

Technology Commercialization

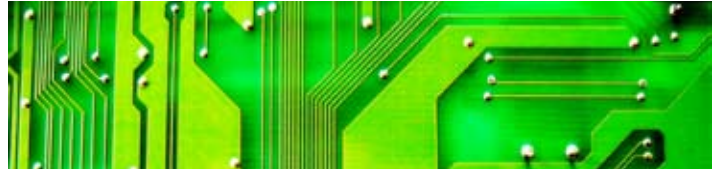
Translating university research into commercial products and services is a multi-step process that requires a significant transition from a research environment to a commercial business environment. Key to this process is having tech-savvy business people who can bridge this “commercialization chasm.” The technology commercialization process also requires three keys for success:

- a robust technology
- knowledgeable business people
- financing of early stage ventures

At Utah State University, we have been re-vitalizing our technology commercialization process over the last three years to address these key needs. The office is now staffed by tech-savvy business people with over 80 years of combined business experience in technical companies. Each professional has served at a senior management role in at least one start-up company.

A number of initiatives have also been put in place to help provide researchers with the resources they need to develop commercially-promising technologies:

1. To help advance basic research into robust technology, seed funding has been provided to promising new technologies.
2. A Design & Development Center has been established within the Technology Commercialization Office (TCO) to build prototypes for cost and market verification.
3. Over the last several years, we have supported embedding business entrepreneurs in our Utah Centers of Excellence centers. By partnering with the other research universities’ technology commercialization offices, state economic development offices, our business network, and venture capital firms, we have broadened our ability to locate such talent.
4. Recently, we have improved our partnership with the Entrepreneurial Program in the USU College of Business to help develop entrepreneurial talent for new start-ups.



Technology Commercialization Office Accomplishments

- Several key hires made in past three years (2002-05; see p. 2)
- New programs established to facilitate all stages of the commercialization process
- Increased licences by 500%
- 100% increase in licensing revenue in each of the last two years
- Launched 7 spin-out companies (a 600% increase)
- Completed 7-10 deals/year

5. To help finance the development of these new start-up companies, we have established a number of new programs. These include internal bridging funding and development of a resource to help obtain federal grants for SBA, SBIR, and STTR grants. These grants are targeted at helping small businesses develop new technically-based products.
6. In the last few months, we have also founded the Cache Valley Venture Accelerator Club (VAC). The VAC is composed of local prominent business people who are interested in mentoring and funding promising new businesses in northern Utah.

Results from this re-vitalization have been impressive. Licensing income has double in each of the last two years, and licenses have increased over 500%. New start-ups have increased by over 600%.

Tech Commercialization Personnel

NEW HIRES MADE 2002-2005

Steve Kubisen

Vice President for USU Research Foundation and Director of Technology Commercialization Office



Steve Kubisen joined Utah State in April 2002 with over 20 years of industrial experience in senior management roles with both major corporations and start-up ventures. This experience includes roles as president, general manager, R&D vice president, new business development vice president, and marketing manager. Kubisen has an A.B. in chemistry from Cornell University and a Ph.D. in organic chemistry from Harvard University.

Ray DeVito

Manager of Physical Sciences Commercialization



Ray DeVito joined the Technology Commercialization Office in January 2004 as the physical sciences commercialization manager. DeVito has prior industrial experience as director of research at Siemens Medical Systems and has held various executive positions at high-tech start-up companies. DeVito has a Ph.D. in physics from Michigan State University, has been awarded more than \$4 million in research grants, and holds six U.S. patents.

Carole Golden

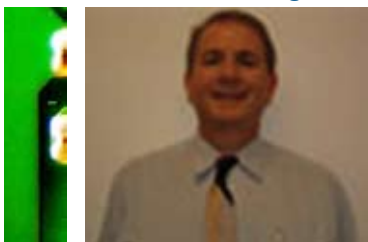
Manager of Life Sciences Commercialization



Carole Golden came to USU in June 2003 after 23 years in the diagnostics industry, including vice president positions at Xanthon, Inc., MedTox Diagnostics and Microbiological Research Corp. During her time in industry, Golden brought over 50 products to market, over half of which required FDA premarket clearance. Golden received her Ph.D. in microbiology and immunology from Miami University.

Henry Nowak

Business Accelerator Manager



Henry Nowak has served as manager of the business accelerator in the Technology Commercialization Office since October 2004. Nowak comes to USU after a distinguished career as CFO, general counsel, and patent counsel to seven start-up and global biotech/pharmaceutical companies. Nowak's responsibilities at USU include identifying start-up opportunities and developing biotechnology business and industry relationships for major USU and USURF research activities. Nowak has a J.D., M.B.A., and M.S. in biochemistry, and he also holds an appointment in the College of Business as Executive in Residence.