



Wisconsin Alumni Research Foundation

Carl Gulbrandsen
Managing Director

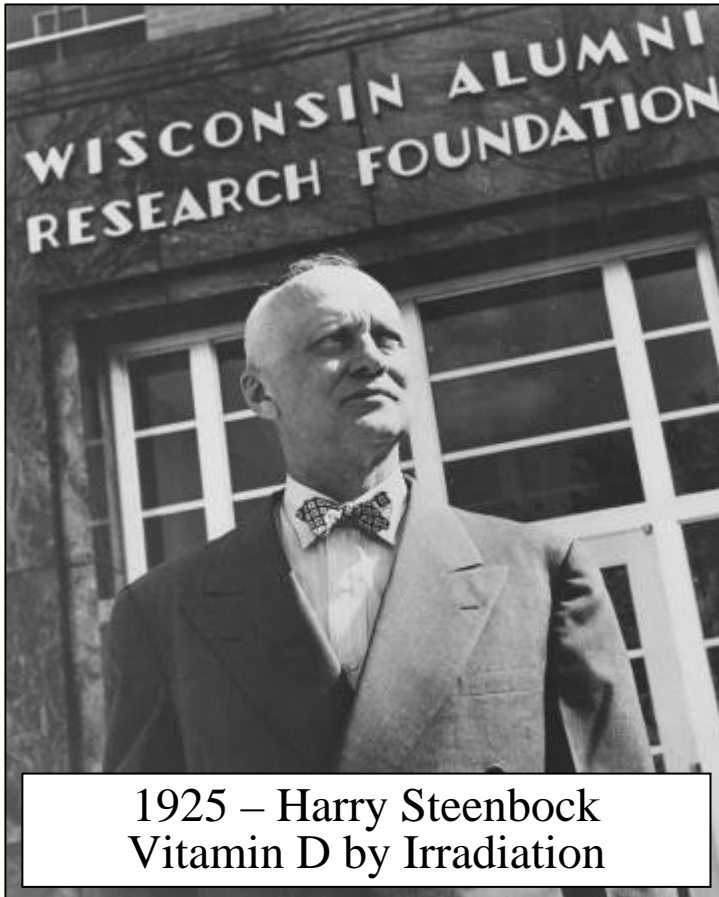
January 13, 2007



University of Wisconsin- Madison

- World-class research university.
 - \$750 million annual research budget.
- Does not require assignment of IP as a condition of employment.
 - Faculty and staff are presumed to own their own IP.
- Wisconsin Alumni Research Foundation (“WARF”) is the designated technology licensing organization.

WARF Overview

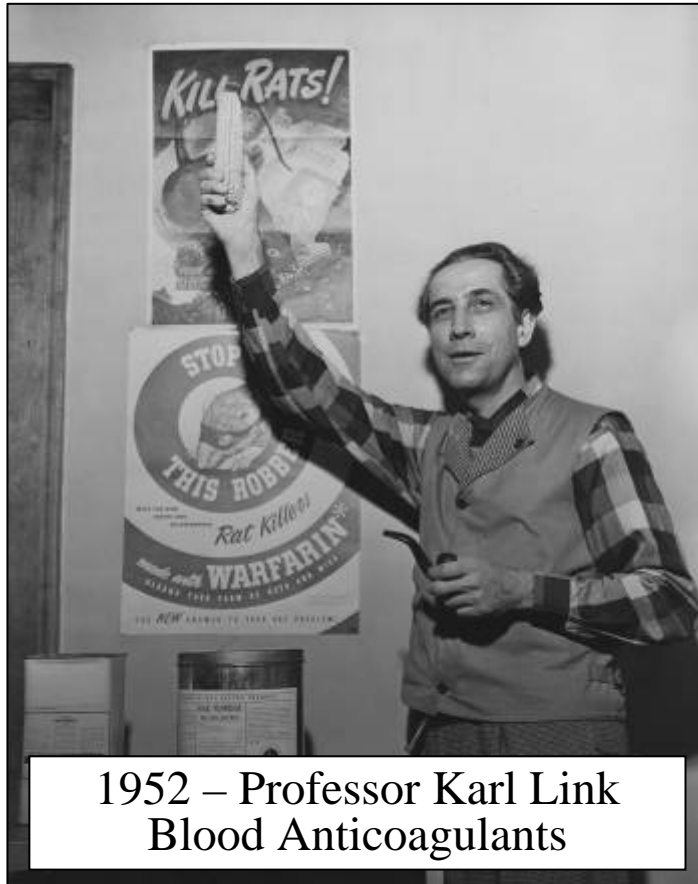


1925 – Harry Steenbock
Vitamin D by Irradiation

- Established in 1925 by Professor Harry Steenbock
- 1st organization of its kind
- A tax exempt, not-for-profit corporation
- Independent Board comprised of UW alums

“Consistently among top ten universities in intellectual property production”

WARF Today



1952 – Professor Karl Link
Blood Anticoagulants

WARF's Mission is to support scientific research at the UW-Madison by:

- Moving inventions arising from UW-Madison research to the marketplace, for the benefit of the UW-Madison, the inventor and society as a whole
- Investing licensing proceeds to fund further research at UW-Madison

*“Consistently among the top license income earners
– Ranked 3rd in 2004 with \$47.5 million”*

2003 National Medal of Technology



- support of UW-Madison research
- its pioneering role in the patenting and licensing of university ideas for the public good
- its partnerships with many of the nation's leading companies
- its work to ensure passage of the 1980 Bayh-Dole Act

WARF Structure and Organization

- Board of Trustees – 16 members; self-perpetuating – includes the Chancellor.
- Operations – 54 employees
 - General Administration.
 - General Administration
 - Accounting
 - HR
 - Support services e.g. secretarial, IT, data entry
 - Investments.
 - Patent & Licensing
 - Licensing Managers
 - Intellectual Property Managers
 - Communications
 - Information specialist
 - Legal
 - Public and Government Relations



WARF Support for Research at the UW-Madison

Contribution & Commitments	Dollars
General Research Grants	\$632,000,000
Buildings - Land - Equipment	\$ 218,000,000
Other	<u>\$ 90,000,000</u>
Total	<u>\$940,000,000</u>

@June 30, 2006

These amounts exclude royalty shares paid to inventors.

WARF's annual research gift is often referred to as the University's "Margin of Excellence" funding.

WARF Home Runs

- 1925 Vitamin D by Irradiation Steenbock
- 1952 Blood Anticoagulants Link
- 1953 Pharmaceutical Coating Process Wurster
- 1971 Vitamin D Derivatives DeLuca
- 1980 Digital Subtraction Angioplasty Mistretta
- 1985 MRI Imaging Techniques Moran
- 1989 Organ Transplant Solution Belzer/Southard
- 1993 EXO-Poly Seq./Gene Therapy Wolff
- 1995 Tomotherapy Macke
- 1997 Human Embryonic Stem Cells Thomson
- 2000 Maskless DNA Chips Cerrina/Blattner/Sussman
- 2001 MRI TRICKS Mistretta
- 2003 Diffusion Barrier Wiley
- 2005 Reverse genetic vaccines Kawaoka
- 2006 ?????? UW Faculty

WARF Patent Portfolio: May contain more blockbusters?

- 750 current U.S. patents and 850 patent applications.
 - Biotechnology
 - Medical Biotech
 - Agricultural Biotech
 - Small Molecule Pharmaceuticals
 - Physical Sciences: e.g. Microelectronic Machines (MEMs); Laser technology
 - Medical Physics
 - MRI
 - Radiotherapy
 - Information Technology
- Presently have approx. 600 current license agreements

Faculty Start-up Companies

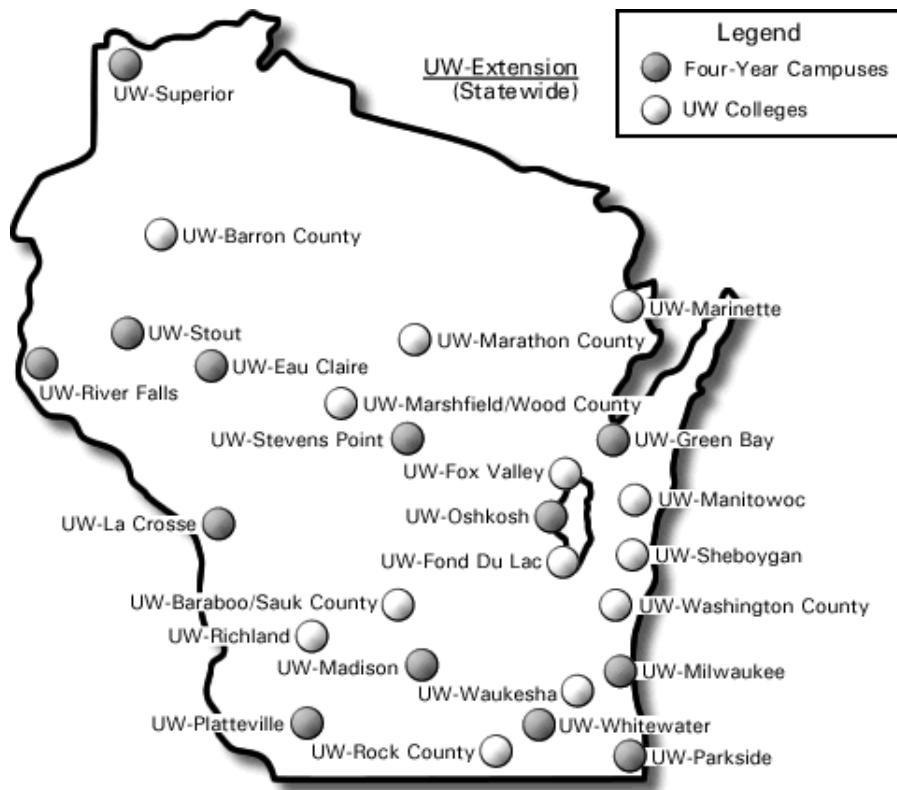
- 37 WARF start-ups are active
- Representative technologies of start-ups
 - ✓ Biotechnology: medical, agricultural, too¹
 - ✓ Medical devices
 - ✓ Telecommunications
 - ✓ Small molecule pharmaceutical
 - ✓ Software



THIRD WAVE
TECHNOLOGIES

*Strata*TECH®

WiSys Technology Foundation



- Wholly owned subsidiary provides patent and licensing services to other campuses of UW System, including Milwaukee
- 13 four-year campuses outside of Madison
- More applied technology



Advantages of a Foundation Structure

- Mitigates Institutional Conflict of Interest.
- Mitigates politics of transferring technology.
- Allows a more flexible hiring and compensation practices.
- Less bureaucratic.
- Easier to structure spin-offs and subsidiaries.



Wisconsin Alumni Research Foundation

Carl Gulbrandsen
Managing Director

