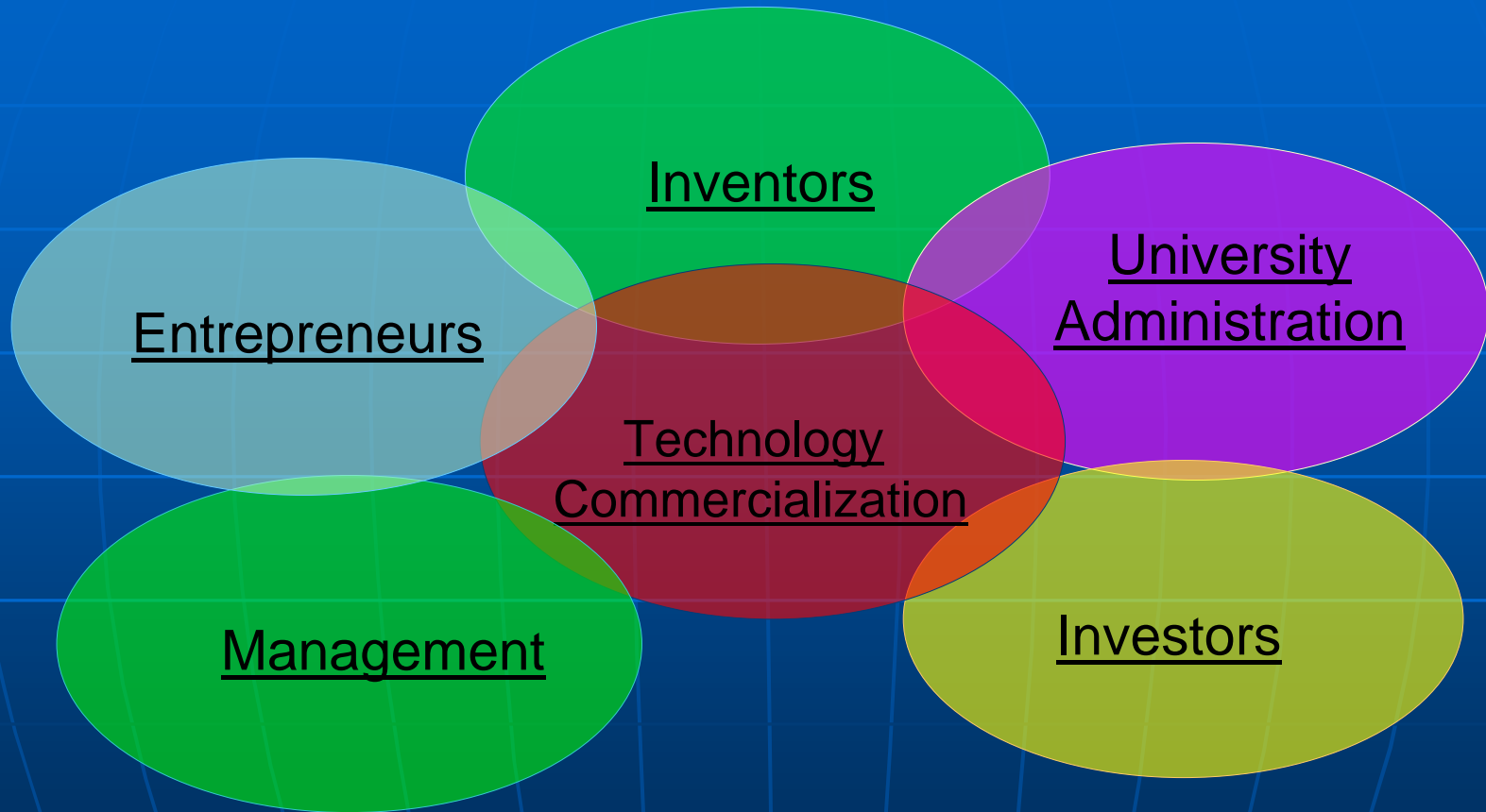
Like beauty, it is in the eye of the beholder!

# License Term Sheet

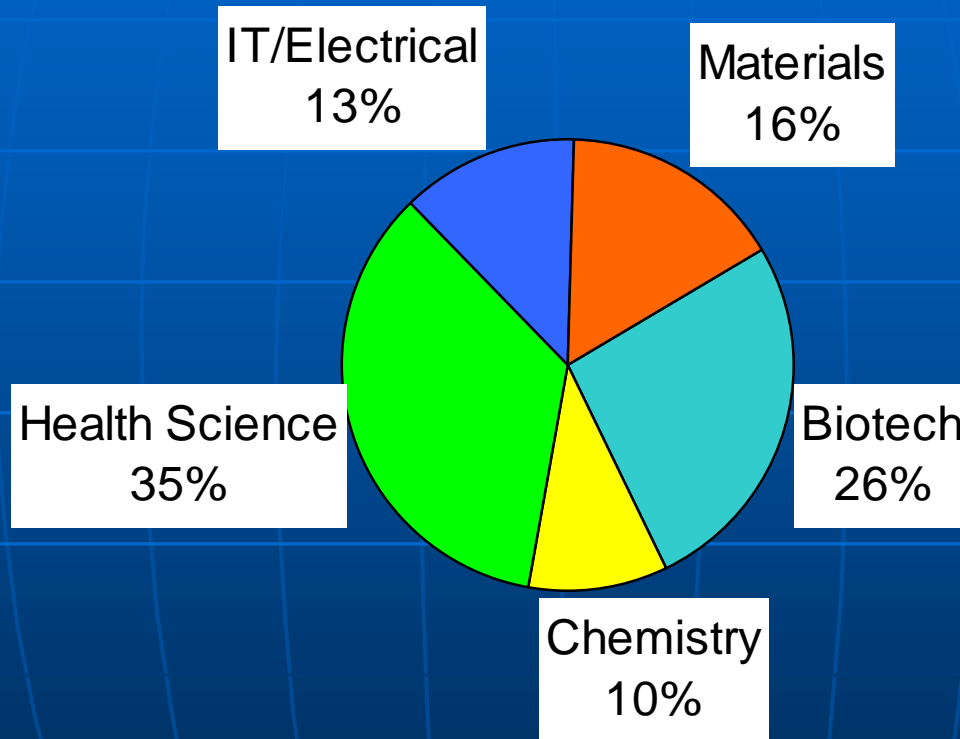
## Basic Elements

- Licensing fee - equity and/or cash
- Royalty
- License terms-region, exclusive/non-exclusive
- Field of use
- Sponsored research - \$, time frame
- IP management costs - all reimbursed
- Business legal fee - reimbursed

# COMPLEX NEGOTIATIONS



# Drexel Intellectual Property Portfolio



# Drexel Technology Start-Ups

- Immune Control – Cancer Treatment – Funded
- MacroArray – Diagnostics – Funded
- Gelifex – Hydrogel for Spine – Sold
- 3-One-2 – Ceramic Materials – Funded
- NonInvasive Medical Tech – Cardiac Output – Funded
- Bio Sensus – Blood Diagnostics – Funded
- Child Support Safety LLC – Child Car Seats – Funded
- TPS Pharma – Cancer Treatment – Raising Funds
- Duska – Diagnostics for Cardiac Arrhythmia – Raising funds
- Focus Therapeutics – Drug Delivery – Raising Funds
- Innovative Therapeutic Deli. – Drug Coated Staples – Need Funds
- SMIRP – Knowledge Mgm Software – Need Funds
- Prevarravaxx – Cancer Vaccine – Need Funds
- MRDS Inc. – Optimization Software – Need Funds
- DragonFire – Molding Tecnology – Business Plan
- Y-Carbon Inc. – Nanotechnology – Business Plan
- Darkontas – Wireless Technology – Raising funds
- Child Support Safety LLC – Child Car Seats – Funded
- Magnetic Biosystems – Stents – Raising Funds

# RESULTS: Revenue Increases

- Over 1000% increase in FY03 over FY04
- 300% increase in FY04 over FY03
- Over 70% increase plan for FY05 over FY04

Strategies & plans working!

# Conclusions

- Major opportunities for creating commercial & social values
- Generally universities develop early stage technology
  - Higher risk
  - limited funding sources
- Encourage corporate partnerships
- Seek out angel investors
- Seek out early stage VC
- Seek out government funding such as SBIR

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