

UNIVERSITY
OF MIAMI



Our vision is to be a dynamic hemispheric innovation hub for knowledge translation and commercialization of research discoveries that improve the lives of our local, national and international communities.

Our mission is to improve public health and quality of life through life-long education, experiential learning, innovative research and real-world translation of novel ideas and innovations.

 **INNOVATION**

BUILDING THE INNOVATION ECOSYSTEM

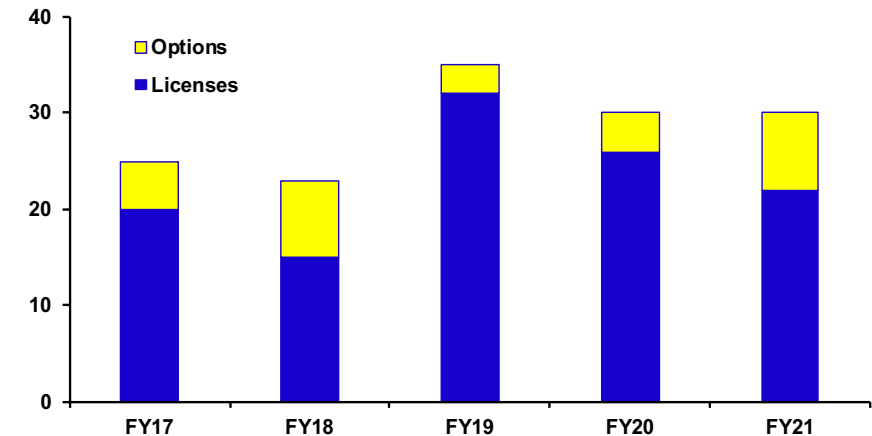
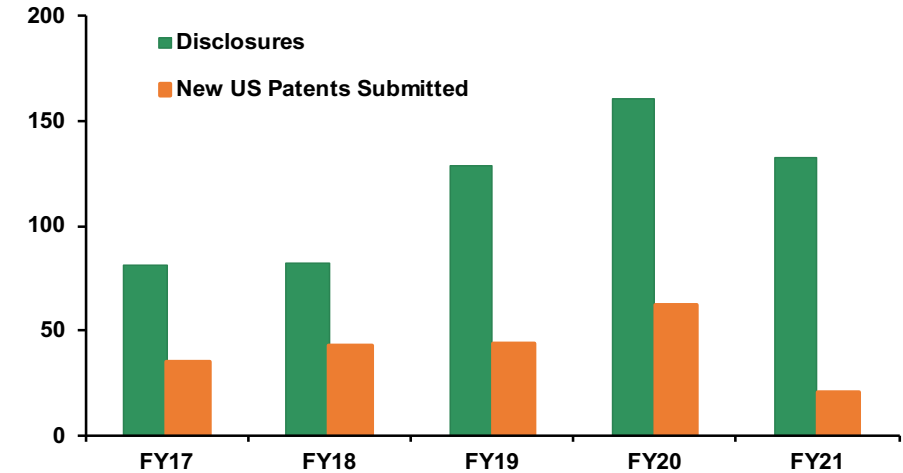
UM INVENTIVENESS

Over the past 5 years (FY17-21):

- 586 innovation disclosures
- 391 US patents submitted (205 new), 74 issued
- 115 licenses, 28 options
- 28 startups
 - licensed UM IP for first time
- From 136 to 212 active agreements
- From \$10.6M to \$20.3M IP revenue

Cumulative startup metrics

- 100 startups, 70 that licensed UM IP
- 2 IPOs
- 1 acquisition by major company



UNIQUE RESOURCES - THE LAUNCH PAD

➤ 13 years in operation

- 5500+ Student & Alumni Clients
- 550+ Companies formed
- 3500+ Ideas pitched
- replicated in 27 schools
- The Launch Pad Med

➤ Mentorship and guidance free for life

- Events and Workshops
- Concept Validation
- Business Plan Help
- Financial Modeling
- Marketing / Growth Strategy
- Idea to Monetization Accelerator



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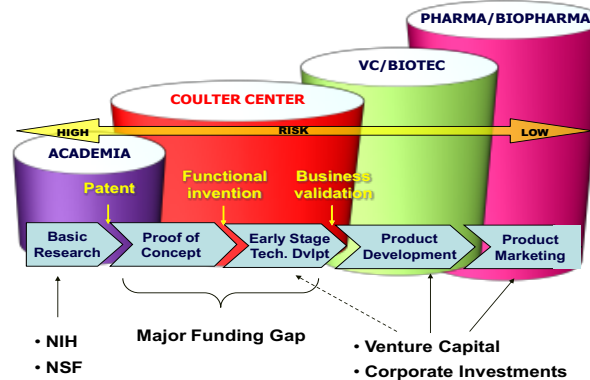


U INNOVATION

Building the Innovation Ecosystem

UNIQUE RESOURCES - COULTER CENTER FOR TRANSLATIONAL RESEARCH

- Established with a grant from the W. H. Coulter Foundation
- Aiming for investable technology
- Funding + Bus Dev + Regulatory
 - 52 completed projects, 9 ongoing
 - largest UM licensing deal to big pharma to date
 - 1/3 UM startups out of Coulter projects
- \$4.95 M project expenditures
- \$541.2 M follow on funding
 - 87% private



	Total Follow-On
Therapeutic	\$482,760,080
Diagnostic	\$53,716,241
Drug Discovery	\$2,636,067
Healthcare IT	\$2,170,329
TOTAL	\$541,282,717

UNIQUE RESOURCES – CONVERGE MIAMI

- External Facing / Collaboration
- Partnership with Wexford Biosciences
- Collaboration with the Cambridge Innovation Center
- Heart of an emerging Innovation District
 - 200K sf building fully occupied
 - >150 startups of all types
 - unique to Converge - wet lab space
 - Opportunity Zone
 - Master Planning under way for building 2



EDUCATION NOVEMBER 6, 2016 4:00 PM

University of Miami steps up innovation strategy and renames life science park



WEXFORD
SCIENCE+TECHNOLOGY
A [8] BioMed Realty Company

cic

UNIVERSITY
OF MIAMI



U INNOVATION

Building the Innovation Ecosystem

The only University of Miami affiliated angel investment network.

The 'Cane Angel Network aims to bring together entrepreneurs and investors from the University community, including students, alumni, parents, faculty and staff, to provide early-stage funding and a network of advisors.

Experiential learning for graduate students who work with the managing director to analyze startup submissions.



'Cane Angels Promoting UM's Vision for Growth

Initial Vetting

- ❖ **'CAN is run as an investment firm:**
 - 20-person analyst team;
 - rigorous analyst training program.
- ❖ **Over 100 startups expected to apply in 2021**
 - Up from 40 since 'CAN launched in May 2020.
- ❖ **The 'CAN analyst team is a resource for both entrepreneurs and investors.**



'Investor Ready'

- ❖ **We work with startups every step of the way to:**
 - refine their pitch
 - hone their business model.
- ❖ **Only the best of these companies are presented to investors**
 - 5 have made the cut so far.
- ❖ **We are here to help make investors money:**
 - We don't perform, they don't come back.



Miami Tech Hub

- ❖ **'CAN is working to advance Miami and UM's position as a TechHub by:**
 - Training talent
 - Supporting deals
- ❖ **An example is our Fall 2021 'CAN initiative with Softbank:**
 - 12-week, hands-on program in conjunction with Softbank executives.
 - Practical experience for the next-gen world.



Entrepreneurship, Education, Mentoring - Collaborative Support for *Start-Ups



The Launch Pad
The Launch Pad Med
Information and mentoring
Idea to Monetization

WHCC
Entrepreneurs in Residence
Startup events
Guidance for SBA grants
Concept to Commercialization
Seminars & other Events

OTT
License, Option, and related
agreements

'Cane Angel Network
Angel funding for U related,
early-stage companies

Startup Practicum
Legal support



 **MIAMI HERBERT
BUSINESS SCHOOL**
Courses, startup competition

Converge Miami
U Innovation team suite
Company address
Co-working space
Rent-a-Bench in Converge Labs

i-Corps
SOM CTSI, COE
Customer focus



**Small Business
Administration**
SBIR, STTR grants



UNIVERSITY OF MIAMI POLICY ON INVENTIONS, INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER:

<https://fs.miami.edu/assets/pdf/facultysenate/Documents/FacultyManual.pdf> ; pages 171-180

I. GENERAL

I. DEFINITIONS and ABBREVIATIONS

Applicable Personnel: all full- and part-time faculty, staff and employees, students, fellows and non-employees who use University funds, facilities or other resources, or participate in University-administered research, including visiting faculty and industrial personnel, regardless of obligations to other companies or institutions.

III. OWNERSHIP

Creations vs Innovations

IV. ADMINISTRATION OF THE POLICY

V. DISCLOSURE, REVIEW AND PROTECTION OF INNOVATIONS

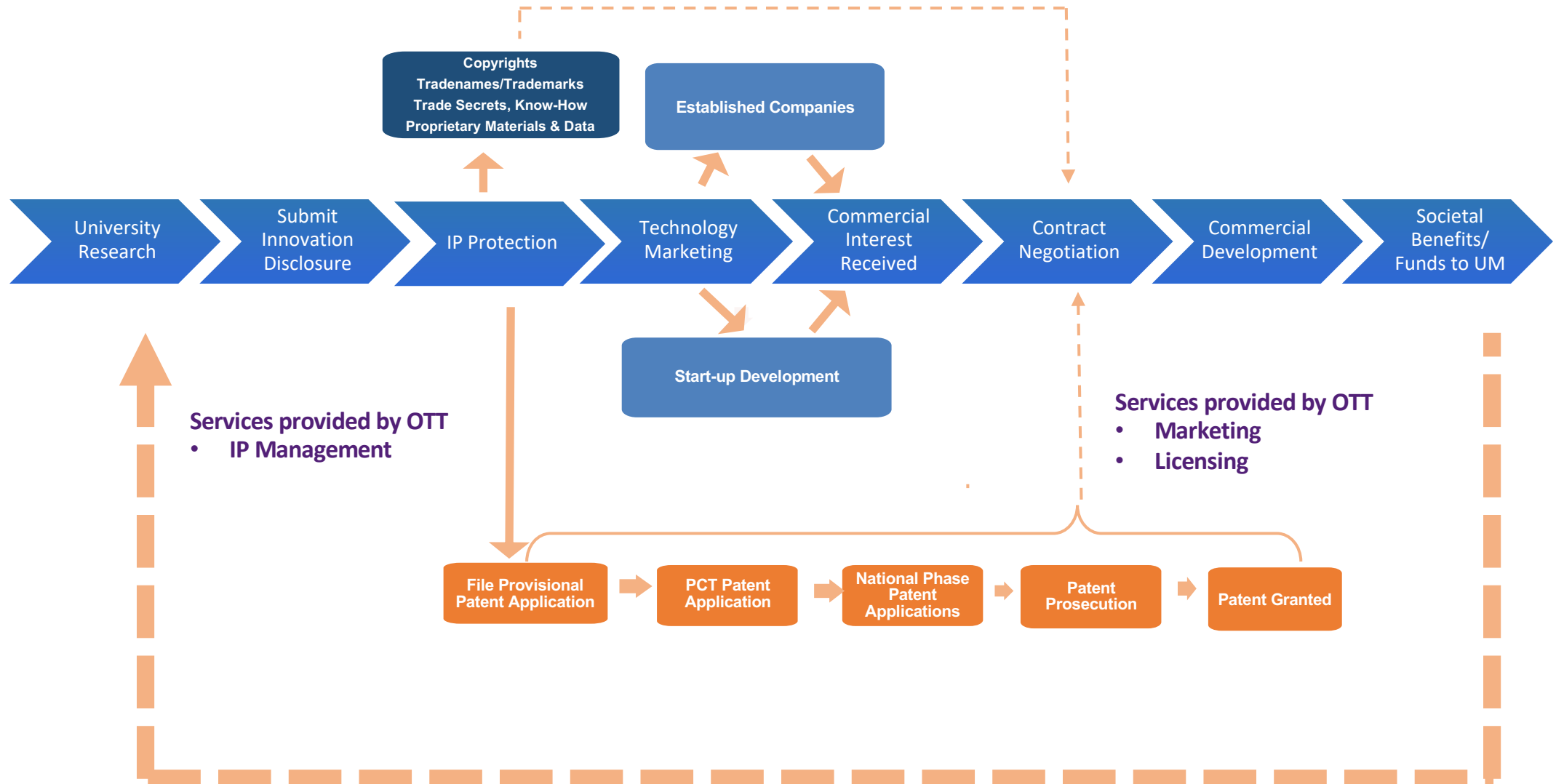
Public disclosure can preclude patenting. Innovations should be disclosed early for optimal impact.

VI. DISTRIBUTION OF REVENUE DERIVED FROM COMMERCIALIZATION OF INNOVATIONS

The U negotiates a share and should revenue return to the U, it is shared with inventors, departments and schools.



Technology Transfer



Effective tech transfer can lead to

- licensing to major companies
- sponsored research
- IP revenue to inventors and departments

Disclose your innovations to OTT

- avoid public disclosure until you do so
- OTT will assess disclosure
 - patentable?
 - copyright, trademark, trade secret?
 - license to established company or a startup?

IL-2/CD25: A Long-Acting Fusion Protein That Promotes Immune Tolerance by Selectively Targeting the IL-2 Receptor on Regulatory T Cells

Natasha C. Ward, Aixin Yu, Alejandro Moro, Yuguang Ban, Xi Chen, Sunnie Hsiung, James Keegan, Jaren M. Arbanas, Martine Loubeau, Anil Thankappan, Aaron P. Yamniuk, Jonathan H. Davis, Mary Struthers and Thomas R. Malek
J Immunol October 3, 2018, j1800907; DOI: <https://doi.org/10.4049/jimmunol.1800907>

- This work was supported by grants from the National Institutes of Health (R01 DK093866), the Wallace H. Coulter Center, the Diabetes Research Institute, and the American Diabetes Association and by a sponsored research agreement from Bristol-Myers Squibb.



- An anti-CD30 specific monoclonal antibody developed by Dr. Eckhard Podack in 1992; licensed to Seattle Genetics in 1999
- Led to the development of Adcetris, the first new treatment in years for CD30-positive lymphomas



- Dr. Azorides Morales and colleagues created a revolutionary new way to test tissue samples so that patients learn the results of cancer and other tissue biopsies in just one hour
- Technology was licensed to Sakura, which is selling the Tissue Xpress devices worldwide

UM Startups



Heat Biologics
Cancer rx, *IPO 07-29-13*



PELICAN
Therapeutics
A Division of Heat Biologics
Cancer therapeutics



RxMP
Management of excessive bleeding



priZm^{Tx}
Ultra-rare pediatric orphan diseases



AEGLE
THERAPEUTICS
Inflammatory diseases



VIGILANTBIOSCIENCES[®]
Early dx oral and oropharyngeal cancer



TruviTech
Tech platform to transform drug discovery




RIST
NEUROVASCULAR
ACCESS MATTERS
Acquired by Medtronic;
radial artery access portfolio



Ambulero
Fighting vascular disease with innovation
Regenerative cell and gene therapies



ZyVersa
THERAPEUTICS[®]
Inflammatory and renal diseases



heru
AI driven dx, personalized vision care




i-Function[™]
Tech based dx and management
of cognitive problems



LONGEVERON[™]
CELL-BASED THERAPIES
Aging-related diseases & conditions
IPO 02-11-21



HealthSnap
More than just
Remote Patient Monitoring



WALDENBIOSCIENCES
LIFE INSPIRED SCIENCE
Renal disease; formerly Trisaq Inc; *Walden*
formed with \$51M from Arch Ventures

Contacts and Information

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U Innovation website: <https://innovation.miami.edu/index.html>