TECH LAUNCH ARIZONA

Creating a Vibrant Ecosystem of Invention, Commercialization and Impact

ASQ Meeting
March 10, 2015
An international leader in research park innovation

As the University of Arizona’s research park, our mission is to connect the ingenuity of the university, the productivity of industry and the creativity of our community in the successful pursuit of technology innovation, development and commercialization.
About Tech Launch Arizona

Creating an Ecosystem of Invention and Commercialization

• New UA unit created in September 2012
• Cabinet level unit reporting to President Hart
• Spans the boundaries of UA research and the technology and business communities
• Enhances the impact of UA research and IP, and Tech Parks Arizona resources

Mission
TLA builds upon the synergies among the faculty, administration, students and alumni of the University of Arizona, its tech parks, and the technology and business community to significantly enhance the impact of UA research, intellectual property (IP) and technological innovation.
Starting Up, Growing Fast

Our First Two Years of Operation

• Reengineered nearly all IP, startup and licensing processes
• Doubled our staff and budget
• Created new Wheelhouse group for new venture development
• Built a network approaching 1000 experts to inform technology pathways to market
• Integrated Tech Parks Arizona into the ecosystem mix
• Refocused the Arizona Center for Innovation (AzCI) on more than just UA startups
• Aligned with the UA Never Settle Strategic Plan
Technology Commercialization Pathways

From RESEARCH to IMPACT
Technology Transfer

**Bringing UA IP to the Marketplace**

- Embedded licensing managers in strategic units:
  - College of Science
  - College of Engineering
  - College of Medicine
  - College of Agriculture and Life Sciences
  - College of Optical Sciences
  - Eller College of Management (Software and IT)
- Working with faculty on a daily basis to identify and protect discoveries
- Providing consultation and domain-focused knowledge as a service to the faculty/researcher community
- Contract with expert outside counsel for all patent prosecution
Wheelhouse

People and Resources to Create Successful New Ventures

• Expand collaborative relationships with technology, entrepreneur and investment communities
• Grow **The Network** – now nearly 1000 strong!
• Expand the Proof-of-Concept Program
• Grow the regional SBIR Initiative; become one of the top 10 winners nationwide
• Bring experts to bear on maturing technologies and ventures through the Entrepreneur and Executive-in-Residence programs
Corporate and Business Relations

Integrate Into the Regional Business Ecosystem

- Grow UA research and technology transfer capacity through establishing new and growing existing industry partnerships
- Support industry engagement and financial planning to create centers and institutes
  - DSRI (Defense and Security Research Institute)
  - WEST (Water and Energy Sustainable Technology)
  - ACABI (Arizona Center for Accelerated Biomedical Innovation)
- Integrate with Tech Parks focused marketing efforts
- Collaborate with economic development and tech leadership organizations
What We Accomplished

FY2014 performance

TLA Overall

- **188** invention disclosures
- **11** new companies
- **167** patent applications filed
- **39** exclusive licenses signed
- **24** patents issued
- **19** Proof-of-Concept projects facilitated with $416,091 in funding

Tech Parks Arizona

- **$2.3 billion** in economic impact generated
- **20 companies** benefitted from Arizona Center for Innovation incubator
- **92.5% occupancy** of 1,895,770 rentable square feet of space (compared to 88.4% Tucson average)
The Road Ahead

FY 2015 Commercialization Targets

• 190 Invention disclosures
• 10 New companies formed
• 43 Exclusive licenses/options
• 80 Total license agreements (exclusive and non-exclusive)
• 175 Patent applications
• 17 US patents issued
• Capitalization of Cat Corp and first investments
Listen. Partner. Deliver.

**Listen.** We will listen to the needs of the UA, the Tucson community, Arizona and appropriate constituents across the globe.

**Partner.** We will partner with small, medium and large businesses and corporations, non-profits, student organizations, alumni and others to rally as many resources as possible to help the UA reach its goals.

**Deliver.** By way of our integrated strategies and a transparent, customer-focused orientation, we will deliver UA-born inventions and businesses to the world.

*We will continue to expand on our efforts to energize and grow the commercialization ecosystem at the UA and across the region.*
Connect With Us

Be a Part of the Ecosystem

Subscribe to our monthly e-news @ techlaunch.arizona.edu

Follow @TechLaunchAZ
Tech Parks Arizona

Creates *Interactive Ground* that generates, attracts and retains technology companies and talent in alignment with the mission and goals of the University of Arizona

- UA Tech Park
- UA Tech Park at The Bridges
- Arizona Center for Innovation
Two Great Parks
One shared vision

UA Tech Park
In southeast Tucson

UA Tech Park at The Bridges
In the heart of downtown Tucson
UA Tech Park
In southeast Tucson

The UA Tech Park is one of the nation's premier research parks – a dynamic, interactive community where innovators and business leaders meet, where emerging companies and technology giants work side by side.
UA Tech Park
Economic Impact

• $2.3 billion regional impact
• One the region’s largest employer centers
• More than 40 companies
• Nearly 6,500 employees
UA Tech Park
Facilities

• 1,345 acres
• 2 million square feet
• Easy Interstate access
• 13 miles from downtown and UA main campus
• Zero-discharge facility
In the heart of downtown Tucson

The UA Tech Park at The Bridges will soon be home to a dynamic community of technology companies, along with a science-and-technology high school, recreational facilities, and high-quality retail and residential development.
SOLAR ZONE
Solar Zone
A solar-centric business zone

Phase One of the Solar Zone is a partnership between the University of Arizona and Tucson Electric Power. Its focus is to attract and install solar generation projects in multiple technologies and to generate power.

- Abundant space
- Raw material
- Speed to market
- Talent
- Expertise

- 165-acre site
- 23 MW power
- 95,000 solar panels
- Over $100 million in investment
Global Advantage

Offers …

Proximity to major markets in North America – California, Texas, U.S. Mountain West, and northern Mexico

Access to
- World-class laboratories and manufacturing centers
- Competitively priced advanced manufacturing in Mexico
- Established freight and distribution channels

Assistance with
- Business incubation for start-up and emerging companies
- Product development including: prototyping, testing, evaluation, demonstration and first-generation product manufacturing
- Environmental and occupational health and safety compliance
- Administrative and support services including: labor, facilities, and import & export management
The Security Innovation Hub provides independent third-party testing, demonstration, and evaluation for border and homeland security technologies.
Region consists of southern Arizona and southern New Mexico defined by 5 nodes: Yuma, Sierra Vista, Tucson/Nogales, Casa Grande, Las Cruces

**Purpose**

- Develop advanced manufacturing capabilities in the region
- Support manufacturing already existing in the region
- Train the workforce pipeline to support the industry
- Implement metrics of success
- Strengthen bi-national manufacturing activities with Mexico
- Integrate activities to function as a region
The Arizona Center for Innovation (AzCI) assists technology companies turning their innovative ideas into successful businesses through:

- Focused programs
- World-class expertise
- High-quality facilities

Access:
- Other technology entrepreneurs
- A collaborative, creative environment
- The advantage of hands-on support