

## University Tech Transfer in Arizona

Contacts: U. of Arizona Jack Johnson 602-323-9759

Arizona State Dr. George Argue 602-965-2170

University of Arizona has just established a new Arizona Technology Development Corp. to transfer technology to industry. The University wanted to make sure it protected its non-profit status by setting up the new Development Corp. because of the tremendous interest in the Universities' technology.

The University has already started 3 biotechnology companies from its R&D in the state. Has a number of cooperative R&D projects under way in the areas of medical tech (they have a medical school) and biotech.

The State of Arizona has recently revised its conflict of interest laws which had inhibited more new business spin-offs from the university.

One promising invention in medical imaging is being developed by the Japanese. The University contacted every major US manufacturer and couldn't find any interest. Toshiba jumped at the opportunity and anticipates sales of hundreds of millions.

Arizona State is aggressively pursuing industrial R&D partnerships. The school already receives 25% of its R&D budget from industry (about \$9 M of a \$33 M total) the national average is only 6-8% so this is an outstanding level of industrial support.

ASU is setting up an industrial partnership to create even more cooperation with industry.

ASU is aggressively investigating possibilities for spinning new companies off its R&D.

G.A.O. Annual report indicates:

Inventive reporting is up

Licensing is up

Industry funding of universities is up

S.B. recognizes that the 1980 Act is the incentive that makes S.B.I.P. program work  
Lange Busby report shows interest in DMV, because private sector funding of univ. was moved from 1980 Act.

\$300 - to - \$600 annually

Univ. of Ariz 25% private funding

but average private funding at univ. is between 6-8%

S&P membership

From 15 in 1974 - to 200 in 1982 - to 350 in 1988

This explains strong upward trend in invention reporting and licensing - ownership is driving the search for inventions AT NO cost to taxpayer

~~the~~ reporting to AHS + NSF up 100% or more since 1980

Univ - Industry collaboration is springing up everywhere  
New route 128 and Silicon valleys are successfully emerging around new invention activity at many universities.

\$40m Monsanto/Harvard agreement

\$20m Monsanto/Wash U of St. Louis

\$50m Hoechst/Mass. Inst.

possibly more important  
30 Start-ups - out at Univ. of Utah.

New technology management groups

at Ariz. State

U. of Wash.

Argonne - U. of Chicago

U. of Utah

Brown U.

Columbia U.

Ohio State

UNIV. of Ill. Urb. Ch.

Culture Biotech. Revolution is being driven by the new industry - university collaboration  
Wheat Fed. Labs soon look out for the synergies!

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licensing is up  
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that makes S.T.P. program work  
change in business report new interest in UMW, because  
Private sector funding of UMW was moved from  
\$300 - to - \$600 annually

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but average private funding at UMW is between 6-8%  
SUA membership

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