

Converting UH IP into Start –Up Companies : Seed Venture Capital –University of Hawaii Intellectual Property



- Barry Weinman, Chair UH Foundation

Converting UH IP into Start –Up Companies :

Seed Venture Capital –University of Hawaii Intellectual Property

- Premise:
 - Research Grants create leading edge IP .
 - Universities that commercialize IP benefit society.
 - IP commercialization can provide significant \$\$\$\$
 - Universities that fail to commercialize their IP may lose future grants.

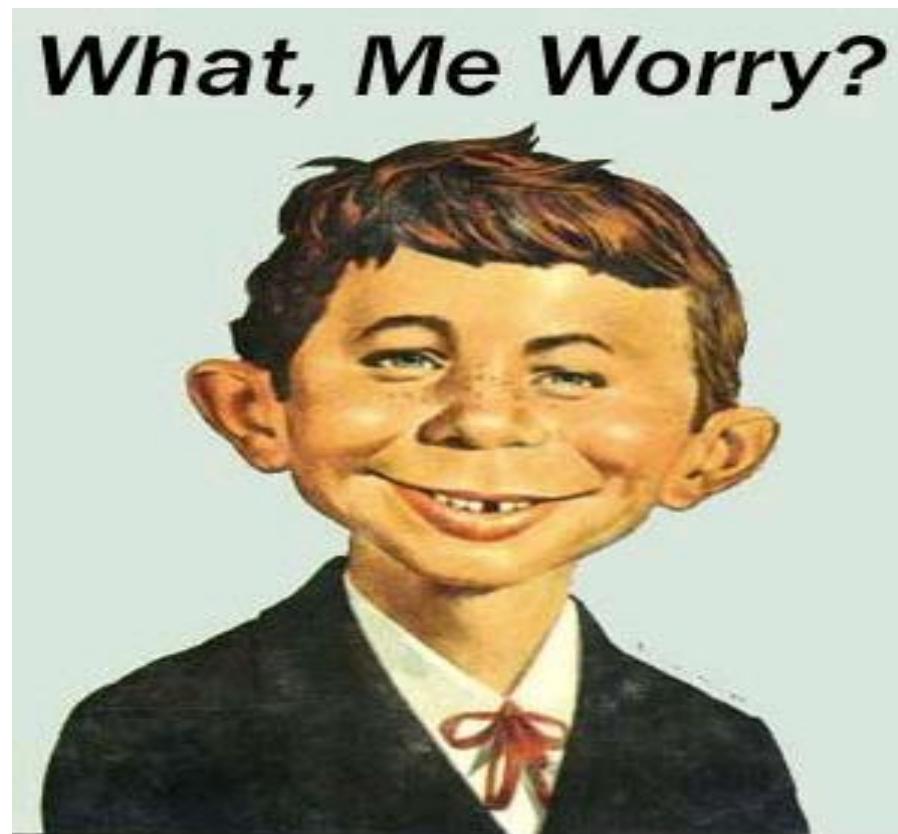


Converting UH IP into Start –Up Companies : **Urban Legends**

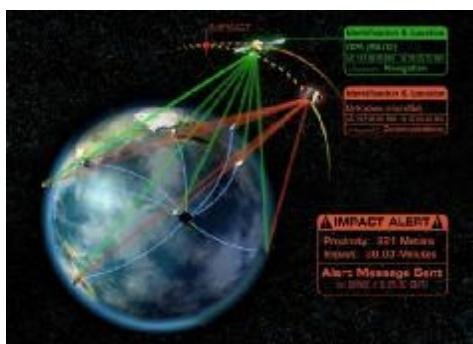
- We have always done it this way
- The Legislature wont give us permission
- The Unions will be against it
- It's not the faculties job
- We are not Silicon Valley
- What if we fail
- “No one ever goes there anymore
- —it is too crowded” : Yogi Berra



Converting UH IP into Start –Up Companies :
**It is better to apologize later than to wait
forever for permission now**



Hawaiian Innovation



Hawaii Success Stories

Company	Value Creation	Industry	Business	Hawaii Factor	Founded
Digital Island	\$1.6B	Internet infra-structure	Global private network for enterprises	Founded in Hawaii HQ in Honolulu from 1996 to 1999	1994
Verifone	\$1.2B	E-commerce	Secure electronic payment solutions	Founded and HQ in Honolulu until 1985	1981
Cheap Tickets	\$425M	Travel e-commerce	Large retail seller of discount tickets	HQ in Honolulu until sold in 2001	1986
Ungermann-Bass	\$260M	Internet infra-structure	First large networking company independent of any computer manufacturer	Co-founded by Charley Bass, former UH grad student	1979
Hoku Scientific	\$251M	Cleantech	Developer of fuel-cell membranes	Founded and HQ in Honolulu	2001
Blue Lava Wireless	\$137M	Computer games	Tetris and other games for mobile phones	Founded and HQ in Honolulu; sold in 2005	2002
Adtech	\$51M	Internet infra-structure	Manufacturer of sophisticated telecommunications testing equipment	Founded by UH professor Ned Weldon HQ in Honolulu until sold in 2001	1967

Current Innovations in Hawaii



Wireless, noninvasive monitoring of vital signs

**Protekai (Proteins from the Sea): Physalia utriculus jellyfish
For advanced biomedical research and cancer markers**

**EYEGENIX™ artificial cornea: Markets in Asia where organ
donation is rare**

**TruTags ---Silica microtags for medications
could revolutionize clinical trial industry**



**Adama Materials: Nano-enhanced epoxy resins and
prepreg composite systems---Winner UH Business Plan**

**Sentilent : Determines sentiment and opinion leaders.
\$3.4 Million of ONR/USAF/DARPA Grants
UH Professor Sun-Ki Chai (Upside Fund Candidate)**

UH Foundation Upside Fund : Seed Venture Capital –University of Hawaii Intellectual Property



The screenshot shows the homepage of the University of Hawaii Foundation. The header features the foundation's logo and navigation links for Give Now, Home, University of Hawaii, University of Hawaii Alumni Association, Contact Us, Adjust the website text size (with three A icons), and a Search bar. The main content area includes a large image of a person looking through a microscope, a section titled 'RESEARCH' with the subtext 'Discovery and Achievement on Many Fronts', and a call-to-action button '→ FULL STORY'. The page is divided into several sections: 'The Impact of Giving' with three images, 'Giving Opportunities' with three images, 'Support UH' with a 'GIVE NOW' button and a mission statement, 'News' with three recent articles, and 'Financials' with a dollar sign icon and links to audited financial statements, IRS form 990, and other publications.

Give Now | Home | University of Hawaii | University of Hawaii Alumni Association | Contact Us
Adjust the website text size A A A Search

About Gift Impact Donor Resources Staff & Faculty Resources Student Resources News

The Impact of Giving



Giving Opportunities



Support UH

 [GIVE NOW](#)

[» Signup for Email Communications](#)

Our mission is to unite our donors' passions with the University of Hawaii's aspirations to benefit the people of Hawaii and beyond.

We do this by raising private philanthropic support, managing private investments and

News

Tsengs make \$100K pledge to UH-Hilo
[» Read more](#)

Ignorance aided in vaccine find
[» Read more](#)

New Fund Brings Nobel Laureate to Local Cancer Research Center
[» Read more](#)

Financials

For audited financial statements, IRS form 990, more.

[» 2009 Endowment Report](#)
[» Finance Publications](#)



So....How do we do it!!



Charter

Vision
&
Mission

Investment
Focus
Hawaii Unfair
Advantages

**Commit to fix the current process:
Privatize Tech Transfer & Commercialization
Create 501(c)3**

Serve as model for : National Academic Commercialization Center

National Center for Asian Pacific Health

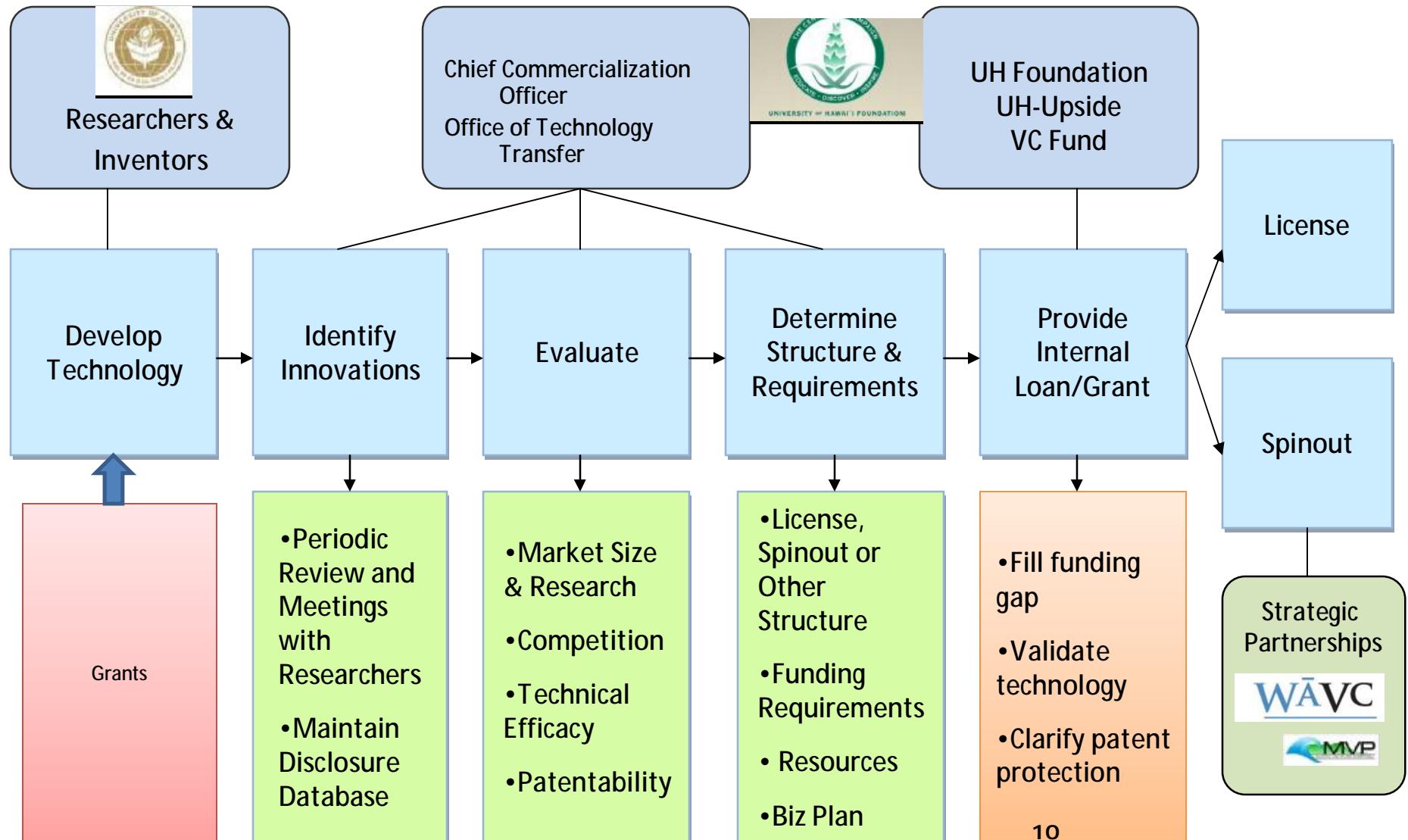
Diversify Hawaii's economy & provide quality jobs for the next generation

APEC Showcase : Hawaii is more than Tourism—Health Innovation Leader

**Major Grant Funding:
Ocean Sciences, Astronomy, Life Sciences, Clean Energy**

Invest where:
Grants funded the "R" in "R&D"
use VC Funds to fund the "D"

UH Innovation & Commercialization Process



Mike Tyson : Philosopher & Great educator

