



THE OHIO STATE UNIVERSITY

Commercialization and Corporate Engagement

Board of Trustees - Finance Committee

November 2018

Reinventing Corporate Engagement

In 2012, the university expanded its focus on commercialization and corporate engagement through four key initiatives:

- Overhaul of Technology Commercialization
 - ▶ Engage faculty
 - ▶ Adopt best practices
- Creation of Innovation Foundation
 - ▶ Strategic, centralized management of investments in IP
- Creation of unique partnerships
 - ▶ Rev1 Ventures supports startups
 - ▶ Emphasis on corporate engagement
- Creation of funding continuum
 - ▶ Accelerator Awards for early technologies
 - ▶ \$100M pool for economic development investments



Corporate Engagement Office

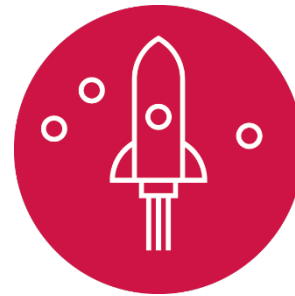
Formed to provide best-in-class customer service and facilitate the right connections, both internally and externally.



Strategic
Partnerships



Technology
Commercialization



New Ventures



Smart Cities

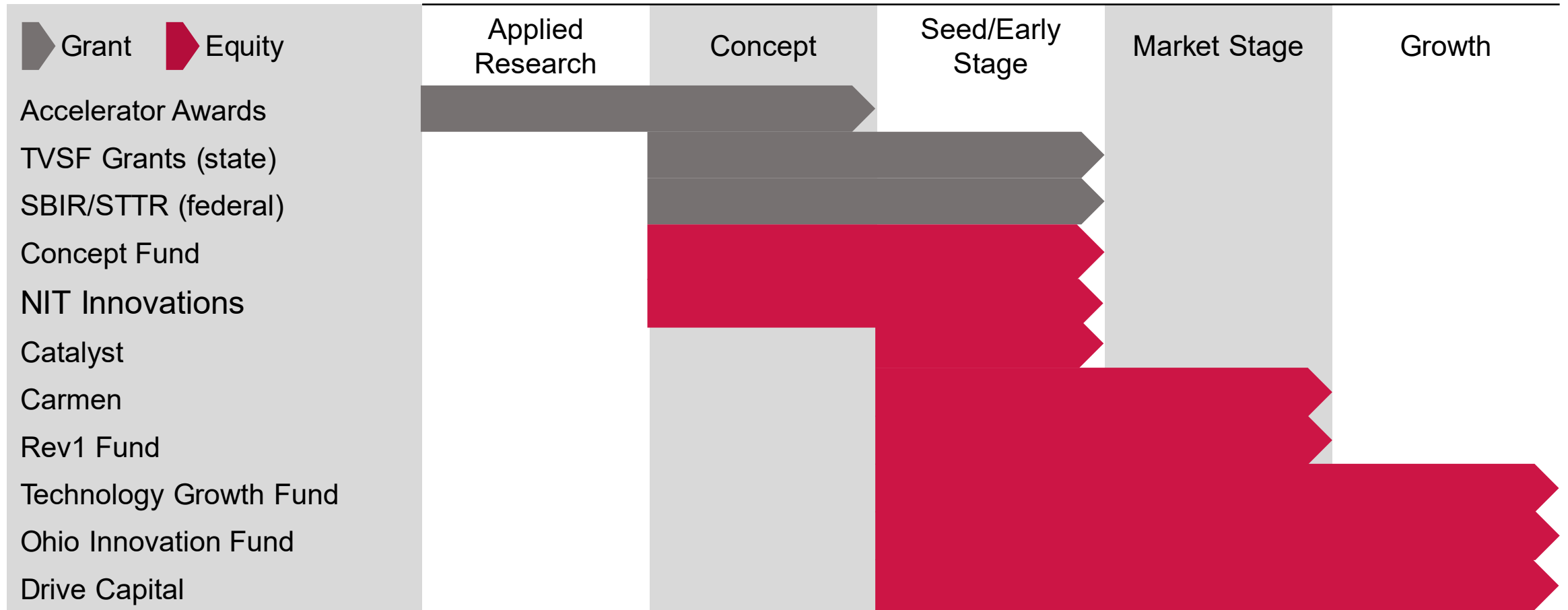


Economic
Development



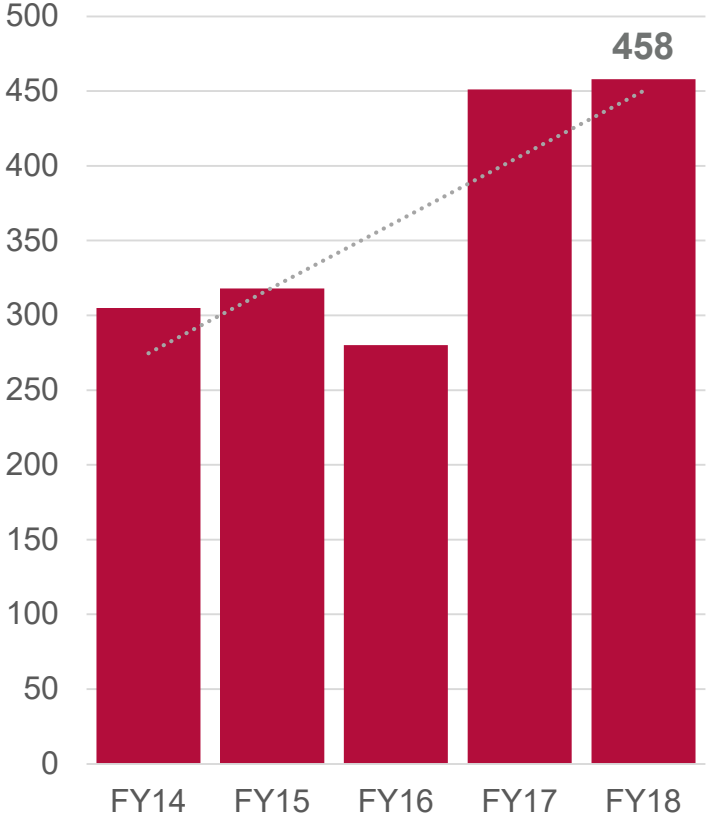
Full Funding Continuum Supports Innovation

Stage of development – from idea to startup company to growth

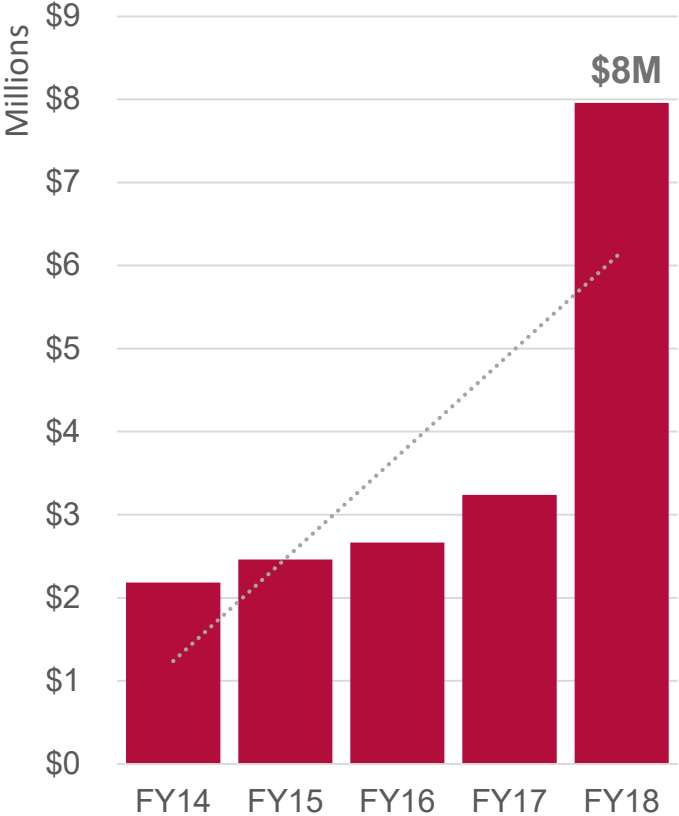


Commercialization Trending Upward

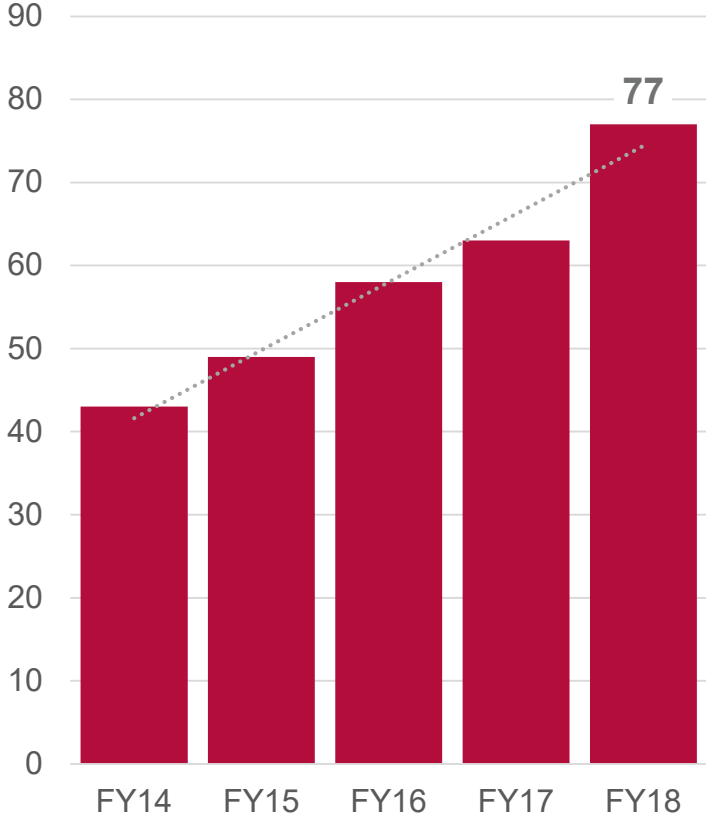
Invention Disclosures



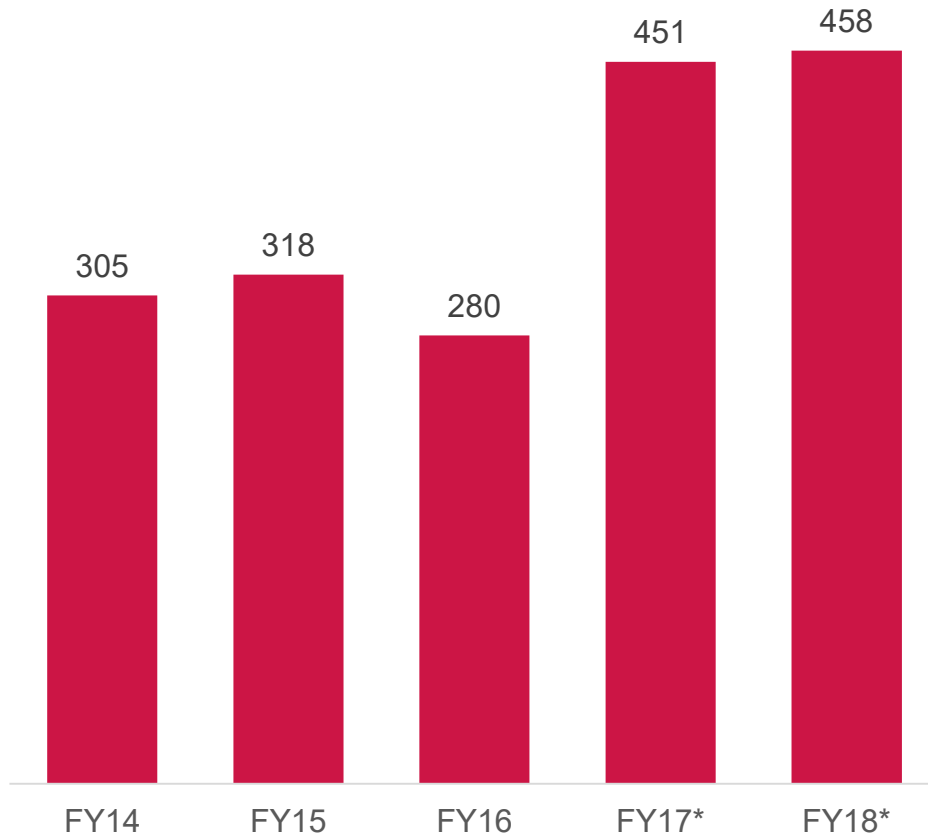
Licensing Revenue



Active Startups



Invention Disclosures: ▲ 50% Since FY14

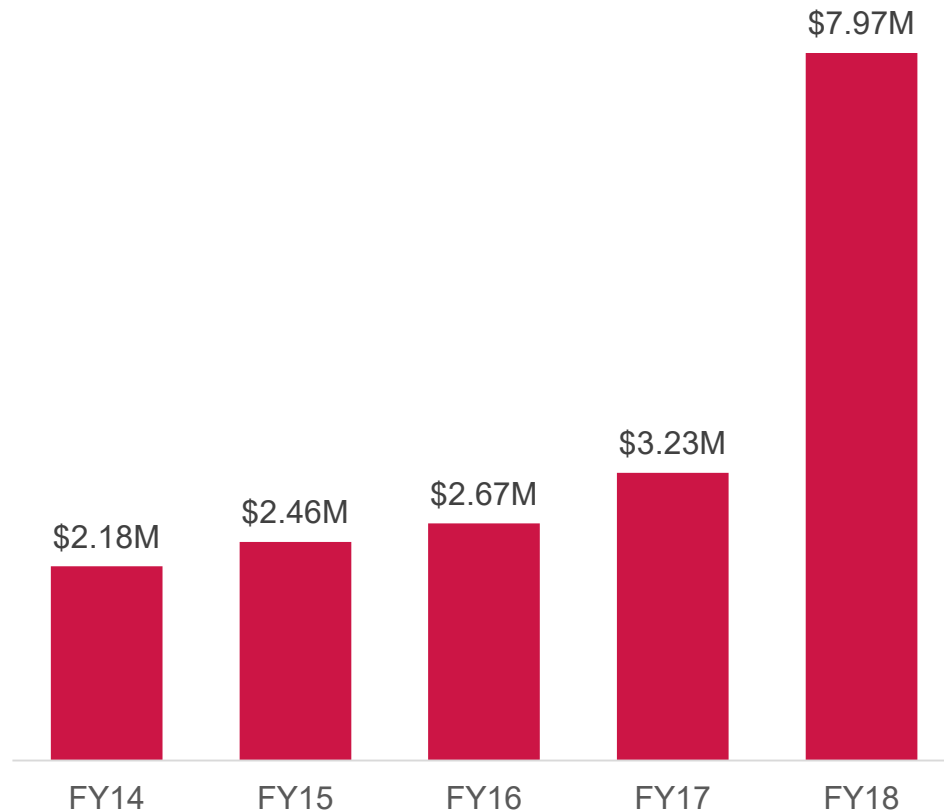


*Medical guidelines added 96 disclosures in FY17 and 58 in FY18

- Disclosures are the first step in commercialization pipeline
- Recording medical guidelines added to growth in FY17 and FY18
- Engaged with 625 new inventors in FY18 (vs. 357 in FY14)



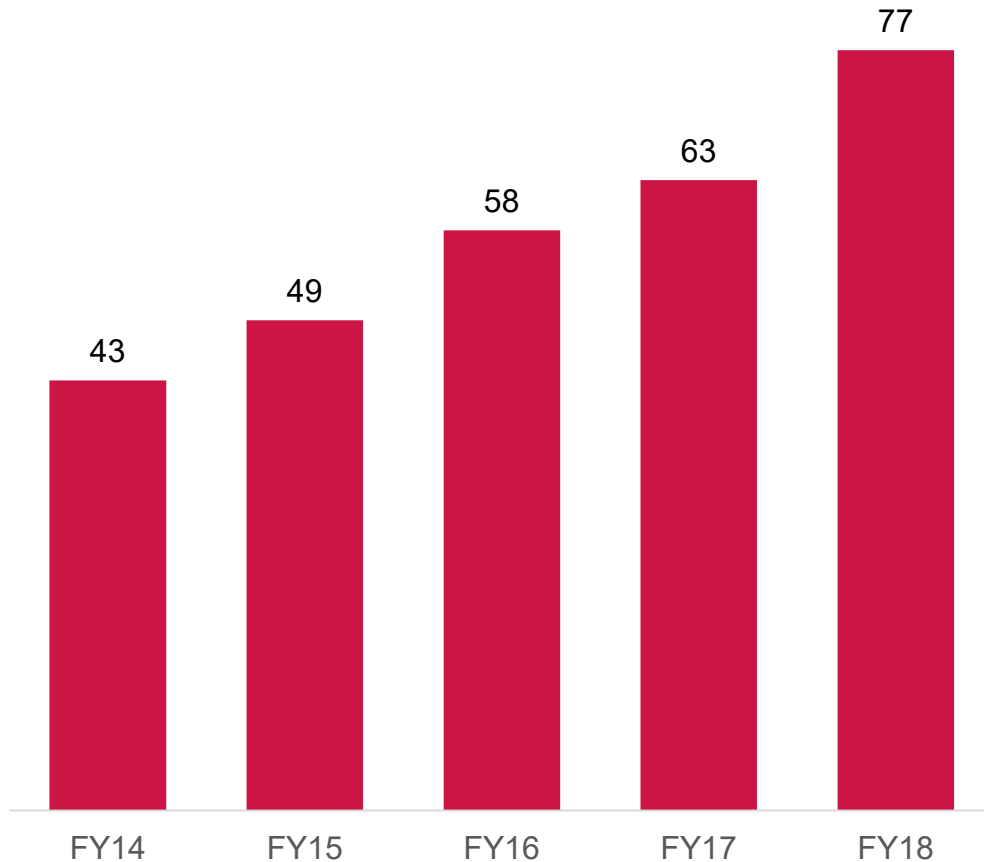
Licensing Revenue: ▲ 264% Since FY14



- Novartis purchase of AveXis netted \$2.7 million for the university
- Ended the year with 278 active licensing agreements (vs. 200 in FY14)



Active Startups: ▲ 79% Since FY14



- A record 19 new startups spun out of university technology in FY18
- Of the 65 startups created in the previous five fiscal years, 91% are still active
- 74 entrepreneurs engaged in Buckeye Executive Network as potential CEOs, mentors in FY18



What's Next?



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Partnerships



Technology
Commercialization



New Ventures



Smart Cities



Economic
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