



Technology Commercialization MTTC and UMass Programs

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William Rosenberg, Ph.D., Executive Director, CVIP &
Abigail Barrow, Ph.D., Director MTTC

UMass/ President's Office





Mass Technology Transfer Center

- Formed in 2004 with Funding from Economic Stimulus Bill to work with all research institutions in MA
- Housed in UMass Pres. Office
- “Mining” \$5.5B in Federal funding to MA institutions
- Statewide resources to support the inventor/researchers with the commercialization of their technology
- Develop Regional Resources to Support Tech Transfer Offices



MTTC Serves Institutions

Research Hospitals

- Brigham & Women's
- Beth Israel
- Children's Hospital
- Dana-Farber
- Harvard Medical School
- Joslin Diabetes Center
- McLean Hospital
- Mass Eye & Ear Institute
- Mass General Hospital
- Saint Elizabeth's
- Schepens Eye Research Institute
- Tufts – New England Med Center
- University of Massachusetts – Medical School

Universities

- Boston College
- Boston University
- Brandeis
- Harvard University
- Lincoln Labs
- MIT
- Northeastern University
- Tufts University
- University of Massachusetts
- Woods Hole Oceanographic Inst
- WPI

Other

- Boston Biomed Research Inst
- CBR Inst for Biomedical Research
- CIMIT
- Draper Labs
- Forsyth Institute
- MITRE
- Natick Army Labs
- Whitehead Institute



Awards Program

- Seven Awards Cycles since 2004
 - \$5,000 to \$40,000 Grants
 - Semi-annual
 - Principal Investigator must be with MA nonprofit research institution
- Proof of Concept Funding – build initial prototype, obtain initial animal data etc.
- PI's coached on commercialization process
- Awardees selected on commercial viability of project not science



Awards Program

- Total Funding Disbursed
 - \$1.9M to 48 Awardees in 22 Institutions (32 to biotech/biomed) projects
- Effectiveness
 - 7 new start-ups – raised over \$6M in new investment
 - 4 new licenses
 - New grant awards of \$8M
 - Over 75% of completed awards - made significant progress on commercialization of technology
 - Distributed across wide array of institutions
 - Culture changing



Mentoring and Networking

Technology Showcase Conferences

- Annual Early Stage Life Sciences Conferences (5 Held)
 - 12 presenters & 150 attendees
- 5th Annual Conferences on Clean Energy
 - Grown to 36 presenters & more 500 attendees
 - Other specific areas of interest (nano, sensing, etc.)

Platform Program

- Pitch by inventors to roundtable of industry experts
- About 35 per year in all technology fields
 - ‘Dream Team’ audience – investors, industry executives, professional services, entrepreneurs etc.
 - Pitch followed by discussion on strategy and tactics
 - Initial identification of potential resources
 - Companies, Entrepreneurs/Management, Consultants, Funding



MTTC's Return on Investment

- New Companies & Licenses: > 20 new ventures
- New Investment: > \$250M raised by our startup clients
 - >\$50M by life sciences clients
- New Jobs: > 100 employed by our startup clients
- Startups formed in Eastern, Central, Western and South Coast Massachusetts
- Cluster-building startups in life sciences, clean energy, nanotechnology, and other key areas
- Effectively provides central point for coordinating all TLOs for events (BIO) and technologies (Tech Portal)



Examples of MTTC Successes

- Diagnostics - \$10+M raised by Claros Diagnostics (Harvard)
- Tissue Engineering - \$3M raised by Hepregen (MIT)
- Martha Murray - \$1.5 million new grants – and new company in formation (Childrens)
- Wind Energy - \$50M raised by FloDesign (WNE College)
- Biofuels - \$35M raised by Qteros (UMass Amherst)



UMass Programs to Support Start-ups

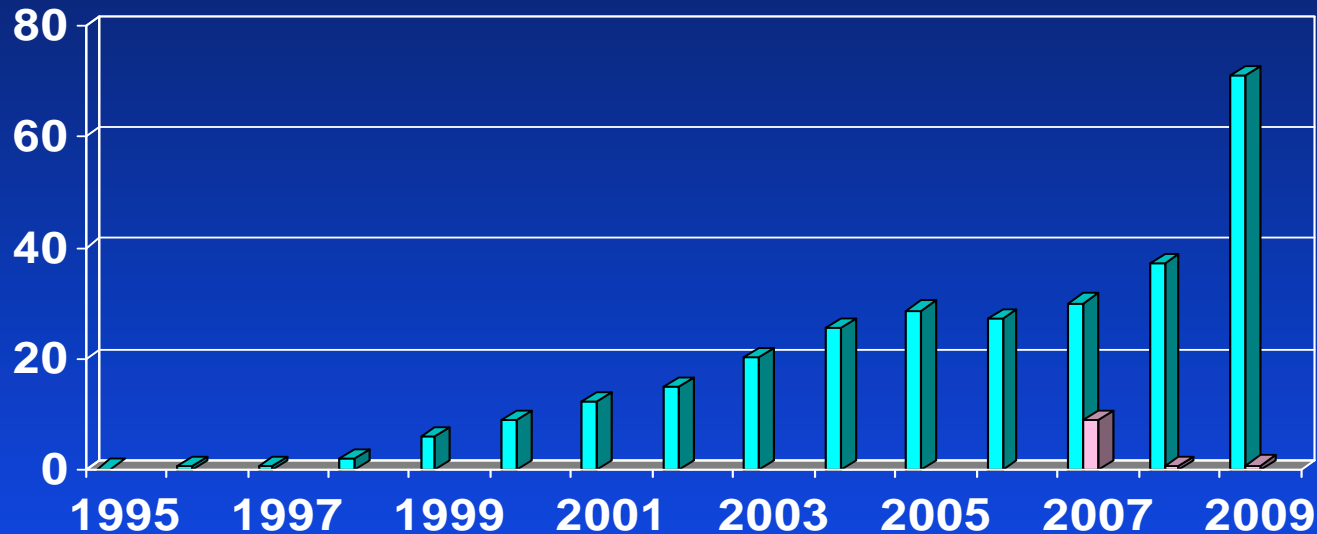


UMass Background

- 5 Campus System (Amherst, Boston, Dartmouth, Lowell, Worcester)
- Areas of excellence include:
 - **Life sciences; polymers & plastics engineering; marine science; computer science; nanotechnology**
- Total R& D FY08 \$435M (55% LS)
- 3rd largest in MA; Largest public in NE



License Revenue in \$M including Equity



Over 400 licenses to companies (more than half to pharma, biotechs, med device)

Among the top academic TT revenues (\$37M FY08 and >\$70M FY09)



Initiatives to Promote the Creation of New Companies

- CVIP Technology Development Fund (6th Yr.)
- UMass Co-Investment Equity Fund
- New Seed Fund in Concept phase-Alum backing
- Part-time experienced venture creation advisor-3rd Yr.
- MTTC programs
- UMass incubators (UML, UMD)
- Built extensive network in MA business community



UMass Funds

- CVIP Technology Development Fund
6th year, \$30K per award, \$250K p.a.
- Fund has significant returns with several newcos and licenses
- CVIP Co-Investment Equity Fund (\$500K per company)-3 investments to date
- New seed funding planned to invest in startups
- MTTC programs



Examples of Recent UMass Successes

- \$7M raised by Anterios/ Drug delivery
- Reflectance Medical forming an raised more than \$10M
- Qteros raised \$25M B round within 18 months of formation
- Konarka raised more than \$120M
- Anellotech received \$3M A round commitment



Contact Information

- William S. Rosenberg, Ph.D.
wrosenberg@umassp.edu
- Abi Barrow, Ph.D.
abarrow@umassp.edu