

UW C4C  
BY THE NUMBERS



**A SNAPSHOT OF 2011:  
ENGAGEMENT METRICS,  
START-UP ACTIVITY,  
DISCOVERIES, AND  
FINANCIAL RESULTS**

**C4C**

CENTER FOR COMMERCIALIZATION  
UNIVERSITY of WASHINGTON

**W**

# ENGAGEMENT METRICS

## Technology Licensing

- 356 Innovations reported by UW researchers in FY11
- 191 Consultations requested and completed, 98 with researchers new to C4C in FY11

## Start-ups

- 9 start-ups in FY2011 | 59 start-ups since FY2005
- 68 projects currently in the C4C New Ventures start-up pipeline
- 22 projects have advanced to later stage development with teams, business plans, and some funding
- 7 current C4C entrepreneurs-in-residence (EIRs) | 24 EIRs since program launch in 2009
- 266 EIR start-up consultations since program launch in 2009 | 90% of project teams are mentored by EIRs

**Venture Capital** raised and **Exits** announced in 2011 by a selection of UW spin-outs

**Fate Therapeutics** \$1M

**Mirabilis Medica** \$1.5M

**PhysioSonics** \$3.6M

**Physware** \$6.9M

**Resolve Therapeutics, LLC** \$2M

**Skytap** \$10M

**VentriPoint** \$1.2M

**VisionGate** \$2M

**Impinj** Filed for \$100M IPO

**Pathway Medical Technologies** Acquired for \$125M by Bayer HealthCare

## C4C Grant Writing Program

(funding since program launch in 2009)

- \$6.4 million SBIR/STTR awards
- 7.2 million LSDF, Coulter, Medic One, and other awards

## C4C Commercialization Grants

- 21 grants in FY2011 | 118 grants since 2005
- \$1 million in FY2011 | \$5.5 million awarded since 2005



# FY11 START-UPS

## **Cardiac Insight, Inc.**

UW Researcher: **David Linker**  
Department: **Medicine**

Cardiac Insight is developing a seven-day continuous Holter Monitor, a portable device for monitoring electrical activity of the cardiovascular system, based on an algorithm that accurately detects atrial fibrillation, a heart arrhythmia responsible for up to 90,000 strokes per year in the US.

## **Resolve Therapeutics, LLC**

UW Researchers: **Keith Elkon,**  
**Jeff Ledbetter**  
Department: **Rheumatology**

Resolve Therapeutics is pioneering an approach to the treatment of lupus, a potentially life-threatening autoimmune disease that affects some 1.5 million people in the United States and over 5 million patients worldwide.

## **Beowulf, LLC**

UW Researcher: **Clement Furlong**  
Department: **Genome Sciences**

Beowulf is developing a consortium of oil-metabolizing microbes for bioremediation purposes.

## **CisThera, Inc.**

UW Researchers: **Dr. John Harlan,**  
**Dr. Bob Winn**  
Department: **Hematology,**  
**Medicine, Surgery**

CisThera is developing innovative therapeutics to treat cancer, cardiac disease, autoimmune diseases, as well as chronic kidney and liver diseases. The technology licensed from UW is being developed to specifically protect against the tissue damage that occurs as a result of many acute or chronic medical conditions.

## **MiCareo**

UW Researcher: **Daniel Chiu**  
Department: **Chemistry**

MiCareo is translating to the clinic a new technique for the isolation of rare cells, such as the isolation of circulating tumor cells and the use of these cells as prognostic markers for monitoring cancer and the early detection of cancer recurrence.

## **My Mercury Risk**

UW Researcher: **James Woods**  
Department: **Environmental and**  
**Occupational Health Sciences**

My Mercury Risk is focusing on the gene-environment interactions that explain susceptibility of humans to toxicity from heavy metal exposures, and developing tests to detect polymorphisms in specific genes that explain why some individuals or subgroups, such as children or the elderly, are more susceptible to the toxic effects of metals than others.

## **Soluxra, LLC**

UW Researcher: **Alex Jen**  
Department: **Materials Science &**  
**Engineering**

Soluxra produces advanced polymer materials for application as key components in the next generation of telecommunications, optical computing, and clean energy devices. The company's materials technology impacts the performance of these devices where bandwidth, energy efficiency, and flexibility in design and processing are essential.

## **Zwitter Technologies, LLC**

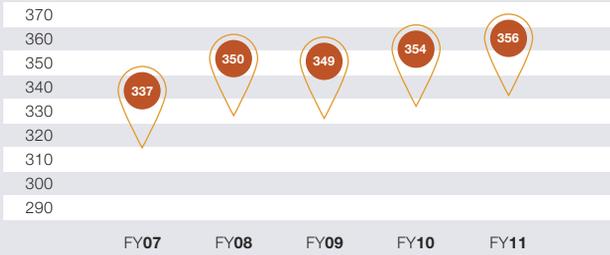
UW Researcher: **Shaoyi Jiang**  
Department: **Chemical Engineering**

Zwitter Technologies is developing surface coatings based on zwitterionic thin films that are highly resistant to fouling—nonspecific biomolecular adsorption and microorganism attachment from complex biological media.

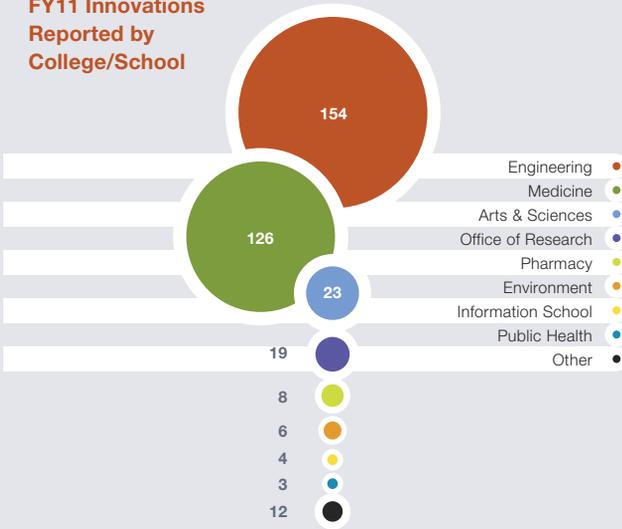


# FY11 INNOVATIONS REPORTED

## Innovations Reported

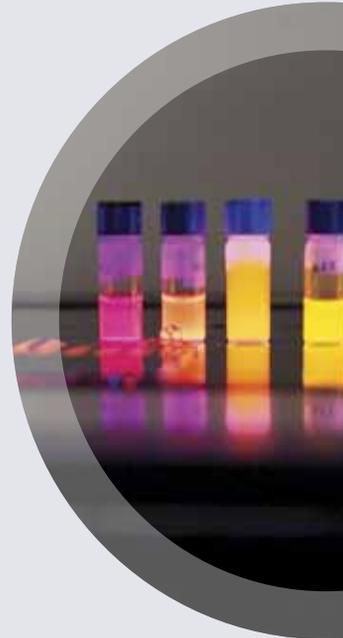


## FY11 Innovations Reported by College/School



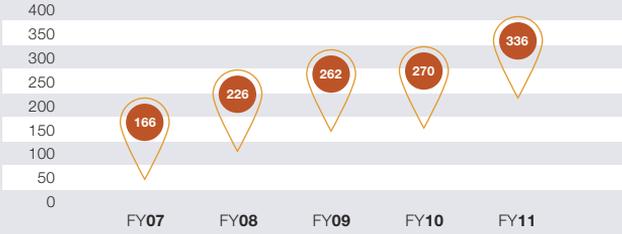
## COMMERCIALIZATION AGREEMENTS

Licenses & Options	40
Software Use Agreements over \$1,000	129
Other	20
<b>TOTAL</b>	<b>189</b>



# FY11 PATENTS

## US Patent Applications Filed

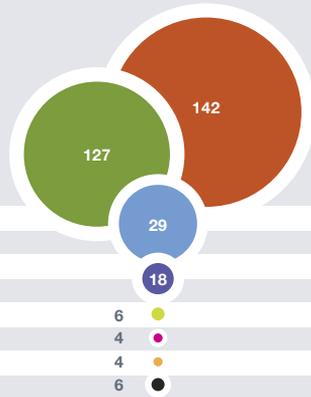


## US Patents Awarded\*

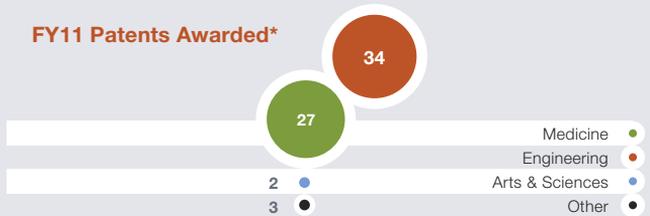


## FY11 Applications Filed by School

- Engineering
- Medicine
- Arts & Sciences
- Office of Research
- Pharmacy
- Environment
- Public Health
- Other



## FY11 Patents Awarded\*



\* There is a time lag, sometimes years, between patent applications and patent issuances. Hence, the patents awarded in FY11 are not necessarily the patents applied for in FY11.

# FY11 REVENUES

## By Managing Entity

Washington Research Foundation	\$28,098,574
UW Center for Commercialization	\$8,700,378
Equity	\$268,813
<b>TOTAL</b>	<b>\$37,067,765</b>

## By Revenue Type

Royalties	\$30,869,935
Upfront Fees	\$2,789,660
Milestone/Maintenance Fees	\$1,401,811
Software Use Licenses	\$1,231,633
Minimum Royalties	\$503,029
Equity	\$268,813
Other	\$2,884
<b>TOTAL</b>	<b>\$37,067,765</b>

# FY11 DISTRIBUTIONS

UW Center for Commercialization Administration Fees	\$5,440,967
Expenses*	\$196,090
Inventors/Developers	\$7,928,154
Departments	\$3,989,005
Project Budgets	\$2,727,291
Colleges/Schools	\$1,317,863
UW Research Funds	\$12,976,286
Other Institutions	\$58,269
Waived by Inventor for Research	\$19,591
<b>TOTAL</b>	<b>\$34,653,517</b>

\* Expenses are legal expenses withheld from royalty distributions and costs from UW Treasury to manage equity.



# C4C

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