

UW C4C  
BY THE NUMBERS

**A SNAPSHOT OF 2012:  
ENGAGEMENT METRICS,  
START-UP ACTIVITY,  
DISCOVERIES, AND  
FINANCIAL RESULTS**

C4C

CENTER FOR COMMERCIALIZATION  
UNIVERSITY of WASHINGTON

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## ENGAGEMENT METRICS

### Technology Licensing

- 462 Innovations reported by UW researchers
- 121 Consultations requested and completed, 81 with researchers new to C4C

### Start-ups

- 9 start-ups in FY2012 | 68 start-ups since FY2005
- 80 projects currently in the C4C New Ventures start-up pipeline
- 8 start-up tenants in the C4C New Ventures business incubator in 2012 (first year of operation)
- 6 current C4C entrepreneurs-in-residence (EIRs) | 30 EIRs since program launch in 2009
- 292 EIR start-up consultations since program launch in 2009 | 90% of project teams are mentored by EIRs

Venture Capital raised and Exits announced in 2012 by a selection of UW spin-outs

Fate Therapeutics	\$9.2M
Horizon Discovery Ltd	\$18.6M
Kona Medical	\$40M
PatientStream	\$5M
PhaseRX	\$6.7M
Resolve Therapeutics	\$5.8M
SNUPI	\$1.5M

BlueView Technologies acquired for undisclosed price by Teledyne Technologies (NYSE: TDY)

### C4C Grant Writing Program (funding since program launch in 2009)

- \$13 million SBIR/STTR awards
- 3.4 million LSDF awards

### C4C Commercialization Grants (CGF)

- 15 grants in FY2012 | 133 grants since 2005
- \$1 million in FY2012 | \$6.5 million awarded since 2005



## FY12 START-UPS

### Aqueduct

UW Researchers: **Sam Browd, Barry Lutz**  
Department: **Bioengineering, Neurological Surgery**

Aqueduct is developing a technology platform that addresses the most frequent causes of failure in current shunt devices for hydrocephalus, the excess accumulation of cerebrospinal fluid in the brain.

### Beat Biotherapeutics

UW Researchers: **Kelly Stevens, Charles Murray, Michael Laflamme, Stephen Hauschka**  
Department: **Pathology, Bioengineering, Neurology, Biochemistry**

Beat Biotherapeutics has developed a novel gene therapy that is capable of entirely restoring heart function in patients with heart failure.

### CompSoftBook

UW Researcher: **Jose Nathan Kutz**  
Department: **Applied Mathematics**

CompSoftBook develops software to meet the increasing need for effective ways to grade courses fundamentally rooted in computing and programming.

### Greenroads Foundation

UW Researcher: **Stephen Muench**  
Department: **Civil and Environmental Engineering**

Greenroads is a sustainability rating system for roadway design and construction applicable to all roadway projects including new roads, reconstruction, rehabilitation, overlays, bridges, and more.

### Nexgenia

UW Researchers: **Patrick Stayton, Michael Nash**  
Department: **Bioengineering**

Nexgenia, Inc. develops polymer-based nanotechnology that improves the speed and sensitivity of clinical laboratory tests for the diagnosis of infectious diseases, cancer, and metabolic disorders.

### TransformativeMed

UW Researcher: **Erik Van Eaton**  
Department: **Surgery, UW Medicine Information Technology Services**

TransformativeMed develops medical software applications that enhance the value of existing electronic medical record systems.

### Viket Medical Corp

UW Researcher: **Basavaraj Ghodke**  
Department: **Neurological Surgery, Radiology**

Viket Medical Corp has designed a simple, miniature surgical tool for removing brain clots in minutes.

### ZPlasma

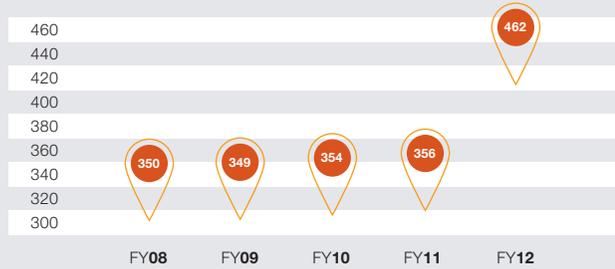
UW Researcher: **Uri Shumlak**  
Department: **Aeronautics & Astronautics, Electrical Engineering**

ZPlasma has a patented method for producing the high-powered light used to turn pieces of silicon into the microprocessors that make modern computing possible.

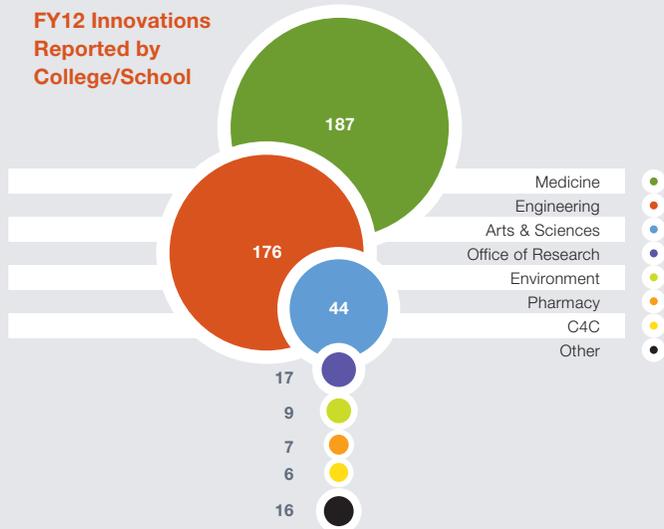


## FY12 INNOVATIONS REPORTED

### Innovations Reported



### FY12 Innovations Reported by College/School



## COMMERCIALIZATION AGREEMENTS

Licenses & Options	51
Software Use Agreements over \$1,000	143
Other	6
<b>TOTAL</b>	<b>200</b>

## FY12 PATENTS

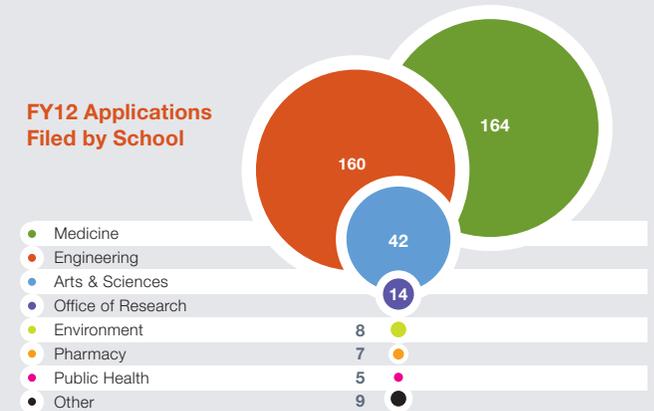
### US Patent Applications Filed



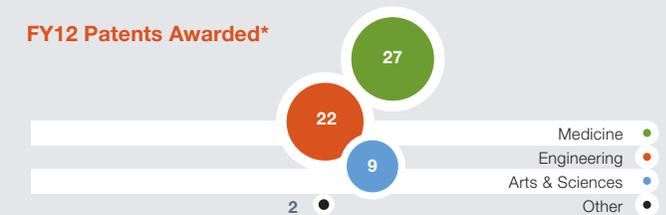
### US Patents Awarded\*



### FY12 Applications Filed by School



### FY12 Patents Awarded\*



\* There is a time lag, sometimes years, between patent applications and patent issuances. Hence, the patents awarded in FY12 are not necessarily the patents applied for in FY12.

## FY12 REVENUES

### By Managing Entity

Washington Research Foundation	\$ 31,816,603
UW Center for Commercialization	\$ 8,923,511
Equity	\$ 254,719
<b>TOTAL</b>	<b>\$40,994,833</b>

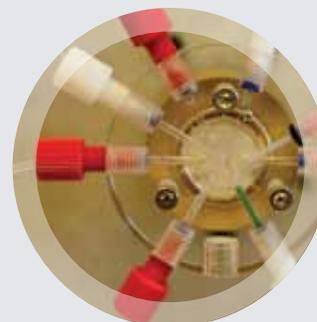
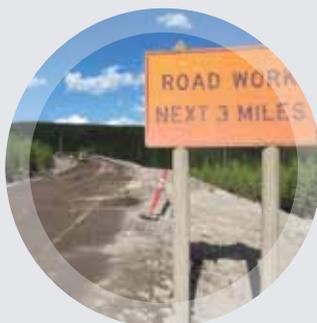
### By Revenue Type

Royalties	\$34,363,608
Upfront Fees	\$3,137,261
Milestone/Maintenance Fees	\$1,577,061
Software Use Licenses	\$1,109,142
Minimum Royalties	\$548,969
Equity	\$254,719
Other	\$4,073
<b>TOTAL</b>	<b>\$40,994,833</b>

## FY12 DISTRIBUTIONS

UW Center for Commercialization	
Administration Fees	\$5,989,564
Expenses*	\$154,065
Inventors/Developers	\$8,546,235
Departments	\$4,317,028
Project Budgets	\$3,095,348
Colleges/Schools	\$1,444,997
UW Research Funds	\$14,058,481
Other Institutions	\$219,574
Waived by Inventor for Research	\$43,979
<b>TOTAL</b>	<b>\$37,869,271</b>

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



## FY12 TOP TEN REVENUE-GENERATING TECHNOLOGIES

<p><b>Polypeptides in Yeast</b></p> <p>A method of producing recombinant proteins in yeast.</p>	<p>UW Researcher: <b>Hall, Ammerer</b> Department: <b>Genome Sciences</b></p>	<p><b>\$28,116,108</b></p>
<p><b>Hepatitis B Vaccine</b></p> <p>A method of producing synthetic hepatitis B antigen. Jointly developed with the University of California.</p>	<p>UW Researchers: <b>Hall, Ammerer</b> Department: <b>Genome Sciences</b></p>	<p><b>\$1,716,965</b></p>
<p><b>Simplified High Frequency Tuner and Tuning Method</b></p> <p>An efficient low-IF architecture that improves the performance of wireless devices.</p>	<p>UW Researcher: <b>Suominen</b> Department: <b>Electrical Engineering</b></p>	<p><b>\$1,649,616</b></p>
<p><b>Metabolism-Based Drug Interaction Database</b></p> <p>A web-based research tool that allows researchers to search peer-reviewed literature and ask specific questions about the content of drug interaction studies.</p>	<p>UW Researchers: <b>Levy, Ragueneau-Majlessi, Carlson, Hachad</b> Department: <b>Pharmaceutics</b></p>	<p><b>\$884,308</b></p>
<p><b>Rosetta Protein Prediction Software</b></p> <p>A software suite for predicting and designing protein structures, protein folding mechanisms, and protein-protein interactions.</p>	<p>UW Researchers: <b>Baker and colleagues</b> Department: <b>Biochemistry</b></p>	<p><b>\$789,675</b></p>
<p><b>Tape Management Library for STK 4400 Systems</b></p> <p>A series of client software for the Unisys STK 4400 tape library.</p>	<p>UW Researchers: <b>Profit, McHarg, Mason</b> Department: <b>UW Technology</b></p>	<p><b>\$396,121</b></p>
<p><b>Flow Cytometry Technologies</b></p> <p>A method to analyze the characteristics of individual cells.</p>	<p>UW Researchers: <b>van den Engh, Esposito</b> Department: <b>Genome Sciences</b></p>	<p><b>\$326,493</b></p>
<p><b>Seattle Heart Failure Model</b></p> <p>A model to predict survival for heart failure patients.</p>	<p>UW Researchers: <b>Levy, Linker</b> Department: <b>Cardiology</b></p>	<p><b>\$289,884</b></p>
<p><b>Monoclonal Antibodies for Cancer Diagnostics</b></p> <p>A collection of monoclonal antibodies that work against actin, cytokeratins, melanoma gp100 antigen, for in vitro diagnosis or research purposes.</p>	<p>UW Researchers: <b>Gown, Vogel</b> Department: <b>Pathology</b></p>	<p><b>\$281,331</b></p>
<p><b>Targeted Gene Modification by Parvoviral Vectors</b></p> <p>A method of effecting gene therapy via homologous recombination.</p>	<p>UW Researchers: <b>Russell, Hirata</b> Department: <b>Hematology</b></p>	<p><b>\$260,359</b></p>





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Phone: 206 543 3970 » email: [uwc4c@uw.edu](mailto:uwc4c@uw.edu) » website: [www.uwc4c.com](http://www.uwc4c.com)

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