

Berkeley IPIRA

INTELLECTUAL PROPERTY & INDUSTRY RESEARCH ALLIANCES

- Translating Groundbreaking Research for Economic and Social Impact

IPIRA IMPACT

- **\$1B+ in funds raised**
- **730+ Products commercialized**
- **281 Startups founded**
- **1300+ Companies served**

How do we do it?



- Corporate Sponsored Research Agreements
- Collaboration Agreements
- Incoming MTAs
- Industry Affiliates Programs (Consortia)
- SBIR/STTR

- IP Protection
- Patent & Copyright Licenses
- Outgoing MTAs
- SRA Support
- Startups
- Equity
- Entrepreneurship

INDUSTRY SPONSORSHIP on a Large Scale Industry-Sponsored Institutes

- Energy Biosciences Institute
- Innovative Genomics Institute

The Art of Collaboration – “Join Our Club”

Industry Affiliate Programs

Berkeley AI Research

Berkeley Deep Drive

Berkeley Center for Green Chemistry

Berkeley Device Modelling Center

Berkeley Seismological Laboratory

Berkeley Sensors and Actuators Consortium

Center for the Built Environment

Center for Excellence in Logistics & Distribution

Center for Hybrid Embedded Software Systems Cool Climate Network

Integrated Modeling Process & Computation for Technology

Synthetic Biology Engineering Research Center

US-China Clean Energy Research Center

Ubiquitous SWARMlab at UC Berkeley

Vehicle Infrastructure Transportation Affiliates Lab

<https://ipira.berkeley.edu/industry-affiliate-programs>

PULL MODEL

Corporate sponsored research – help us invent improvements

- DNA Sequencing Reagents and Instrumentation
- Richard Mathies, Chemistry; Alex Glazer, MCB
 - \$270K Industry sponsored research
 - >\$35M royalties over life of patents

Traditional TT –Technology Push Model example

- CTLA-4 Mab – Became Yervoy
- James Allison Pioneer of Immunotherapy
- Nobel Prize in Medicine 2018
- Monetized for \$88.5M in 2011 (for >\$93M total earned)
Immunotherapy is now a field & thriving
- ~\$26M inventors, \$62M was reinvested into research Perpetuates and restarts the cycle of innovation

Public-Private Partnerships to Advance Global Health

- Humanitarian use clauses in research and license agreements
- Some examples
 - Two Blades Foundation: durable and pesticide-free crops
 - Cell-Scope : cell phone microscope
 - Silicon Biodevices: hand-held diagnostic
 - Commonwealth of Samoa: antiviral from mamala tree
 - Sustainable Sciences Institute: portable dengue fever diagnostic
 - iOWH, Amyris, Sanofi-aventis: low cost malaria therapeutic
 - Africa Harvest: more digestible and nutritious sorghum
 - Aquaya Institute: low cost treatment for clean water
 - BMGF funding many of the above

Why enter into these licenses/do tech transfer?

- Extension of research mission
- Societal benefit
- Economic development
- Job creation
- Funder requirements
- Recruitment and retention

Why do companies license from academic institutions?

- Access to Technology/IP
 - that may be suitable for developing into commercial products
 - that provide a competitive advantage
 - on economic terms that allow it to attract investment and develop profitable products
- Access to the brain trust (university faculty and students)

THANK YOU!!