ELEVATE.
The Office of the Vice President for Research (OVPR) at the University of Illinois ensures that innovations grow beyond the University and into the private sector through our pipeline of idea acceleration units and connected partnerships.

The OVPR pipeline protects, funds, and supports ideas prior to their launch as viable businesses and, in doing so, drives economic development in Illinois, the nation, and the world.

OVPR partners with an amazingly diverse group of thinkers and doers to elevate ideas into reality. Together, we bring ideas to market, ensuring that the most innovative discoveries end up solving real-world problems.

OVPR at the University of Illinois.
Elevating ideas.
It has been over a decade since economic development was marked as the fourth mission of the University of Illinois. In that short time, the University has developed a powerful innovation ecosystem that brings together research activities, entrepreneurial education, and infrastructure to elevate ideas into viable businesses and solutions to global challenges.

Now is a very exciting time for OVPR and the University of Illinois, as we have launched several new initiatives that enable additional connections between students and faculty with both Chicago-based and downstate industry, startups, and investors. There are infinite possibilities for innovation and discovery at the University of Illinois and with the OVPR pipeline and the collaboration of all units, we are seeing ideas move from the University level to a global level much more quickly and easily.

University research leads to innovations and technological advances that strengthen our local, state, and global economies. This is precisely why OVPR has focused on building a pipeline to take research from the University to the community. Together we drive not just economic strength, but change the quality of life around the globe.

While federal research funding cuts have created challenges for all research institutions, OVPR is committed to providing services and programming to ensure that the University of Illinois remains a world leader in research and discovery. I am proud of our progress and of the spirit of cooperation and dedication that has allowed tremendous public and private collaborations to better guide startups from a research and ideation stage into stable, thriving Illinois businesses.
ILLINOIS INNOVATION. INTERNATIONAL IMPACT.

The University of Illinois Office of the Vice President for Research (OVPR) drives innovation and economic development by channeling research through a commercialization pipeline that protects, funds, supports, and launches ideas into businesses and global solutions.

At any given moment, hundreds of ideas are at various stages in the OVPR pipeline, making their way toward becoming viable businesses. It is incredible to see the ripple effect these discoveries have on individuals, communities, and on society as a whole.

— Dr. Lawrence B. Schook

By collaborating with and linking units such as the Offices of Technology Management, IllinoisVENTURES, EnterpriseWorks, and Research Park, and partnering with both public and private entities, OVPR has formed a unique process that encourages and stabilizes technology transfer and company formation. The companies that result stimulate and contribute to local, national, and global economies.

This OVPR pipeline, in effect, elevates the ideas of Illinois faculty, staff, and students, sharing research and relationships that are critical to moving ideas, jobs, and the economy forward.
The University of Illinois is creating knowledge and elevating innovative technology, and has been for 150 years. We are one University with three distinct campuses and are proud of our collective global accomplishments and their impact on our communities, cities, state, and world.

## Illinois Innovation

- **University of Illinois**
  - Research is one of the **top ten sources** of patents in Illinois

- **Research Park Named Outstanding Research Park of the Year** by the Association of University Research Parks

- **$3.4M state of Illinois grant awarded** for Health, Technology, Innovation (HTI) facility in the Illinois Medical District

- **IllinoisVENTURES ranked #1 in gap funding** for third-party capital attraction by innovosource

- **EnterpriseWorks named a College-town Incubator to Watch** by *Inc. Magazine*

- **UIC Chancellor’s Innovation Fund is giving $10M over 5 years** — $1M per year in seed funding; $1M per year in proof-of-concept funding

- **UI LABS is a bold proposal for a University-affiliated research technology center** designed to make the state and Chicago a global hub of innovation and build the region’s economy

- **$3.4M state of Illinois grant awarded** for Health, Technology, Innovation (HTI) facility in the Illinois Medical District

- **IllinoisVENTURES ranked #1 in gap funding** for third-party capital attraction by innovosource

- **EnterpriseWorks named a College-town Incubator to Watch** by *Inc. Magazine*

- **UIC Chancellor’s Innovation Fund is giving $10M over 5 years** — $1M per year in seed funding; $1M per year in proof-of-concept funding

- **UI LABS is a bold proposal for a University-affiliated research technology center** designed to make the state and Chicago a global hub of innovation and build the region’s economy
The OVPR pipeline is made up of varying units, collaborations, and partnerships, all with one primary focus—to elevate ideas. These entities overlap, creating synergy and building the momentum needed for an idea to grow. However, while interconnected, each distinct OVPR unit has its own focus, goals, and leadership, ensuring that each part of the pipeline works to strengthen the whole.

**OVPR UNITS**

**The Offices of Technology Management**
- 12 new startups
- 432 U.S. patents filed
- 106 U.S. patents issued
- 90 licenses and options

The Offices of Technology Management are responsible for evaluating, protecting, marketing, and licensing the University’s intellectual property.

**IllinoisVentures, LLC**
- $530,000 investment in new 2012 startups
- $10 million invested to date
- $612 million in third party funding
- 58:1 leverage ratio

IllinoisVentures is a startup and early-stage technology investment firm focused on research-driven companies. As a public-private partnership, IllinoisVentures builds global businesses based on ideas originating at Midwest universities and federal laboratories.

**EnterpriseWorks**
- 19 new startups
- $16 million in revenue from industry contracts for EnterpriseWorks clients
- 7 firms received venture capital funding
- 8 firms received angel investment funding

EnterpriseWorks is a business incubator in the Research Park for early-stage tech firms, more than half of which originate from University research. The startups that occupy the office suites and labs at EnterpriseWorks showcase the potential of innovation in our community. Recently launched, EnterpriseWorks-Chicago is an organization that offers entrepreneurial support to the UIC campus and Chicago community.

**University of Illinois Research Park, LLC**
- $7 million in infrastructure development
- 200+ companies/tenants have been in the Research Park over 10 years
- 350+ student workers in Research Park annually
- 86 events programmed for the technology and entrepreneur community
- 20 new SBIR and STTR awards to companies located in the Research Park

Research Park provides an environment where technology-based businesses can partner with University faculty and students on collaborative research and economic endeavors. Created to help advance the economic development mission of the University, Research Park contributes millions of dollars in tax revenue to the state and local community.
OVPR: TEAMWORK

OVPR’s individual units work together seamlessly so that a unique idea progresses through various stages of the OVPR pipeline and into one-of-a-kind vibrant solutions.

All ideas and companies progress at different speeds and require different levels of support. OVPR units are able to customize the services and level of support they provide in order to help a business get what it needs, when it needs it.

NEXHAND IN THE OVPR PIPELINE

<table>
<thead>
<tr>
<th>Phase</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 2009</td>
<td>OTM meets faculty member to discuss inventions</td>
</tr>
<tr>
<td>January 2010</td>
<td>OTM receives disclosure for the technology behind NexHand</td>
</tr>
<tr>
<td>March 2011</td>
<td>OTM introduces faculty member to Chicago Innovation Mentors</td>
</tr>
<tr>
<td>June 2011</td>
<td>OTM introduces faculty member to a life sciences executive who would become a co-founder and the CEO of NexHand</td>
</tr>
<tr>
<td>October 2011</td>
<td>NexHand, Inc. is founded by Micah Mackison, Dr. Craig Niederberger and Dr. Ervin Kocjancic</td>
</tr>
</tbody>
</table>

NexHAnd & CHICAGO INNOVATION MENTORS

In addition to programs and services offered by the OVPR units, University of Illinois startup businesses are able to utilize the services of many University partners and affiliates. One such partner is Chicago Innovation Mentors (CIM), a multi-institution initiative that cultivates University-based and local technology ventures. NexHand met regularly with a CIM mentor team, giving NexHand exposure to medical device entrepreneurs and experts that were critical to developing relationships with partners and understanding regulatory pathways. NexHand continues to work with CIM on an ad-hoc basis, receiving mentorship as needed.

NexHand is a private company focused on developing highly innovative medical devices to improve disease diagnosis and enhance surgical procedures to more safely and effectively treat patients with highly specific diagnoses. NexHand’s novel technologies address the unmet needs of patients and physicians during diagnosis and surgery using quantifiable metrics to determine condition severity and other factors. NexHand was initially supported by the Office of Technology Management-Chicago, received funding from IllinoisVENTURES, and is currently housed in EnterpriseWorks-Chicago.
CASE STUDY: PERSONIFY

Personify is a communication company focused on making remote communication as personal and intuitive as possible. Personify’s flagship product, Personify Live, is an immersive video communication tool that embeds real-time video of a speaker into any setting, such as a PowerPoint presentation or online demonstration, allowing the presenter to naturally interact with the content on screen and with their audience. Personify Live offers multiple sales, customer service, and training benefits, in addition to reducing travel costs for meetings.

Personify (formerly named Nuvixa) founders started working with the Office of Technology Management-Urbana (OTM) in Spring 2009 to license some key intellectual property that originated at the Coordinated Science Lab in Urbana. That tech transfer was the spark that ignited the company and prompted the sequence of events that led to its first round of funding. Personify was founded in August 2009, and incorporated in April 2010; the company received $250k in seed funding from IllinoisVENTURES in November 2010.

Shortly after receiving financing, Personify established company headquarters in the Enterpriseworks incubator. “Enterpriseworks has been a wonderful place to land our company and a great resource for getting it started. In particular, having a pre-established infrastructure for accessing University resources while planting our feet on the ground was incredibly useful for us,” said Dr. Sanjay Patel, CEO.

Personify utilized many University resources to both develop and expand the business. Participation in the 2012 OTM Share the Vision Technology Showcase provided opportunities for Dr. Patel and his team to meet potential and existing investors. The Entrepreneur Professional Assistance Program (now I-Start) funded professional services and activities that were critical in Personify’s growth. In addition, Enterpriseworks helped the company launch an initial product demonstration at TEDxUIUC, and facilitated customer introductions—resulting in a business relationship with John Deere.

Share the Vision Technology Showcase
The Office of Technology Management-Urbana (OTM) and Research Park host the Share the Vision Technology Showcase which features faculty presenters, keynote speakers from federal and state government offices, tours of Research Park, and presentations from Illinois startups. Share the Vision encourages and facilitates business relationships between entrepreneurs, venture capitalists, corporate executives, and University faculty.

I-Start Entrepreneur Assistance Program
With the help of matching funds by the state of Illinois, Research Park offers the I-Start Entrepreneur Assistance Program, a matching award program targeted to University of Illinois researchers that have a strong potential for technology commercialization through new company formation. I-Start offers a suite of professional services for new University of Illinois entrepreneurs including business development, legal setup, SBIR application, bookkeeping assistance, and marketing assistance. I-Start participants are able to utilize these services for just a fraction of the actual cost.

OVPR UNITS ENGAGED:

PERSONIFY & IllinoisVENTURES

“IllinoisVENTURES has been a key partner in the formation and ongoing maturation of Personify. Having a venture investor with a national presence that can seed and provide follow-on financing for spin-off companies is a tremendous asset to the University of Illinois.”

—Sanjay Patel, CEO of Personify
The OVPR pipeline generates more than dollars, data points, or even thriving businesses. OVPR engagements ultimately solve real world problems. They heal people. They change lives.

While OVPR does drive economic development in Illinois and throughout the world, its pipeline is equally focused on encouraging impactful innovation. Those resulting initiatives are efficient, dynamic, and fluid. They reshape their industries and set the tone for a new breed of business—one that balances economic realities with societal benefits.

Responsible research benefits us all. When ideas become reality, lives change. And that is what OVPR is all about—elevating ideas to the point that they are able to change the lives of ordinary people, the direction of our communities, and the path of industries. The proof of our success is in the people whose lives are ultimately touched.
**OVPR: RELATIONSHIPS**

The relationship between researchers, entrepreneurs, and OVPR units does not end once a startup is launched. Most companies maintain an active relationship with the OVPR units that helped them get their start.

The relationships that are developed through the OVPR pipeline are invaluable, and in many instances are the primary reason for a successful business launch.

**CASE STUDY: AUTONOMIC MATERIALS, INC.**

Autonomic Materials, Inc. (AMI) is a privately held, early stage company developing and commercializing breakthrough low-cost, self-healing polymer systems for high performance coatings, sealants, and adhesives. AMI’s innovations mean increased value for coatings producers and users alike. Recoating intervals are lengthened, reducing labor costs and equipment downtime. By extending coating lifetimes, they also offer the added benefit of reduced environmental impact.

As AMI has grown, they have remained in close contact with their University of Illinois roots. An IllinoisVENTURES Managing Director has stayed involved as an active AMI board member, AMI continues regular dialogue with OTM-Urbana as they manage AMI’s licensed IP portfolio, and AMI has a facilities use agreement in place at the Beckman Institute, where two of AMI’s founding members began their careers as research scientists.

**CASE STUDY: AUTONOMIC MATERIALS, INC.**

As AMI has grown, they have remained in close contact with their University of Illinois roots. An IllinoisVENTURES Managing Director has stayed involved as an active AMI board member, AMI continues regular dialogue with OTM-Urbana as they manage AMI’s licensed IP portfolio, and AMI has a facilities use agreement in place at the Beckman Institute, where two of AMI’s founding members began their careers as research scientists.

**AM1’S OVPR PIPELINE PATH**

**The Office of Technology Management (OTM):**
The OTM was involved from the initial review of AMI’s licensed portfolio, to assisting in several amendments to their original agreement. Along the way, OTM has advised AMI on their intellectual property portfolio and facilitated numerous business introductions.

**IllinoisVENTURES**
As the original lead investor in AMI, IllinoisVENTURES not only provided financing, but has continued to be actively involved in helping AMI effectively navigate early business stages.

**EnterpriseWorks**
EnterpriseWorks provided AMI’s early startup-stage facilities. CEO Joe Giuliani puts it this way, “There is no way AMI could have duplicated EnterpriseWorks’ offerings on our own. It is a great environment with plenty of daily activity and business-to-business cross-pollination. There were many useful resources available to the companies at EnterpriseWorks, a wonderful variety of speakers scheduled on a regular basis, and the staff at EnterpriseWorks always promoted AMI in any way and venue they could.”

“**For me personally, I relied heavily on IllinoisVENTURES during my transition as the new CEO. My learning curve was significantly reduced.**”

—Joe Giuliani, CEO of Autonomic Materials

**OVPR UNITS ENGAGED:**

**AUTONOMIC MATERIALS & IllinoisVENTURES**

“**For me personally, I relied heavily on IllinoisVENTURES during my transition as the new CEO. My learning curve was significantly reduced.**”

—Joe Giuliani, CEO of Autonomic Materials
Health, Technology, Innovation (HTI)
Opening in Summer 2013, HTI is a new facility within the Illinois Medical District, encompassing 12,000 square feet of laboratory and office space, and made possible by a $3.4M state of Illinois grant.

Champaign County Economic Development Corporation (CCEDC)
The CCEDC is a public-private partnership dedicated to fostering a cooperative, county-wide approach to economic development.

Fox/Atkins Development, LLC
Fox/Atkins Development, LLC is a private development firm in Champaign that developed the Research Park.

A MEETING OF THE MINDS

CROSS-CAMPUS CONVERSATIONS, CROSS-COUNTRY COLLABORATIONS.

OVPR and the OVPR pipeline are all about connections. The more touch points an idea has with like-minded people, businesses or programs, the better. The more interactions that take place while an idea is forming, the greater the possibility that it will form into a stable business model. This is why, in addition to OVPR’s core units, OVPR maintains a multitude of varying partnerships with entities large and small.

A M E E T I N G O F T H E M I N D S

1871
Where digital startups get their start. Located in the Merchandise Mart in Chicago.

World Business Chicago (WBC) | ChicagoNEXT
WBC leads Chicago’s business attraction, expansion, and retention efforts and serves as the city’s premier global business destination. WBC oversees the ChicagoNEXT technology council, which seeks to positively impact new venture formation in Chicago and to accelerate the growth of and/or expansion of established businesses.

Chicagno Ideas Week/Think Chicago
Presented by the City of Chicago and the University of Illinois, Chicago Ideas Week is an annual gathering of global thought leaders.

Health, Technology, Innovation (HTI)
Opening in Summer 2013, HTI is a new facility within the Illinois Medical District, encompassing 12,000 square feet of laboratory and office space, and made possible by a $3.4M state of Illinois grant.

UI LABS
UI LABS brings together academic leaders with leading businesses in a new academic-industry research lab partnership.

Illinois Medical District (IMD)
The IMD, located in Chicago, consists of 560 acres of medical research facilities and is the largest urban medical district in the United States.

State Science & Technology Institute (SSTI)
SSTI is a national organization dedicated to improving government-industry programs that encourage economic growth through the application of science and technology.

Illinois Science & Technology Coalition (ISTC)
Non-profit organization that connects government, academia, and industry to leverage the state’s world class research and development assets to drive innovation and economic growth.

Department of Commerce and Economic Opportunity (DCEO)
DCEO provides a wide array of programs and services designed to help Illinois businesses thrive in the global economy.

Chicago Biomedical Consortium
A biomedical consortium made up of members from Northwestern University, University of Chicago, and the University of Illinois.

Chicago Ideas Week/Think Chicago
Presented by the City of Chicago and the University of Illinois, Chicago Ideas Week is an annual gathering of global thought leaders.

Health, Technology, Innovation (HTI)
Opening in Summer 2013, HTI is a new facility within the Illinois Medical District, encompassing 12,000 square feet of laboratory and office space, and made possible by a $3.4M state of Illinois grant.

UI LABS
UI LABS brings together academic leaders with leading businesses in a new academic-industry research lab partnership.

Illinois Medical District (IMD)
The IMD, located in Chicago, consists of 560 acres of medical research facilities and is the largest urban medical district in the United States.

State Science & Technology Institute (SSTI)
SSTI is a national organization dedicated to improving government-industry programs that encourage economic growth through the application of science and technology.

Illinois Science & Technology Coalition (ISTC)
Non-profit organization that connects government, academia, and industry to leverage the state’s world class research and development assets to drive innovation and economic growth.

Department of Commerce and Economic Opportunity (DCEO)
DCEO provides a wide array of programs and services designed to help Illinois businesses thrive in the global economy.
OVPR
PARTNERS & FRIENDS

When it comes to research, we are one University working together.
OVPR is grateful for our many internal partners and friends, without whom the OVPR pipeline simply would not be possible.

- Academy for Entrepreneurial Leadership (AEL)
- Office of Governmental Relations
- Office of the Vice Chancellor for Research, Chicago Campus
- Office of the Vice Chancellor for Research, Urbana Campus
- OVPR Faculty Advisory Committee
- OVPR Research Council
- Technology Entrepreneur Center (TEC)
- UIC Innovation Center

- IllinoisVENTURES LLC Board of Managers
  Mitra Dutta
  UNIVERSITY OF ILLINOIS AT CHICAGO
  James L. Foght
  FOGHT ENTERPRISES
  Brendan Fox (Vice Chair)
  IL LEGIT (FORMER KUBO TREE)
  Jeremy Hollis
  UNIVERSITY OF ILLINOIS AT CHICAGO
  Warren Haltsberg
  MVE CAPITAL LLC
  Ed McMillan (Chair)
  MCMILLAN, LLC
  Lesley Millar
  UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN
  Franklyn Prendergast, MD PhD
  MAYO CLINIC
  Peter E. Schiffer
  UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN
  Nancy Sullivan
  UNIVERSITY OF ILLINOIS
  William P. Tai
  CHARLES ROYER VENTURES
  Michael Tokarz (IETF I, II, GP Board Chair)
  THE TOKARZ GROUP LLC
  Ex-officio, non-voting members:
  Thomas R. Bearrows (Secretary)
  UNIVERSITY OF ILLINOIS
  Lesley Millar
  UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN
  Walter K. Knorr (Treasurer)
  UNIVERSITY OF ILLINOIS
  Laurence B. Schook (Principal Officer of the Sole Member)
  UNIVERSITY OF ILLINOIS

- UIRP LLC Board of Managers
  Pat Daly (Vice Chair)
  THE DALY GROUP LLC
  Mark Donovan
  UNIVERSITY OF ILLINOIS AT CHICAGO
  Sharon Donovan
  UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN
  Mitra Dutta
  UNIVERSITY OF ILLINOIS AT CHICAGO
  Roderick Johnson
  INTRA-OFF MONITORING SERVICES LLC
  Ed McMillan (Chair)
  MCMILLAN, LLC
  Peter Schiffer
  UNIVERSITY OF ILLINOIS
  Rick Stephens
  HORIZON HOBBY
  Ex-officio, non-voting members:
  Thomas R. Bearrows (Secretary)
  UNIVERSITY OF ILLINOIS
  Wesley W. Curtis (Representative of the Secretary)
  UNIVERSITY OF ILLINOIS
  Laura Freericks
  UNIVERSITY OF ILLINOIS
  Walter K. Knorr (Treasurer)
  UNIVERSITY OF ILLINOIS
  Laurence B. Schook (Principal of the Sole Member)
  UNIVERSITY OF ILLINOIS

- University of Illinois Board of Trustees
  Ricardo Estrada
  Patrick J. Fitzgerald
  Mark Donovan
  Patricia Brown Holmes
  Christopher G. Kennedy
  Timothy Koritz
  Edward L. McMillan
  James D. Montgomery, Sr.
  Pam Strzel

Student Trustees
David Pilecki
Kenneth Thomas
John Tienken

Ex-officio Member
Governor Pat Quinn

Officers of the Board
Christopher G. Kennedy (Chair)
Lester H. McKeever, Jr. (Treasurer)
Walter K. Knorr (Comptroller)
Thomas R. Bearrows (University Counsel)

UI Executive Officers
Robert A. Easter (President)
Paula Allen-Meares (Chancellor & Vice President, Chicago)
Christopher G. Kennedy (Chair)
Lester H. McKeever, Jr. (Treasurer)
Walter K. Knorr (Comptroller)
Thomas R. Bearrows (Secretary, Board of Trustees)

Public research universities, like the University of Illinois, are our state’s only renewable resource for innovation. The University of Illinois provides new knowledge, which leads to the development of new products, which leads to new jobs. We have the potential to be a perpetual job creation machine.

— Christopher G. Kennedy
Chairman, University of Illinois Board of Trustees
The University of Illinois is a research powerhouse. Our students and faculty are inventing technologies and creating knowledge at an exponential rate. The OVPR pipeline elevates these ideas into solutions, products, and businesses that change lives.

— Dr. Lawrence B. Schook
ELEVATING IDEAS.