



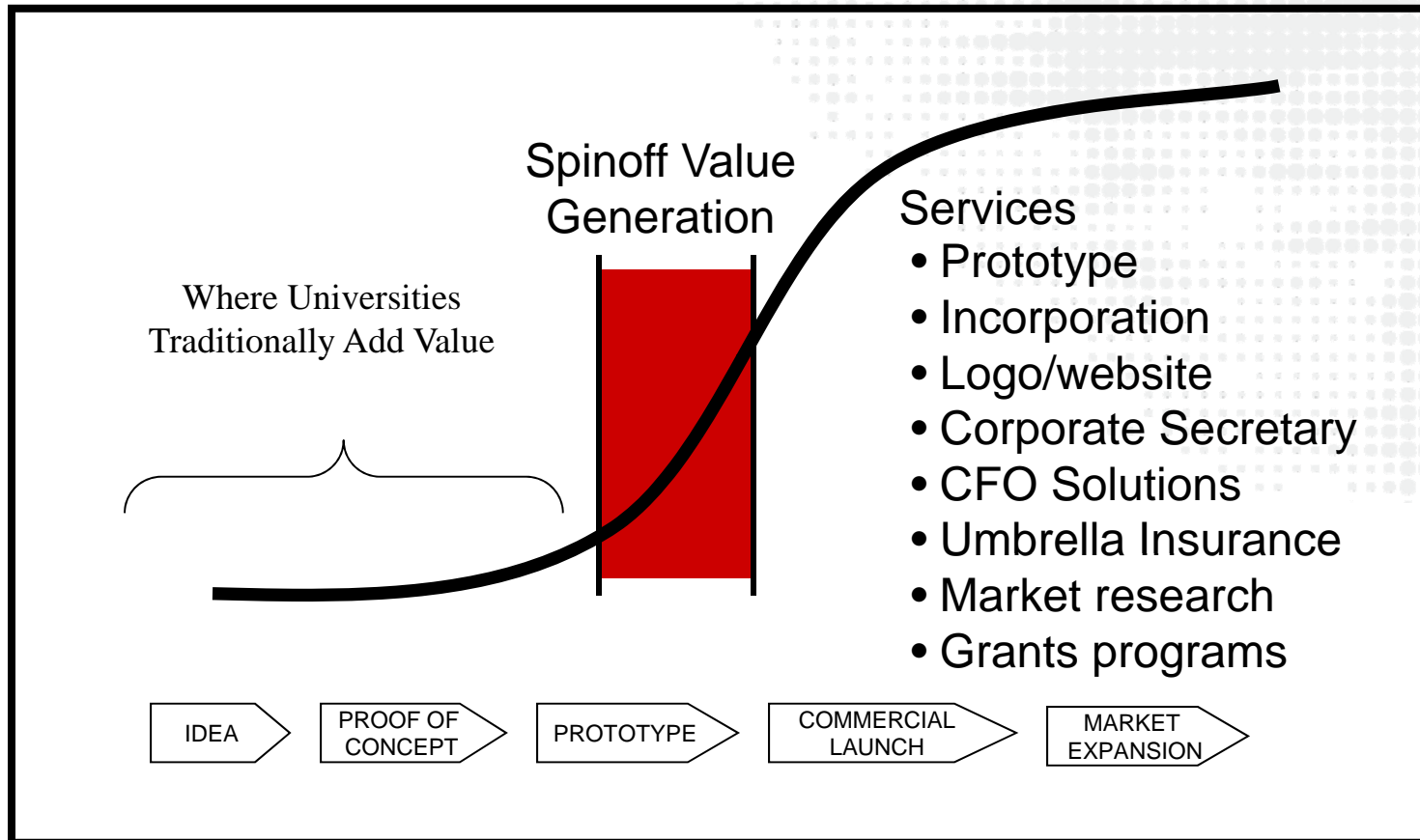
Universities and the Innovation Ecosystem

“Universities do not get enough credit for the fact that as players in our innovation ecosystem, they’re willing to gamble on cash-strapped startups. At the end of the day, who else is offering to pick up the tab? ... Warts and all, universities remain willing to pay patent costs to support expensive and increasingly sophisticated IP strategies for startups who will likely never be able to pay them back.”

- Melba Kurman, Triple Helix Blog, 25 Feb 2011



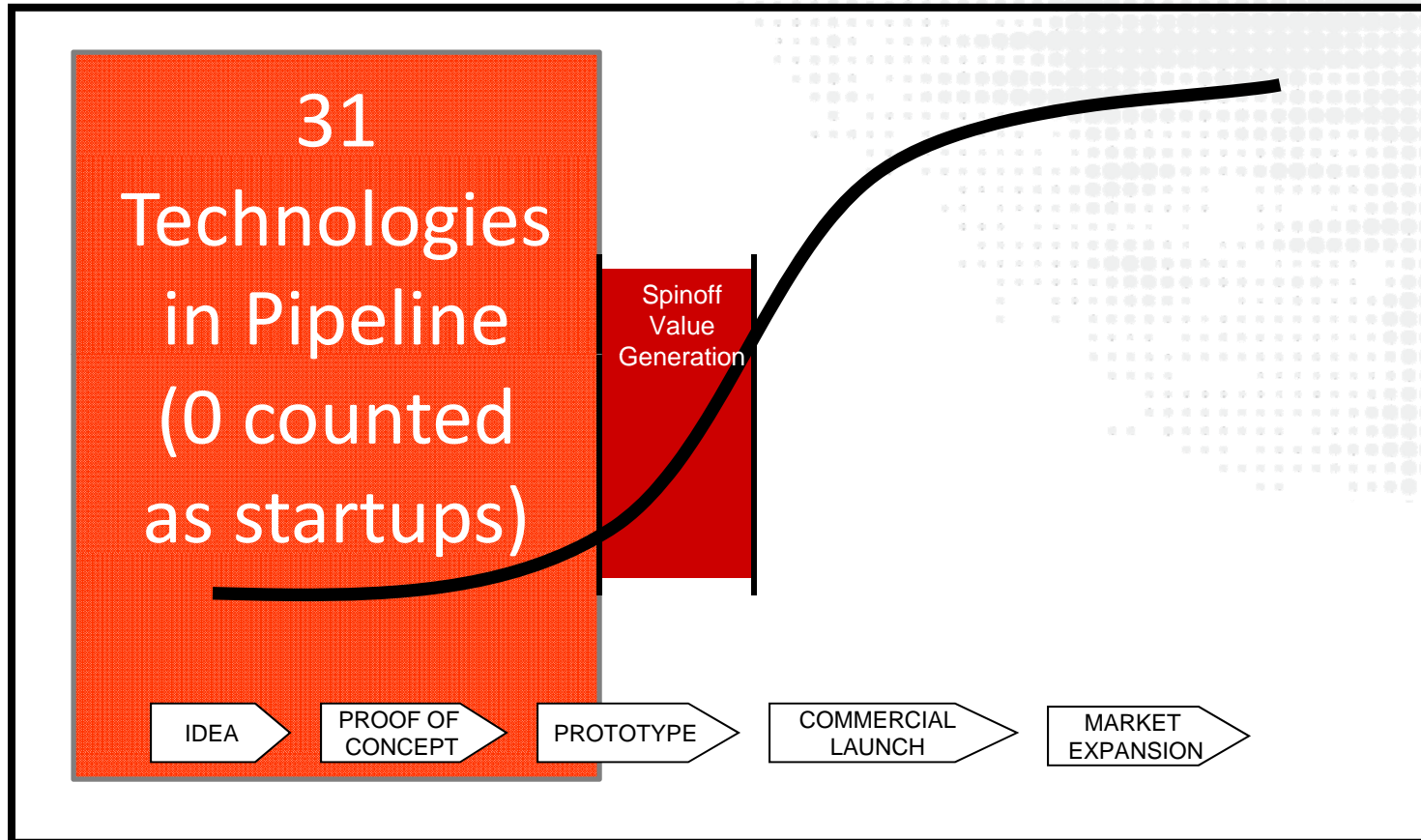
Technology Value Curve



Commercialization Stage



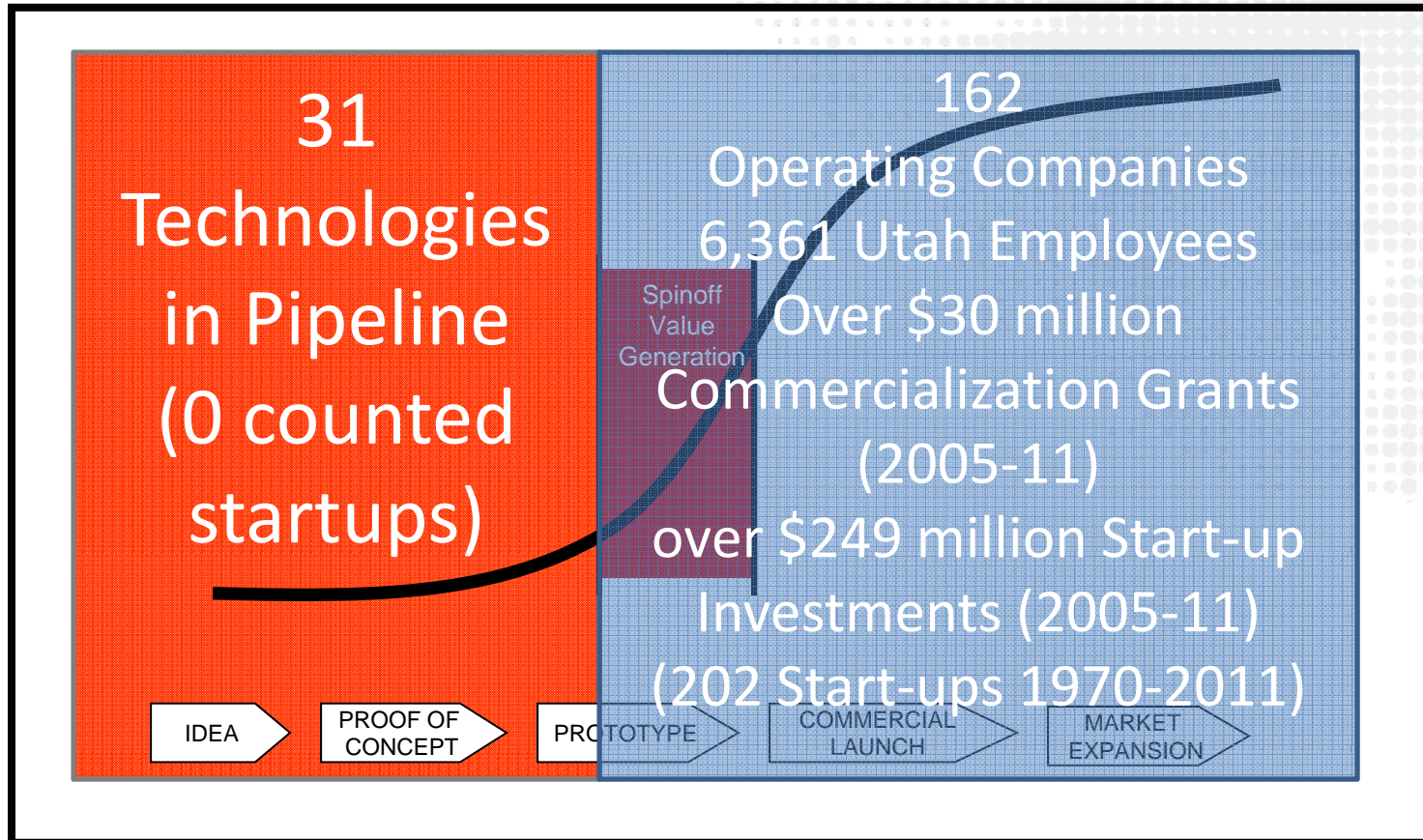
Spinoff Development



Commercialization Stage



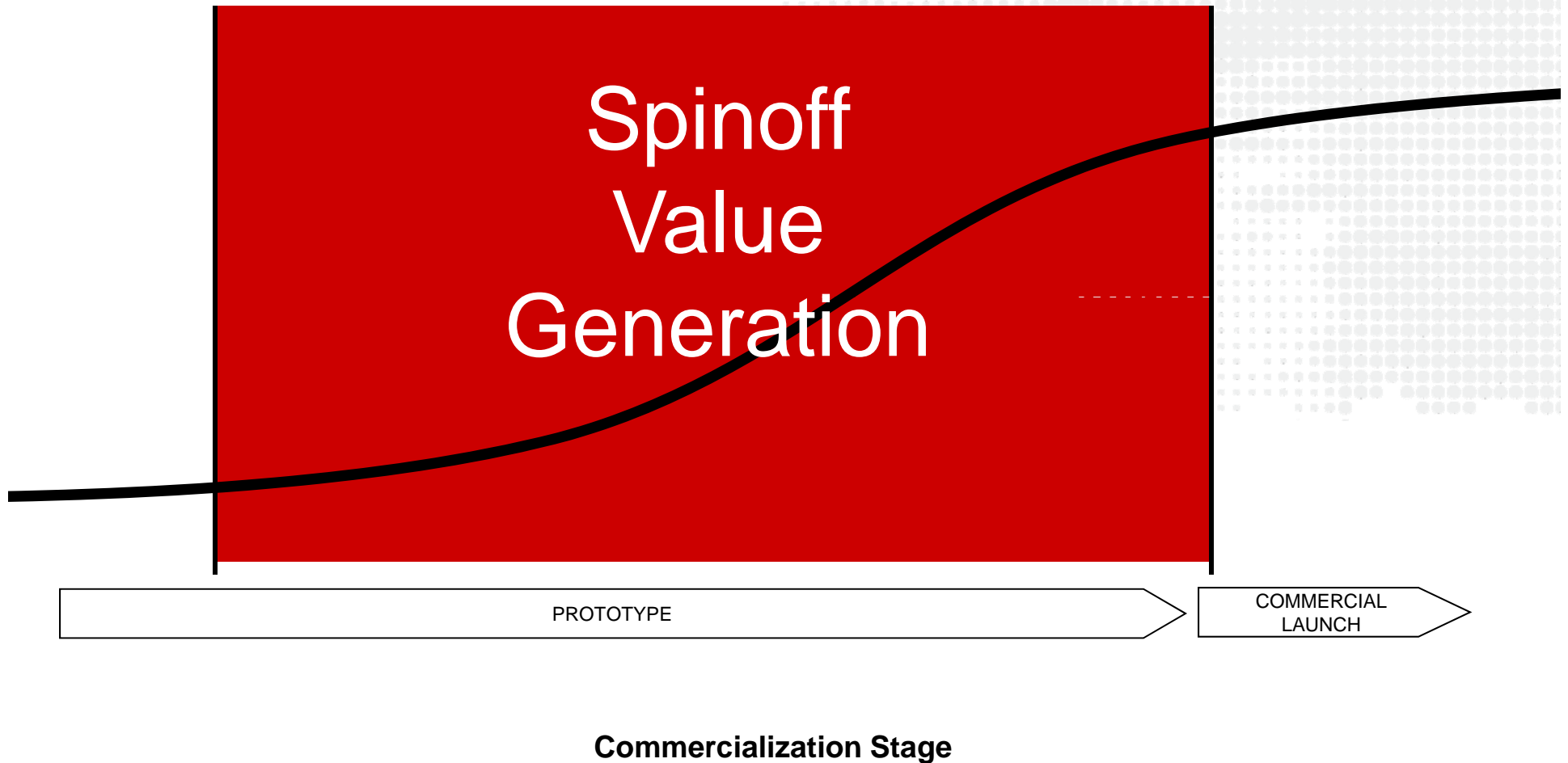
Utah Spinoff Development



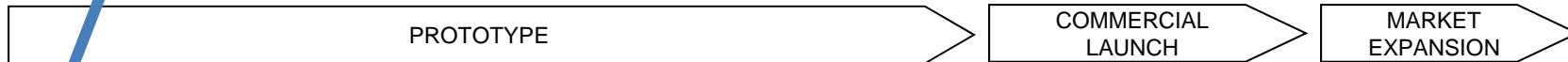
Commercialization Stage



Spinoff Development



Spinoff Development

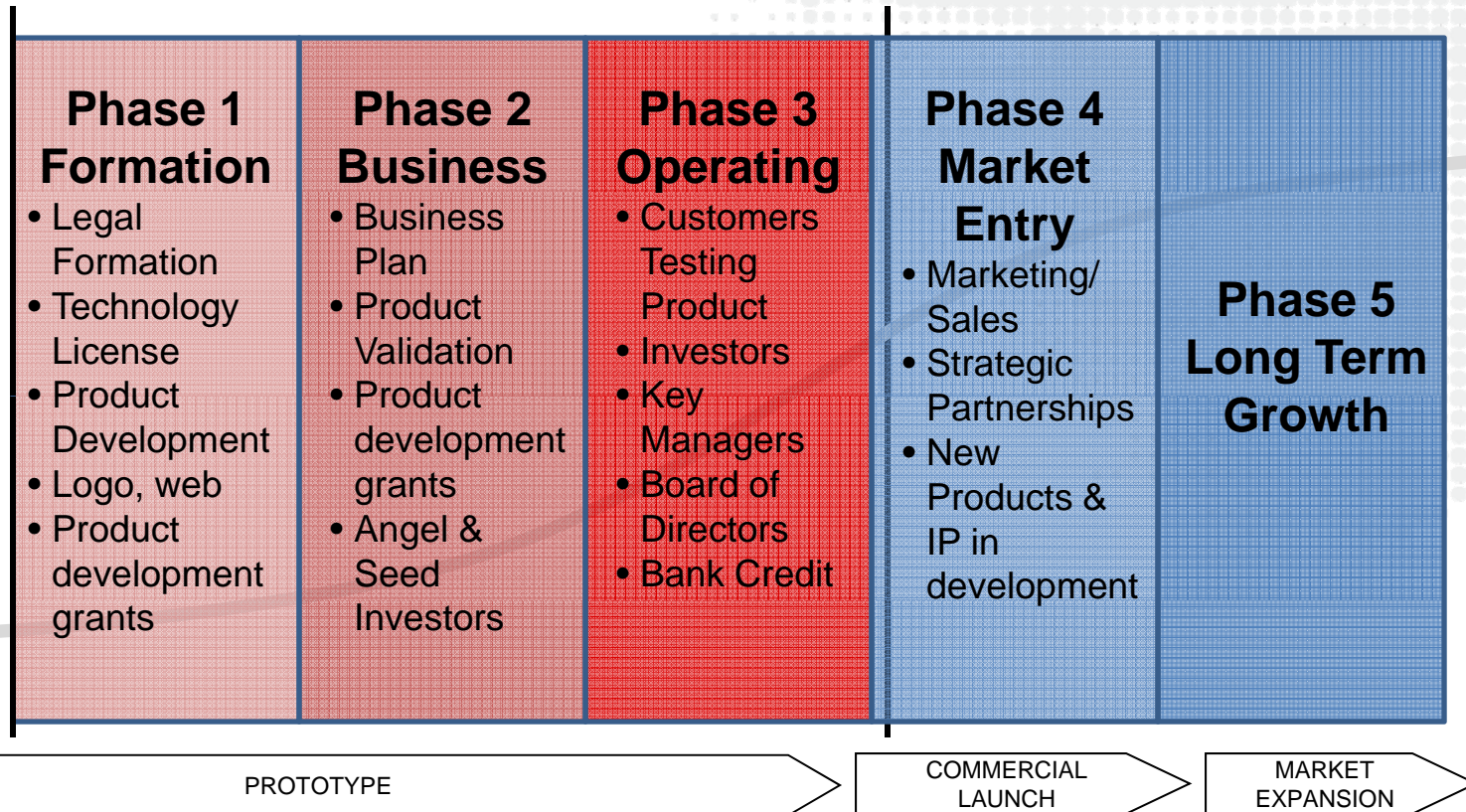


AUTM Spinoff is Technology Licensed to New Firm

Commercialization Stage



Spinoff Development

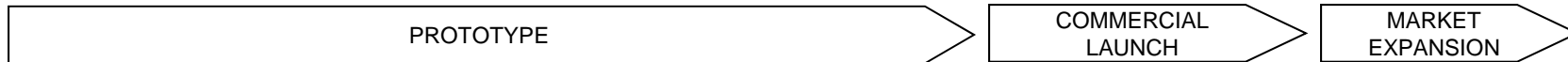


Commercialization Stage



Spinoff Results 2011

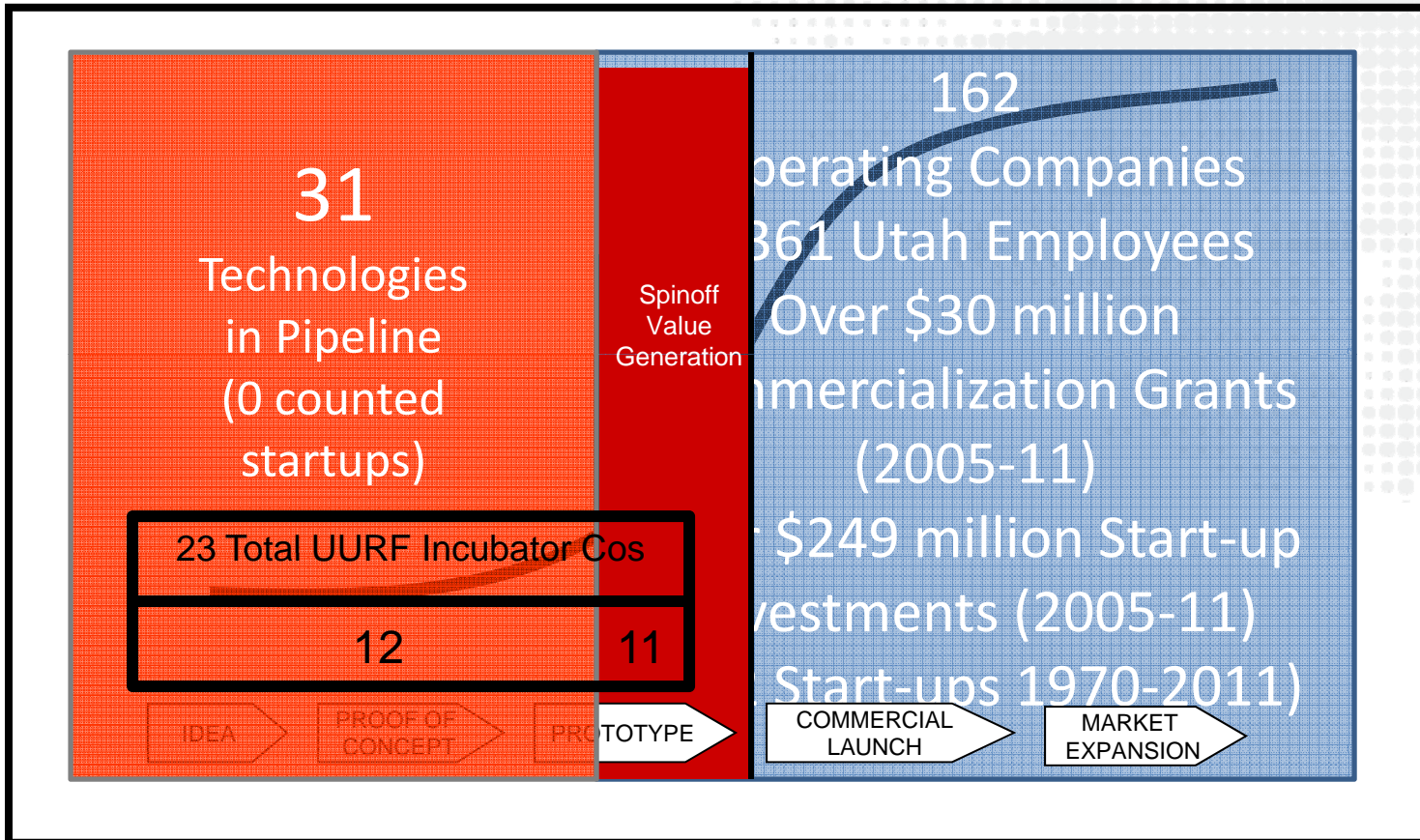
Phase 1 Formation	Phase 2 Business	Phase 3 Operating	Phase 4 Market Entry	Phase 5 Long Term Growth
27	24	20	20	71
Companies	Companies	Companies	Companies	Companies
\$755,000	\$5,630,000	\$5,082,000	\$5,130,000	\$13,150,000
Grants	Grants	Grants	Grants	Grants
\$800,000	\$5,700,000	\$77,765,000	\$54,900,000	\$109,950,000
Investments	Investments	Investments	Investments	Investments
18	62	125	176	5,980
Employees	Employees	Employees	Employees	Employees



Commercialization Stage



Utah Spinoff Development

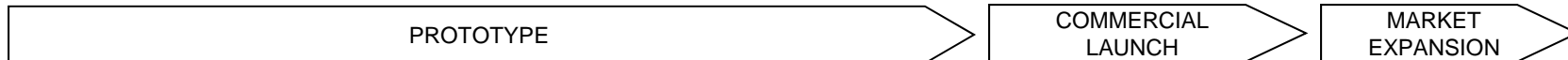


Commercialization Stage



Spinoff Results 2011

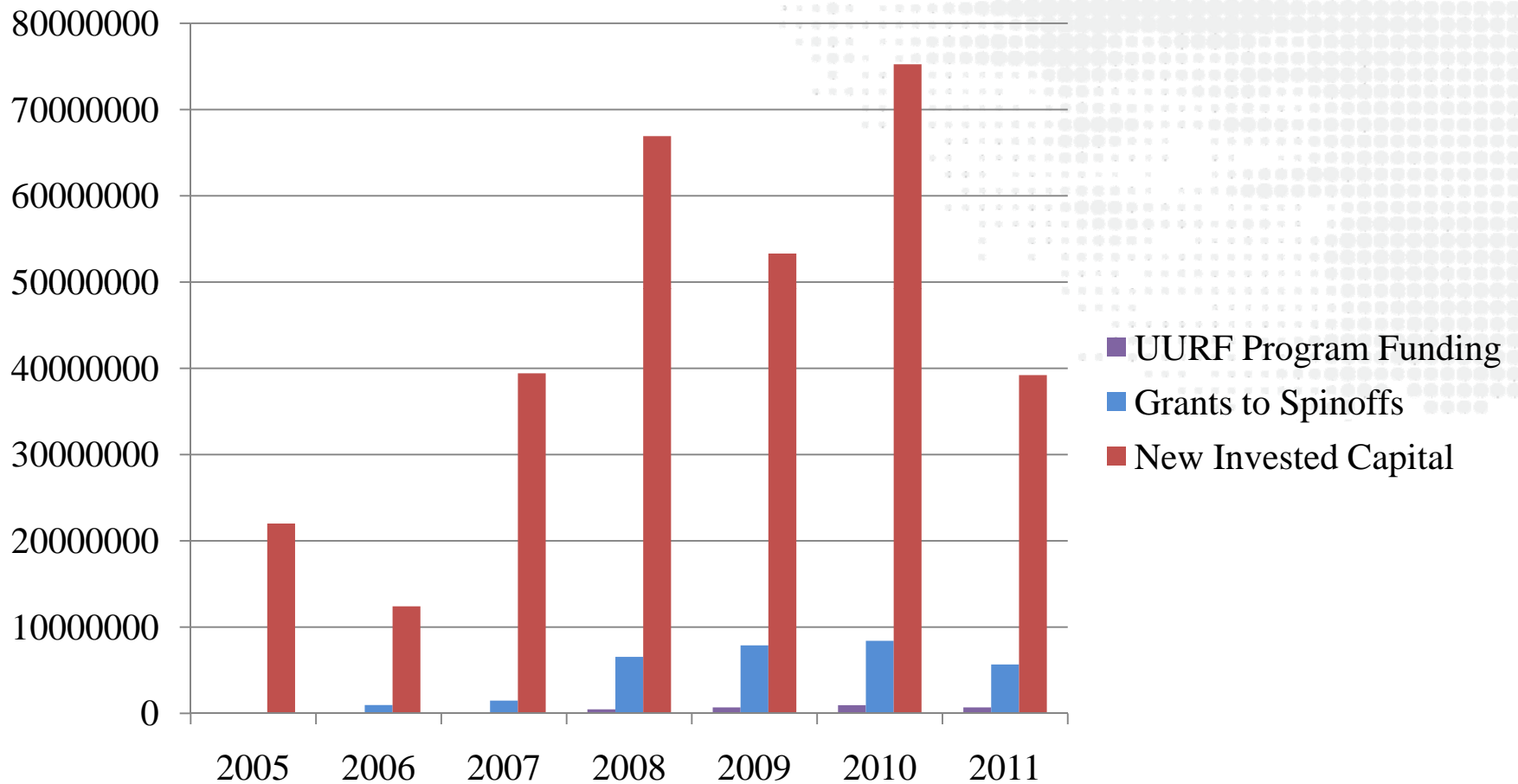
Phase 1 Formation	Phase 2 Business	Phase 3 Operating	Phase 4 Market Entry	Phase 5 Long Term Growth
27 Companies	24 Companies	20 Companies	20 Companies	71 Companies
\$755,000 Grants	\$5,630,000 Grants	\$5,082,000 Grants	\$5,130,000 Grants	\$13,150,000 Grants
\$800,000 Investments	\$5,700,000 Investments	\$77,765,000 Investments	\$54,900,000 Investments	\$109,950,000 Investments
18 Employees	62 Employees	125 Employees	176 Employees	5,980 Employees
6 UURF Incubator	5 UURF Incubator			



Commercialization Stage



Grants Lead Capital



Economic Results

- Companies that stay in Utah and create jobs in Utah
 - Companies tied to Utah through University research relationship
 - Good corporate citizens that invest in the community
 - Salaries more than 150% Utah average earnings
- Technologies attract investment
 - Incubating development “de-risks” technology
 - Attracting seed capital to Utah
 - Successful “deals” attract more growth capital to Utah



Economic Significance

“The economic significance of the research university goes far beyond its role of education and training. For several decades, university research has increasingly formed the foundation of significant technological advancements. These technologies enter the marketplace through research collaborations with industry, licenses, and to an increasing extent, university-driven efforts to turn new ideas into start-up companies.”

Jan Crispin, Senior Research Economist.

*The Economic Impact of Startup Companies and Invention
Licensees Originating from Research at the University of Utah.*

Bureau of Economic and Business Research, 2011.

