TechPortal Talks:
Applied Innovation

Nancy Kim Yun
nancy.kim.yun@uci.edu
Interdependent Management Structure

UCI INTELLECTUAL PROPERTY

INDUSTRY ENGAGEMENT

UCI ENTREPRENEURSHIP

OC STARTUP ECOSYSTEM
Innovation Funding Cycle

Funding Sources
- Research Funding
  - SBIR/STTR
  - POP Grants
- UCI
- UCI, Business Community

Tier 1 VC Funding
- UC Fund

Angel Round
- Seed Fund
  - OC Cove 1
  - SERIES A
  - SERIES B
  - SERIES X
UCI Affiliated Startup Funding by Industry

All Funding Sources (in $ Millions)

- **IT**:
  - Pactera Technology International $1,499.50
  - Hortonworks $442.13
  - Zonor Systems $405.00
  - Klout $241.54
  - Radiant Vision Systems $241.00
  - Endicia $215.00
  - Pluralsight $210.17
  - Spredfast $140.32
  - Pipelinks $126.00
  - Ocean Pier Network Technology $110.73

- **Life Sciences**: Syneron Candela $654.50
  - Genoptix $611.15
  - Topera $288.42
  - Glaukos $280.70
  - Radiology Partners $277.23
  - Editas Medicine $261.86
  - Kalypsys $192.32
  - Ahura Scientific $174.50
  - eFFECTOR Therapeutics $150.20

- **Energy & Utilities**: Tri Alpha Energy $772.20
  - Verdezyne $87.22
  - Energy and Power Solutions $85.51
  - Enevate $59.36
  - Polar Power $17.97
  - Entech Solar $12.85
  - SAFCell $11.21
  - gridComm $8.19
  - HypLight Energy $5.50
  - Besstech $1.97

- **Professional Services**: VXI Global Solutions $31.57
  - PowWowHR $14.91
  - TealShop $11.64
  - Accurate Background $10.00
  - LiveBooks $5.30
  - Safer Place $1.00

- **Recreation**: Fontainebleau Miami Beach $835.00
  - The Bar Method $2.30
  - Flux Bike $1.71
  - Oru Kayak $1.17
  - iBesties $1.04
  - Eisonomics $0.20

- **Transportation**: TrueCar $540.45

- **Other**: City Ventures $100.00
  - QuantumSphere $24.39
  - Deep Space Industries $19.03
  - Heliotrope Technologies $18.95
  - NuGene International $17.23
  - RF Nano $9.50
  - Protero $8.50
  - MatterHackers $4.60
  - NanoOasis $4.37
  - Hybrid Plastics $2.19
  - Science $80.00
  - Icanbuy $28.00
  - Empire National Bank $20.00
  - Cove Financial Group $11.90
  - SyndicateRoom $7.19
  - American Advisors Group $6.72
  - Finvoice $0.04
  - Bitcash $0.01
  - Qupe $10.00
  - Nulo $6.44
  - NomNomNow $3.32
  - JustFoodForDogs $2.60
  - Medolac Laboratories $0.86
  - Humble Tea $0.05
  - Smashpack $0.04
  - Avaak $50.00
  - Skystone Systems $91.28
  - NexGen Power Systems $50.50
  - Solarisimo Semiconductor $31.57
  - Ensphere Solutions $4.00

**Total Funding**: $14.5B
Start-up Path: An Example

Formation

Maturation

Capitalization

- Tech Surge

Other Incubators/Accelerators

VC's

Corporate M&A
Use Case: Syntr Health Technologies

**Syntr Health Technologies**

**Therapeutic device that uses stem cells to treat diabetic foot ulcers at the point of care**

- **June 2016**
  - $14,000
  - Company Established

- **October 2016**
  - I-Corps Program

- **May 2017**
  - $3,750
  - New Venture Competition

- **June 2017**
  - $2,500
  - National Institutes of Health Grant

- **October 2017**
  - $300,000
  - SBIR/STTR America’s Seed Fund

- **July 2016 – Present**
  - Incubator Program
Use Case: MetaSeismic

MetaSeismic
Metamaterials for Seismic Protection.

New generation low cost materials for seismic protection of vibration sensitive equipment and civil infrastructure

I·Corps @ UCI
Fall 2015
$50,000

September 2017
$225,000
National Science Foundation Grant

October 2017
Cove Tenant Office

Wayfinder*
Incubator @ UCI Applied Innovation

April 2017 – Present
Incubator Program
Thank you.
Ways to Engage

Volunteer
- Mentoring
- Competition Judges
- Advisory Groups
- Panels & Lectures

Fund
- Seed Fund
- Micro Grants
- Corporate Venture Capital
- Business Plan Competitions
- Student Capstone Projects
- Philanthropy

Collaborate
- Leadership Councils
- Student Internships & Employment
- Industry Sponsored Research
- Innovator-in-Residence
- License Innovations
- Start-up
# Cove Fund I UCI Affiliations

<table>
<thead>
<tr>
<th>Company</th>
<th>Affiliation</th>
<th>UCI IP Licensee</th>
<th>Cove Fund Investment</th>
<th>Co-Investment (LP)</th>
<th>Additional Funding</th>
<th>Total</th>
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<td>Gen Girl</td>
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<td>Immersive Entertainment</td>
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<td>Modulated Imaging</td>
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<td><strong>$6,910,000</strong></td>
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Supporting Research Translation & Entrepreneurship

- Invention disclosures and patenting: Protecting campus innovation
- Industry engagement: Marketing capabilities and expertise
- BioENGINE: Nurturing student entrepreneurship
- NSF I-Corps: Validating product concepts through customer discovery
- Proof of Product (POP) Grants: Funding translational research
- SBIR/STTR Coordinator: Identifying and securing non-dilutive, commercialization-focused grants
## Wayfinder and Engagement

<table>
<thead>
<tr>
<th>UCI School / Department</th>
<th>UCI Student</th>
<th>UCI Faculty</th>
<th>UCI Staff</th>
<th>UCI Alumnus</th>
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<tr>
<td>Francisco J. Ayala School of Biological Sciences</td>
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<td>Donald Bren School of Information and Computer Sciences</td>
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<td>Program in Public Health</td>
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<td><strong>15</strong></td>
<td><strong>10</strong></td>
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## Industry Categories of Wayfinder Startups

**Hours of Programming FY 2016-17**

<table>
<thead>
<tr>
<th>Industry Category</th>
<th>Startups Using UCI IP</th>
<th>Total Startups</th>
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</thead>
<tbody>
<tr>
<td>Medical Tools, Devices &amp; Diagnostics</td>
<td><img src="image1" alt="6" /> <img src="image2" alt="10" /></td>
<td><img src="image2" alt="10" /></td>
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<tr>
<td>Connecting Services</td>
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<td>Consumer Goods &amp; Services</td>
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<td><img src="image1" alt="4" /></td>
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<tr>
<td>Healthcare &amp; Patient Services</td>
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<td>AR/VR</td>
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<td>Education Technology</td>
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<tr>
<td>Energy/Environment/Sustainability</td>
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<tr>
<td>Health &amp; Fitness</td>
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<td>Pharmaceuticals</td>
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<tr>
<td>Safety</td>
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Cove Fund I Update

• $6M seed fund investing in UCI/OC companies
• 15 investments to date @ $250K each; led round in 11 of these
• $1.2M average round size ($1.7M over past 6 Cove-led deals)
• Diverse portfolio spanning multiple verticals
• Robust investment decision and management processes utilizing fund LPs and affiliates
• Building strong brand in Orange County
• Fully invested in 1H 2018
Patent and License Contributions – Industry and School Detail

- Ayala School of Biological Sciences
- Beckman Laser Institute
- Calit2
- Donald Bren School of Information and Computer Sciences
- Henry Samueli School of Engineering
- Other
- School of Medicine
- School of Physical Sciences

- Biotechnology
- Computer
- Environmental
- Materials & Chemicals
- Nanotechnology
- Other
- Sensors & Instrumentation
- Communications
- Medical
- Optics & Photonics
- Energy
- Research Tools
- Imaging

Total Active US Patents FY13-17
- FY13: 385
- FY14: 401
- FY15: 445
- FY16: 485
- FY17: 507

Total Active Licenses FY13-17
- FY13: 94
- FY14: 99
- FY15: 102
- FY16: 106
- FY17: 106

Total Active UCI IP-Based Startups FY13-17
- FY13: 35
- FY14: 35
- FY15: 37
- FY16: 39
- FY17: 46

2017 Total Active US Patents by School
- 507

2017 Total Active Licenses by School
- 106

2017 Total Active UCI IP-Based Startups by School
- 46

2017 Total Active US Patents by Technology
- 507

2017 Total Active Licenses by Technology
- 106

2017 Total Active UCI IP-Based Startups by Technology
- 46