

Southeast TechInventures

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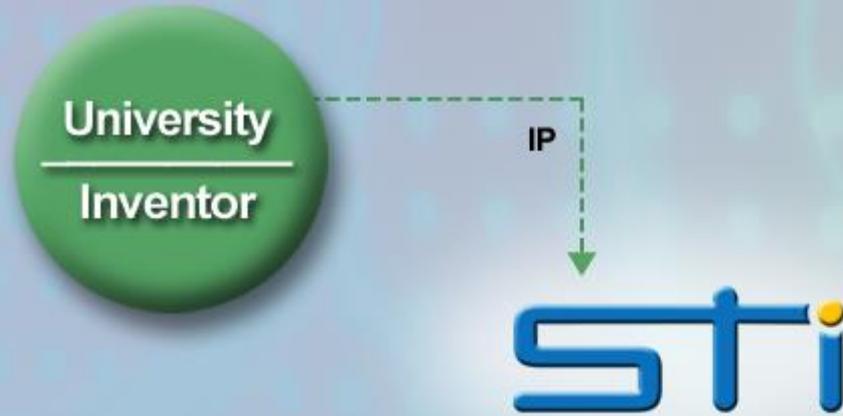
Southeast TechInventures (STI) is a technology innovation company focused on developing and transitioning the most promising technologies from university labs to the commercial marketplace.



**STI
Business
Model**



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SBIR/STTR Facts

- Small Business Innovation Research/Small Business Technology Transfer
- Federal Gov invested > \$30 billion (100,000+ awards)
- Spurs economic development – keeps US ahead of technology development curve
- High-risk, high-payoff research that leads to a commercial product
- U.S. based, < 500 employees, > 50% individually- owned
- Proof of Concept \$150K
- Prototype Development \$750K-\$1M+
- Hit Ratio – 10%-15% (national average)

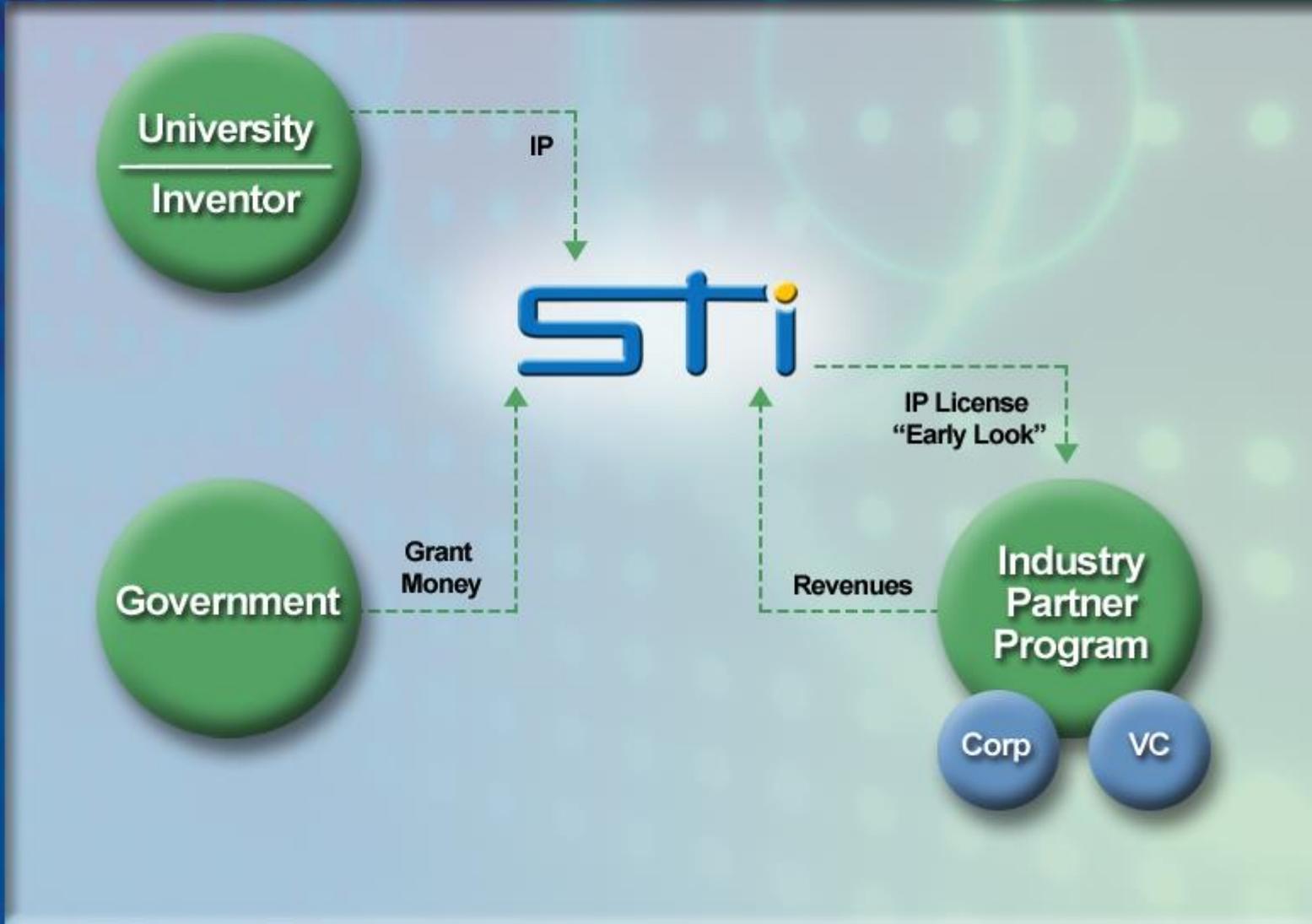
SBIR Agencies

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security
- Department of Transportation
- Environmental Protection Agency
- NASA
- National Science Foundation

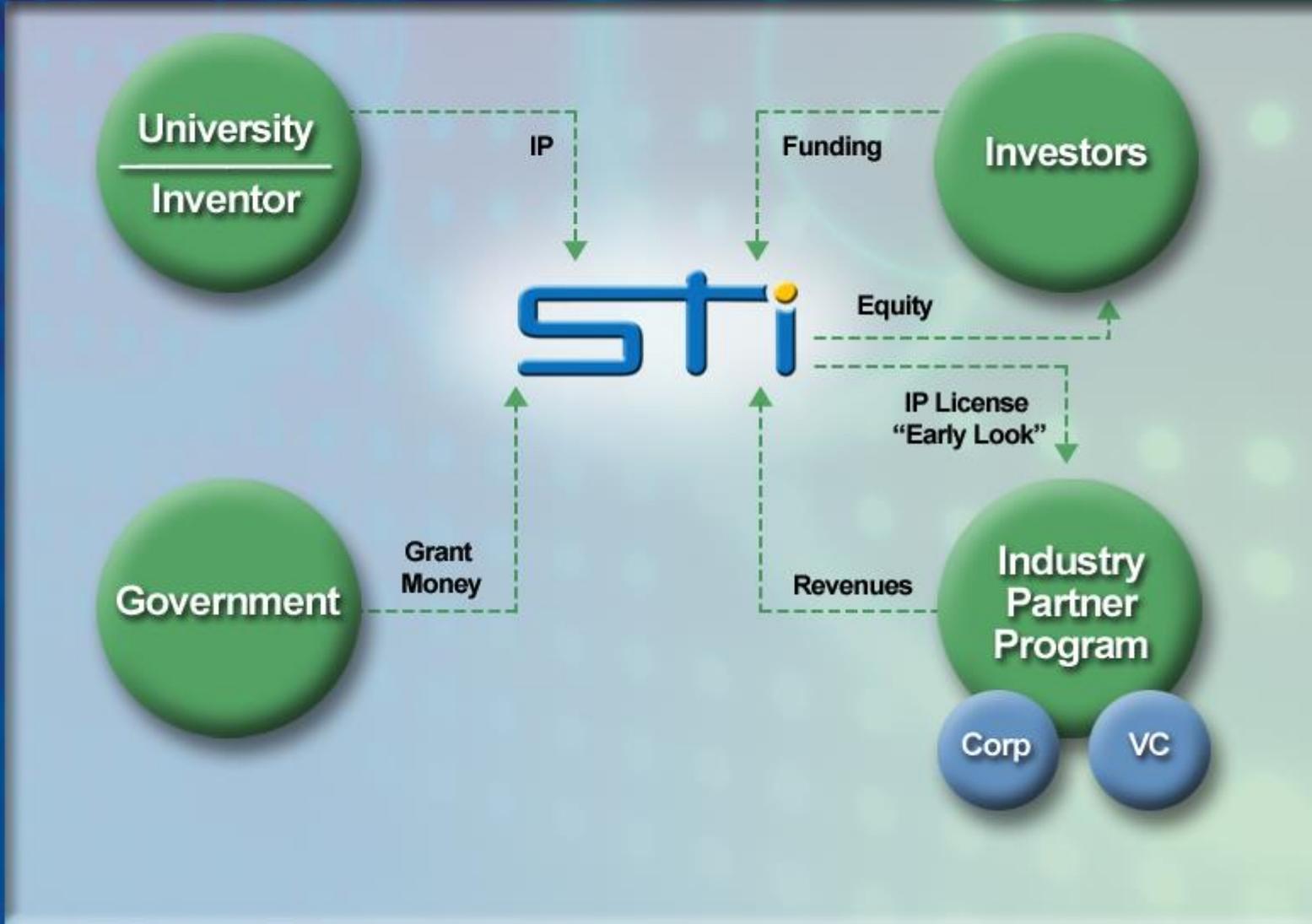
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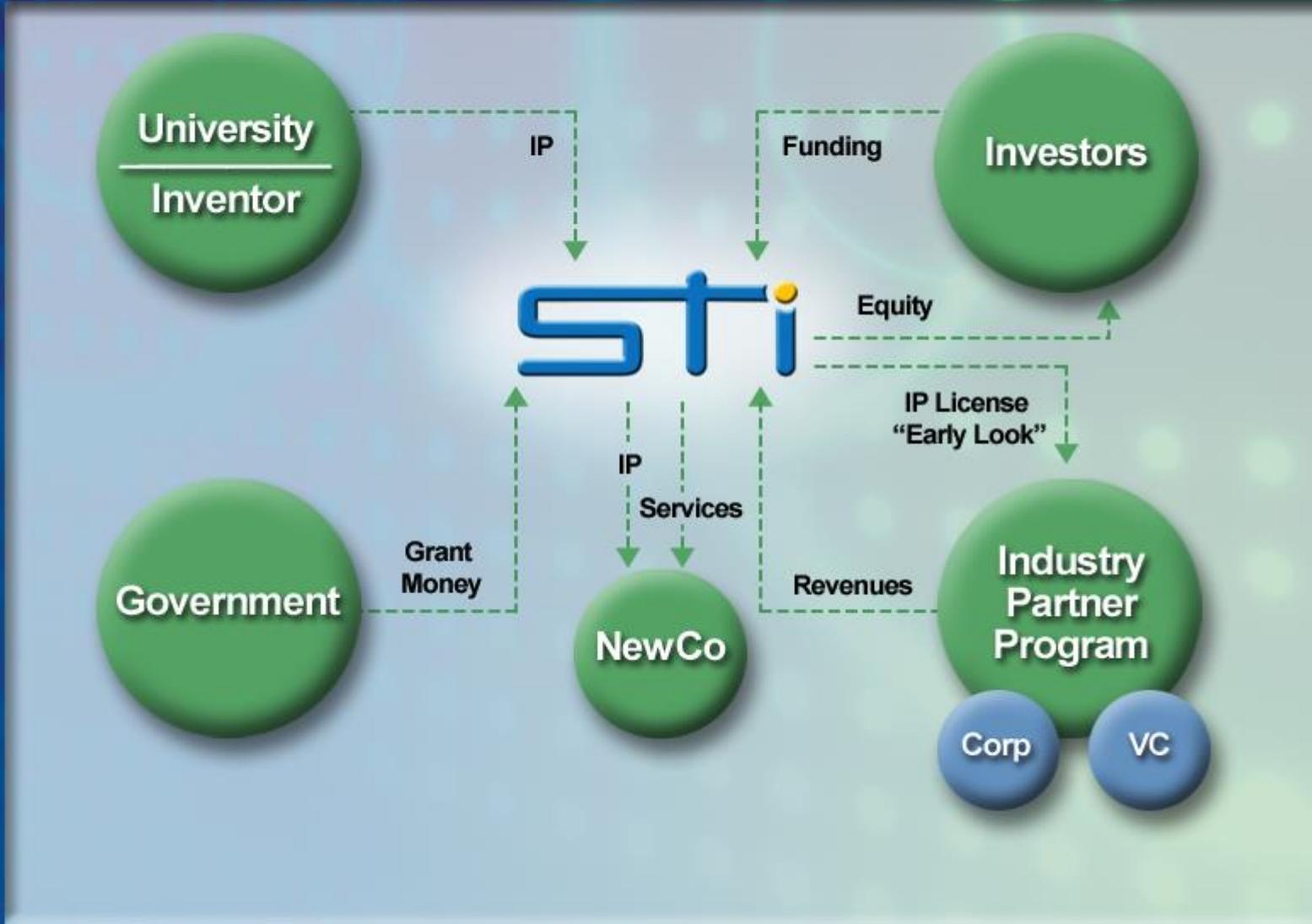
**STI
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STI
Portfolio

Companies acquired by larger companies



High-performance, non-invasive imaging solutions. Identify, Diagnose and Treat Ophthalmic Diseases at early stages.



Advanced Liquid Logic – Microfluidics, Lab-on-a-chip technology

STI Portfolio

New Drug for treatment of Acute Myeloid Leukemia (AML)

- Advance to the clinic a novel candidate, F10, a decamer of 5-fluoro-2'-deoxyuridine 5'-O-monophosphate (FdUMP) as a less toxic alternative to existing chemotherapeutics.

Type II Diabetes and Fatty Liver Disease

- Novel approaches to increase peroxisome biogenesis in humans – resulting in superior treatments for diabetes and metabolic syndrome.

Microclassification

- Protein/antibody preservations; micro and nano-shere technology; in many cases competes with lyophilization

AgTI Portfolio



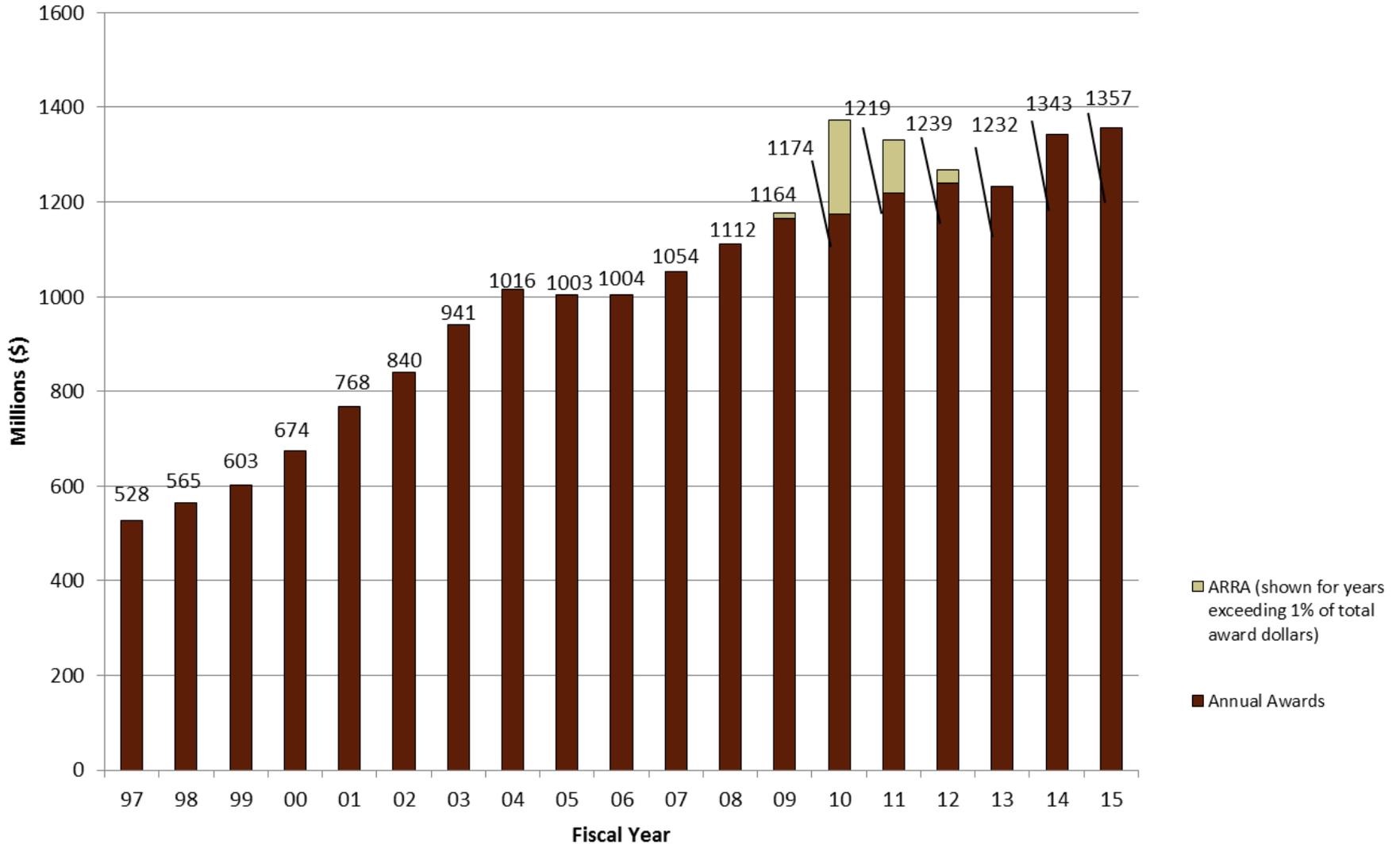
AgTI – An innovation lab for advancing promising university agricultural technologies



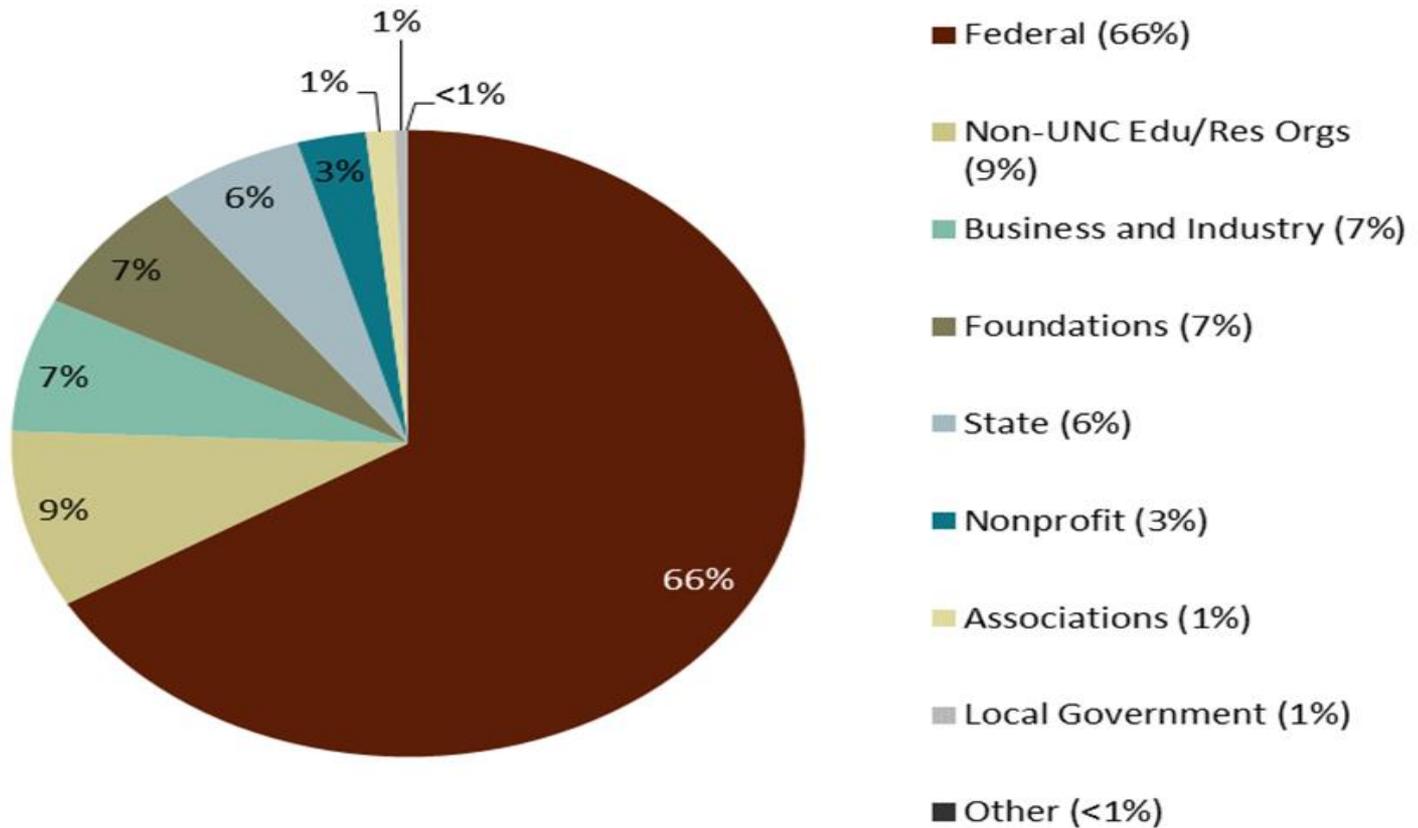
Edison Agrosciences is an agricultural biotechnology company dedicated to engineering plant-based production of industrial materials, with a primary focus on the development of alternative rubber crops from sunflowers.

Rx Maker- develops crops, soils, and weather algorithms that will be used to create new data layers. These new data layers will be used to drive selection of crops, crop varieties, fertilizer nutrients, soil amendments, and biological products as well as their respective application rates to agricultural production fields.

Trends in Sponsored Program Awards, FY97-FY15



FY15 Sponsors by category



Commercialization in FY15

	Invention Disclosures	US Patents Issued	Licenses or Options Executed	Start-ups	License Income
Doctoral Granting Institutions					
ECU	56	8	5	1	\$144,997.00
NCA&TSU	19	0	2	1	\$33,500.00
NCSU	291	20	139	12	\$7,601,069.33
UNCCH	136	48	51	9	\$2,975,335.43
UNCC	47	7	12	4	\$37,297.81
UNCG	16	4	6	2	\$62,391.00
All other Institutions (ASU/FSU/NCCU/UNCW)					
	16	3	3	2	\$ 31,663.93

Trends in Commercialization, FY12-FY15

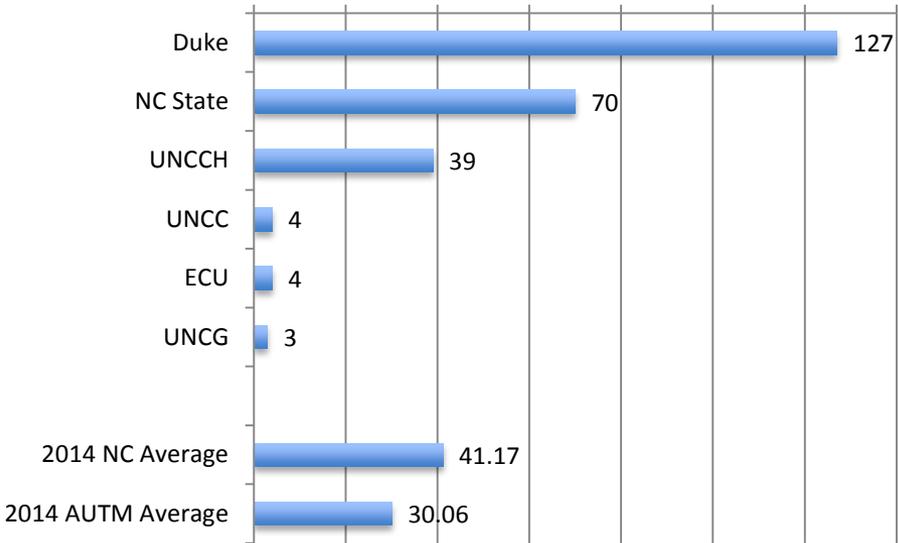
	Invention Disclosures	US Patents Issued	Licenses or Options Executed	Start-ups	License Income
FY15 Totals	576	90	218	31	\$ 10,886,254.50
FY14 Totals	467	97	212	31	\$ 15,927,896.60
FY13 Totals	449	85	197	30	\$ 10,735,866.79
FY12 Totals	532	91	149	17	\$ 8,977,264.00

FY15 Sponsors by category

Unites States Federal Government	
5738 - National Science Foundation (NSF)	\$115,449,435.00
5670 - Department of Agriculture (USDA)	\$46,823,094.65
5522 - Department of Defense (DOD)	\$48,847,051.42
5500 - US Department of Education (DOED)	\$77,360,405.30
5453 - Department of Energy (DOE)	\$25,035,048.00
5285 - Department of Health and Human Services (DHHS)	\$54,968,655.82
5332 - National Institutes of Health (NIH)	\$434,265,028.43
5262 - Agency for International Development (USAID)	\$53,295,011.00
Foundation	
State of North Carolina	\$27,920,353.21
All other states	\$69,078,441.31
Nonprofit Organization	
State of North Carolina	\$13,828,950.38
All other states	\$24,891,045.91
Association	
All other states	\$14,031,845.01
Local Government	
State of North Carolina	\$6,939,438.35
Educational and Research Institutions	
State of North Carolina	\$36,974,082.09
All other states	\$89,605,612.98
State Government	
State of North Carolina	\$73,783,008.61
Business and Industry	
State of North Carolina	\$21,842,255.97
All other states	\$73,669,640.68

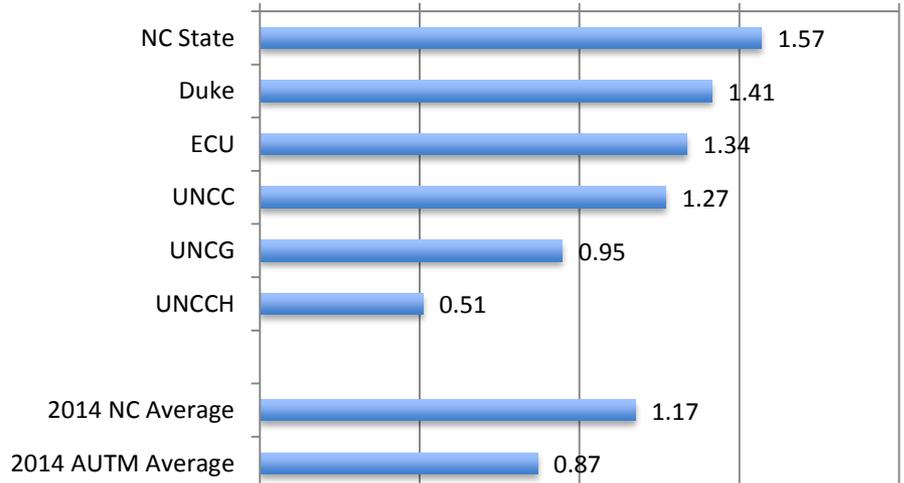
Licenses Executed

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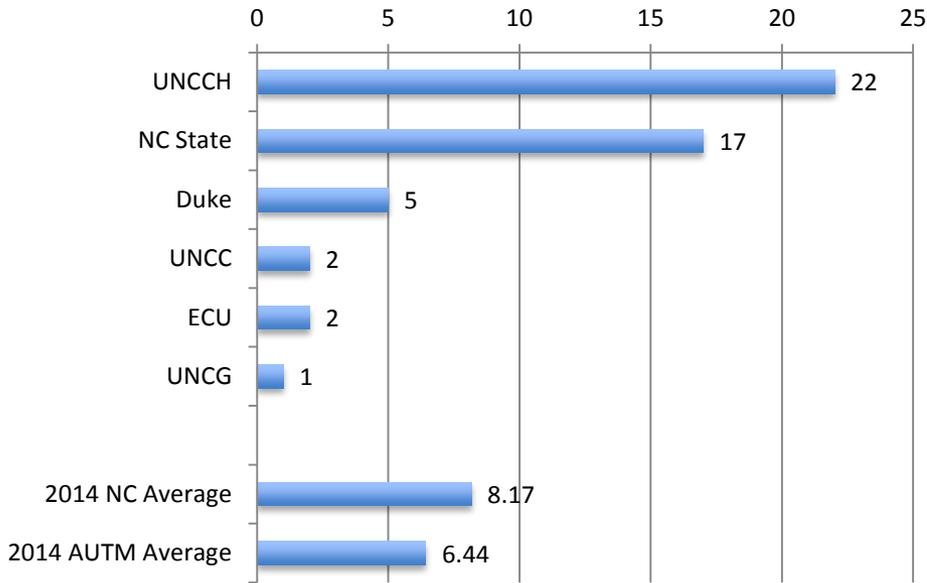


Licenses Executed/\$10M Research Exp

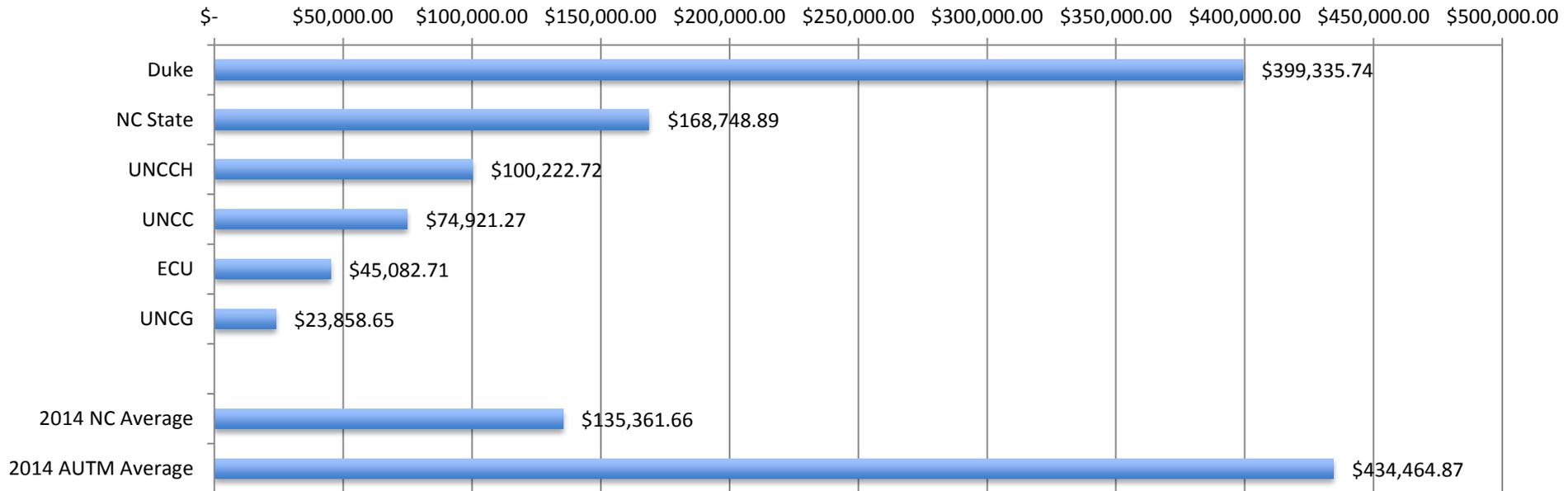
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Total Licenses to Start-ups



Licensing Income/\$10M Research Exp



University Innovation Council Recommendations

RECOMMENDATION	SUMMARY
Reward and Encourage Innovation and Entrepreneurship	Develop university policies and reward systems that recognize achievements in innovation and entrepreneurship
Develop NC Technology Advancement Pathways (NC TAP)	Streamlined, collaborative mechanism for technology transfer services within the UNC System; this would include an internet-based system for sharing technology transfer tools and related resources
NC Technology Advancement Capitalization (NC TAC) Program	Provide funding and a process for technology proof of concept, validation, and commercialization activities for technologies developed by North Carolina universities
Innovation Fellowship (IF) Program	A statewide, competitive fellowship program enabling recent graduates or postdocs who are startup founders or early stage hires to transition to full-time role in a startup
Tell the University Innovation Story	Build awareness of university innovation and entrepreneurship by telling stories and sharing statistics about the conversion of university research into products, processes, and services that deliver social and economic value

THANK YOU