Mission

AzTE supports ASU’s research, education, public service and economic development mission by:

• Accelerating use-inspired innovation from ASU labs to the marketplace for the benefit of society
• Facilitating collaborations with industry for the development of next-generation technologies
• Promoting economic growth in Arizona through licensing and start-up company formation
AzTE Corporate History and Background

• Organized in May 2003 as a separate limited liability company under Arizona state law
• ASU Foundation is the sole member
• A tax-exempt nonprofit organization
• Governed by a separate Board of Directors (with ASUF and ASU members)
• Acts as ASU’s exclusive IP management organization
Our Team ~ Our Focus

AZTE is an organization (including 5 PhDs, 4 MBAs, 2 JDs) with over 135 years of technology commercialization experience

Legal Affairs
- Intellectual property management
- Patents
- Licensing and other legal agreements
- Legal and policy compliance

Physical Sciences Business Development
- Commercial due diligence
- Technology marketing
- Licensing and commercialization
- Corporate research collaborations

Life Sciences Business Development
- Commercial due diligence
- Technology marketing
- Licensing and commercialization
- Corporate research collaborations

Venture Development
- Investor relations with VCs and angels
- Formation of spin-out companies
Tech Transfer | AzTE Services

- IP identification, development and protection
- Commercial due diligence
- Marketing activities
- Licensing and other commercialization
- Spin-out ventures
- Corporate research collaborations
AzTE Business Model

• Deal-based business model

• Less focus on new deal income (e.g., upfront payments)....share risk and share reward based on future success

• Seek fair but not necessarily maximum value to facilitate rapid transfer of ASU inventions and discoveries into the market
  • Speed over highest value
  • Deal turnover instead of optimizing a few
AzTE Outcomes – FY2012

• 9 spinout companies based on ASU IP
• 73 licenses or options to ASU technology
• 106 new U.S. patent applications filed (26 issued)
• 239 new invention disclosures
• Facilitated ~$9.9M in industry-sponsored research
AzTE Outcomes – Lifetime

- 55 spinout companies based on ASU IP
- $300+ million in financing by licensees and sub-licensees of ASU technologies
- 6 ASU companies acquired or merged
- 2 IPOs: Helicos BioSciences Corp. and PetroAlgae Inc.
- $1.6 million in ASU Catalyst funds invested in early-stage ASU technologies
- $18 million in commercialization revenue
- 240 active U.S. patents in portfolio
Impact | Before & After AzTE’s Formation

Technology Transfer Funnel

Research Expenditure-
Federal, State, Industry, and University

Faculty Member or Graduate
Student New Invention

TTO Decides to File
A Patent

License to
Existing
Companies
License to
Start-ups

Market
AzTE Activities

- IP identification, development, and protection
- Commercial due diligence
- Marketing activities
- Licensing and other commercialization
- Spin-out ventures
- Corporate research collaborations
Venture Catalyst at ASU

Venture Catalyst helps faculty, students and ASU-linked companies launch new startups or accelerate existing ventures:

- **Faculty** – Expert assistance in managing and commercializing discoveries
- **Students** – Expertise and experience to accelerate venture ideas
- **U.S. Companies** – Business growth with links to ASU
- **Global Ventures** – Personalized soft-landing services

Entry points:

- **Online assessment** – asuventurecatalyst.org/assessment
- **Entrepreneur office hours** – asuventurecatalyst.org/eoh

Complete services:

- Mentoring
- Funding Connections
- Intellectual Property Assistance
- Workforce Development
- Educational Opportunities
- Business Services (market research, investor presentations, etc.)