



The research commercialisation office of the University of Oxford, previously called **Isis Innovation**, has been renamed **Oxford University Innovation**

All documents and other materials will be updated accordingly. In the meantime the remaining content of this Isis Innovation document is still valid.

URLs beginning www.isis-innovation.com/... are automatically redirected to our new domain, www.innovation.ox.ac.uk/...

Phone numbers and email addresses for individual members of staff are unchanged

Email : enquiries@innovation.ox.ac.uk

Technology Transfer & Innovation Management, University of Oxford

Jun 14

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Isis Innovation Ltd

A profitable company 100% owned by the University of Oxford



Oxford Technology Transfer
IP, Patents, Licences, Spin-outs,
Material Sales, Outcome Questionnaires, Seed Funds,
Isis Angels Network, Isis Software Incubator, Oxford
University Hospitals NHS Trust



Oxford Expertise
Consulting, Services



Isis Consulting Business
Technology Transfer and Innovation
Management

Technology Transfer & Doing Business



University
entrepreneurial
culture



University technology transfer resource

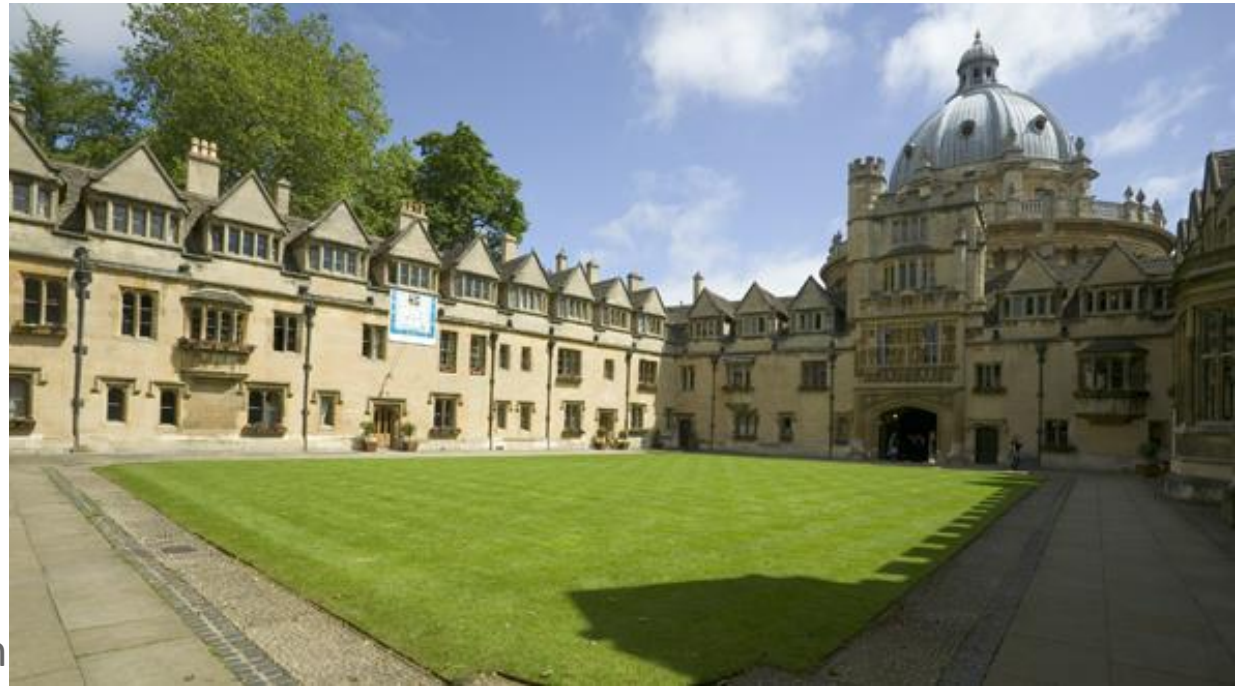


Industry,
Business &
Professional
environment



Oxford University

- Oxford University is the oldest university in the English-speaking world (founded c.1188)
- A leader in learning, teaching and research
- 26 British Prime Ministers educated at Oxford
- Including current Prime Minister David Cameron
- Royal Society founded from Oxford in 1640
- 51 Nobel prize winners



Oxford & Isis Innovation

- OXFORD
- Today - Most Powerful UK Research University
- Highest University Research Spend in UK at £568 million (2013)

- ISIS INNOVATION
- Isis Innovation Ltd is a company 100% owned by the University of Oxford, established in 1988
- Isis *helps* researchers *who wish to* commercialise the results of their research
- A world-class Technology Innovation business - joint 3rd highest British PCT patent applicant, and 16th highest University PCT applicant worldwide



University of Oxford: Research themes examples

Medical Sciences	Maths, Physical, Life Sciences	Social Sciences	Humanities
Cancer	Energy	International Growth	Digital Humanities
Cardiovascular Disease	Healthcare	Government and Leadership	Environmental Humanities
Diabetes, Endocrinology, Metabolism	Advanced Materials	Big Data & Social Media	Medical Humanities
Infection and Immunology	Resource Efficiency	Corporate Governance	Medicine and Conflict
Genomics	Recovery & ICT	Women in Business	Global History
Musculo-skeletal Science	Cyber Security	Training Educators	Cultural Heritage
Neuroscience	Big Data	Social Policy	Culture Transfer & Translation
Reproduction & Development	Robotics	Social Intervention	Practical Ethics



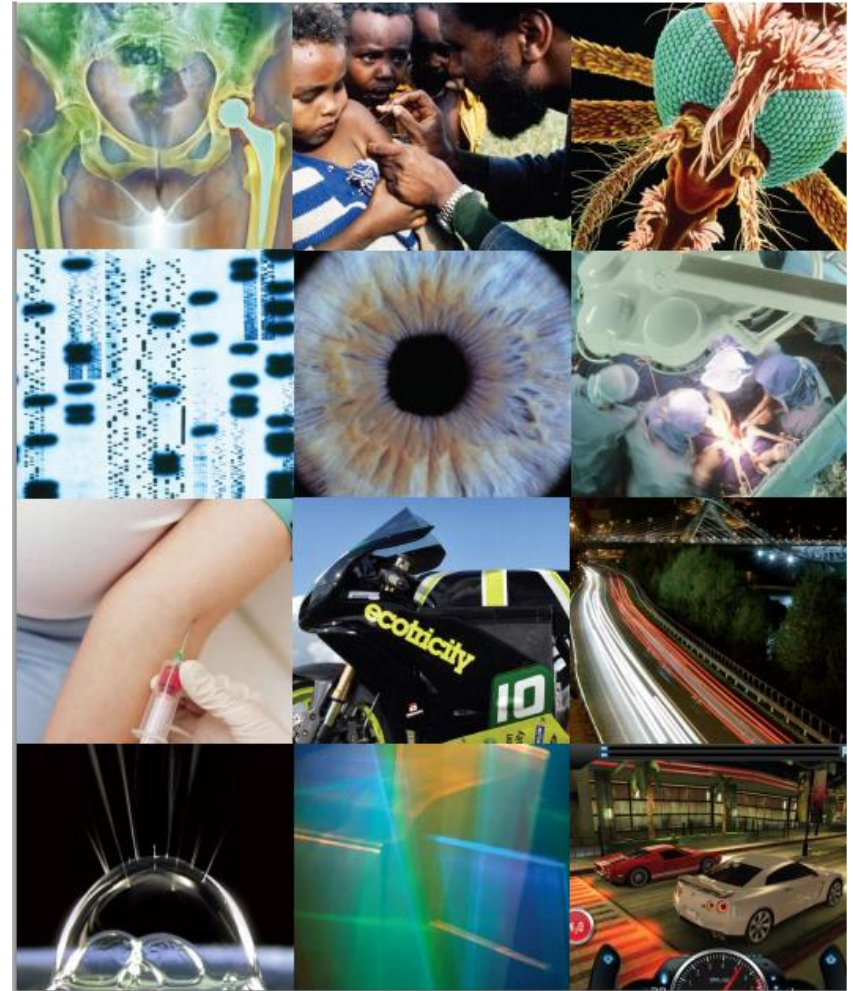
Isis delivers returns to the University and beyond

- Oxford University invests in Isis to protect University intellectual property
- Financial Returns
 - Distributions of royalties back to University
 - Research Funding from spin-outs to University
 - Spin-outs Cash & Spin-outs shareholding portfolio Value
 - Oxford University Challenge Seed Fund & Oxford Invention Fund
 - New Patents/applications
 - Research Funding from Translation Awards to University
 - Supporting Strategic IP Deals eg: Chemistry, IBME
 - Hefce Third Stream Government Funding
- Other, non-financial, benefits to the University
 - Transferring technologies to improve lives
 - Contributing to the 'Impact' of the University
 - Promoting good news stories from University
 - "Oxford again way out at the top for spin-outs" – UK Life Science Report
 - Local engagement and local economic activity
 - Managing Oxford Innovation Society



Isis Impacts

- The impact of Isis activities is seen through the take-up of new technologies and ideas that form the basis for new products and services.



Economic Impact

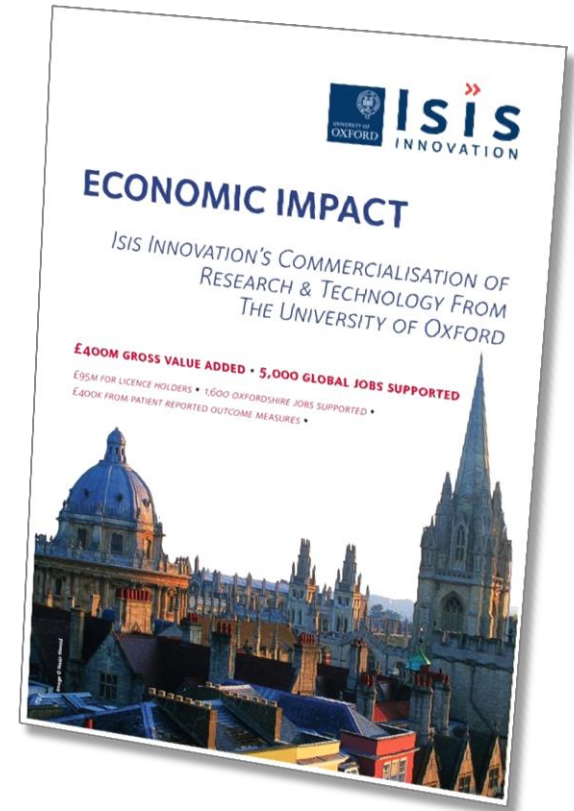
“Commercialisation activity undertaken by Isis Innovation contributed more than **£0.4 billion GVA¹** to the global economy in 2012/13 and supported almost **5,000 jobs**. This includes:

- £264m GVA and almost 3,400 jobs in the UK (of which £129m GVA and around 1,630 jobs were estimated to be in Oxfordshire);
- £9.9m GVA and 150 jobs elsewhere in Europe;
- £109m GVA and around 1,200 jobs in the USA; and
- £25.7m GVA and almost 240 jobs in the rest of the world.”

See summary flyer and full report at - www.isis-innovation.com/about/index.html

¹ : Gross Value Added

Source: Evaluation by BiGGAR, an independent economics consultancy, for Isis in February 2014



Managing Director

Tom Hockaday

Business Support (18)

Central Administration

Jenny Bailey

Philip Priest

Nissar Mohammed

Ricky Allain

Isabel Lavis

HR

Carolyn Hall

Alex Hemns

Viv Parry

Marketing

Simon Gray

Renate Krelle

Dr Chandra Ramanujan

Dr Fiona Story

Nyiesha Stuart

Finance

Janeen Wilson

Gemma Allnutt

Amanda Thornton

Legal

Vacancy

Technology Transfer Group (42)

Linda Naylor

Technology Transfer Teams

Evert Geurtsen

Dr Adam Stoten

Rakesh Roshan

Dr Jon Carr

Dr Gareth Smith

Dr Andy Robertson

Lamin Ben-Hamdane

Dr Carolyn Porter

Dr Alex Marshall

Dr Christine Whyte

Dr Ruth Barrett

Dr Matthew Carpenter

Dr Richard Reschen

Dr Louis Pymar

Dr Richard Holliday

Dr David Churchman

Chim Chu

Dr Fred Kemp

Dr Weng Sie Wong

Roksana Bugaj

Dr Paul Ashley

Dr Angela Calvert

Dr Sarah Deakin

Dr Nikolaos Chalkias

Dr Brijesh Roy

Dr Astrid Woollard

Dr Jamie Ferguson

Dr Mark Gostock

Roy Azoulay

Dr Manjari Chandran-Ramesh

Dr Andrew Bowen

Operations

Dr Mairi Gibbs

Dr James Groves

Dr Laura Droessler

Seed Investment

Andrea Alunni & Zoe Reich

Administration

Kristin Hayes

Patent & Licence

Steven Bayliss

Rosalind French

Kate Spanchak

Arooj Azam

Oxford University Consulting (8)

Andrew Goff

Project Managers

Susan Clark

Gurinder Punn

Dr Josef Walker

Kerry Antcliffe

Magda Bezdekova

Administrators

Theresa Freeman

Denise Farrell

Isis Enterprise, Asia (8)

Consultants

Dr David Baghurst (Hong Kong)

Ya-hsin Shen (Hong Kong)

Dr Wenyuan Wang (Hong Kong)

Laura Lu

Dr Wenming Ji

Renchen Liu

Associates Kenji Aiba (Japan) & Xiaowei Hu (China)

Isis Enterprise, UK (17)

Consultants

Steve Cleverley

Dr Tim Hart

Dr Mireya McKee

Britta Wyatt

Pete Moores

Dr Michael Mbogoro

Dr Andrew Barber

Elena Andonova

Dr Sarah Macnaughton

Dr Alexandra Bush

Dr Bruno Reynolds

Dr Nathan Pike

Administration

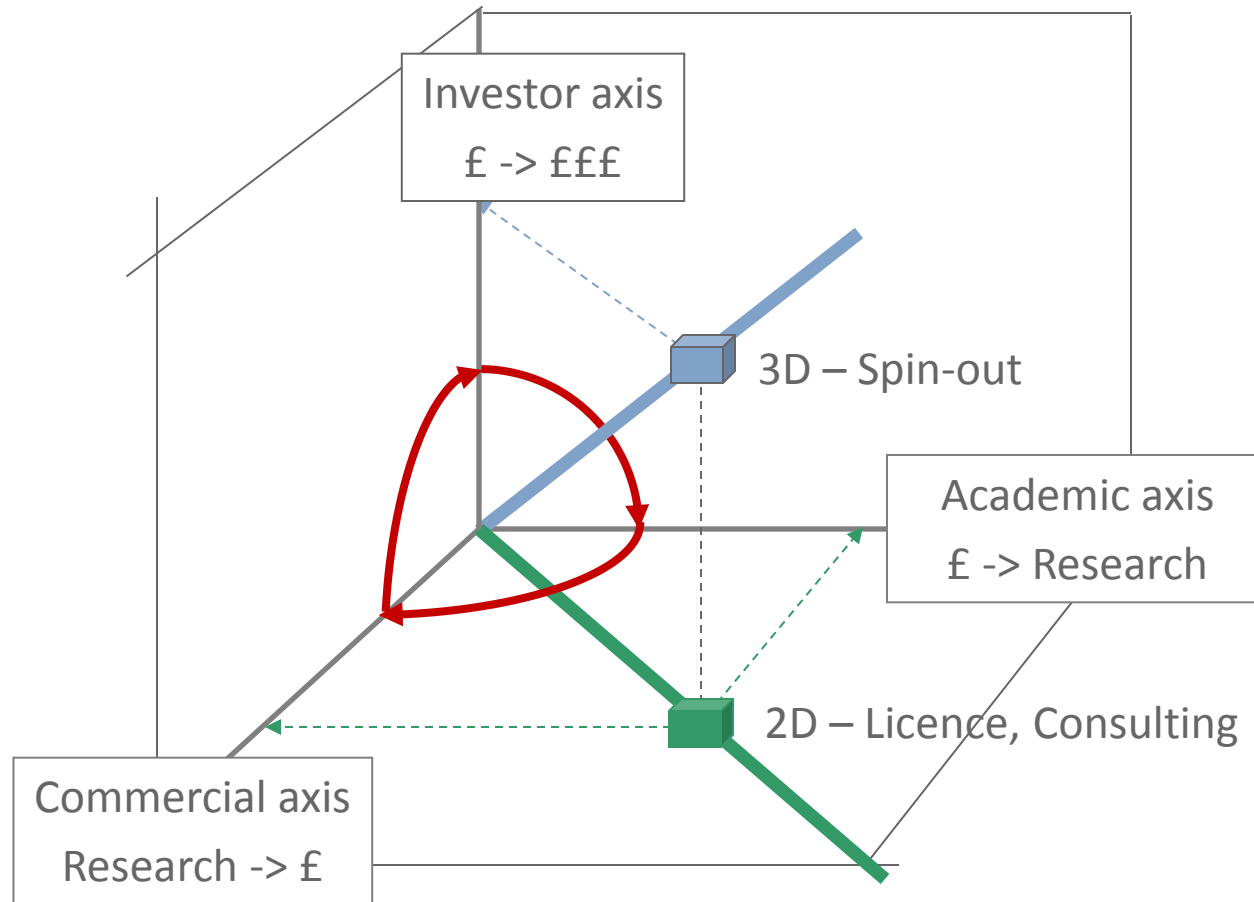
Sophie Gunputhram

Associates Eva Baltar & Manuel Fuertes(Spain); Yousuf Al Bulushi (Oman); Salvador Venegas (Mexico)

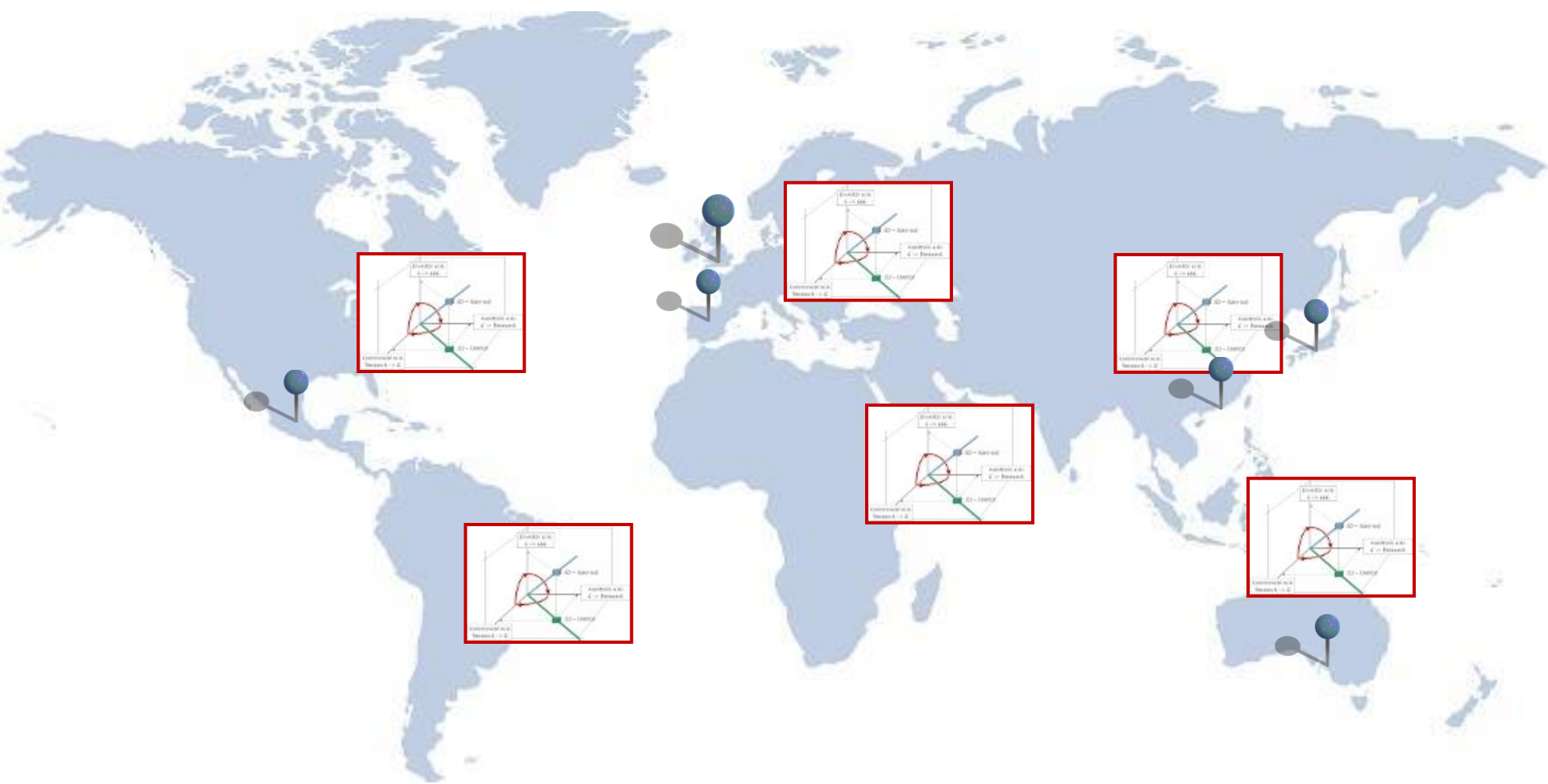
Staff & Associates: 93 MBAs: 14

PhDs: 44

Acting as Multi-dimensional Intermediaries



Intermediaries - International

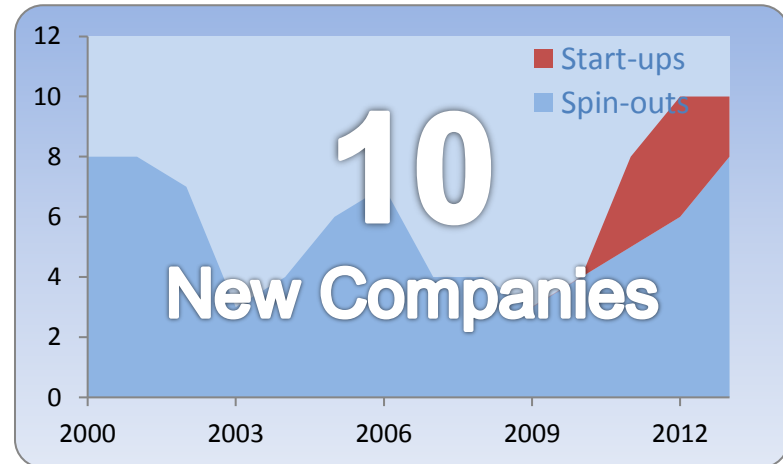
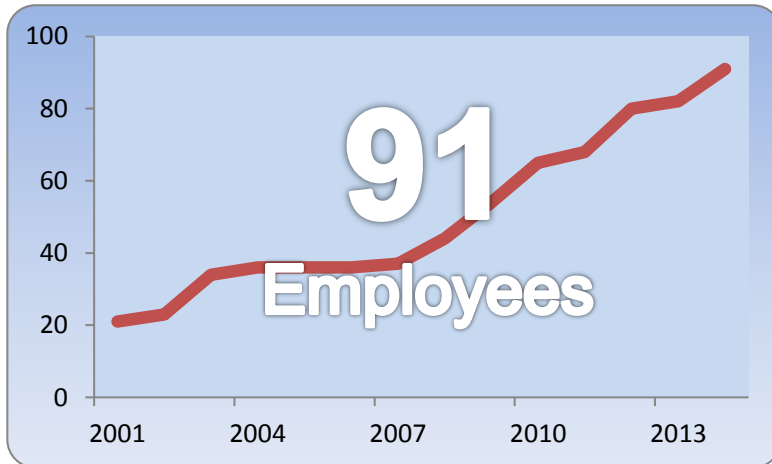
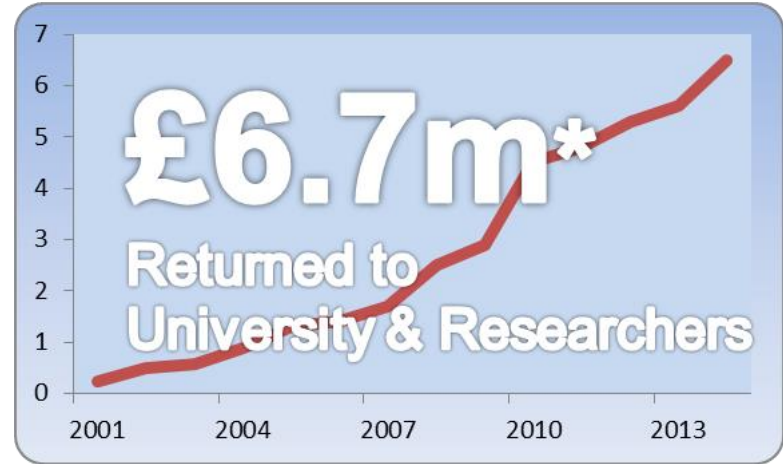
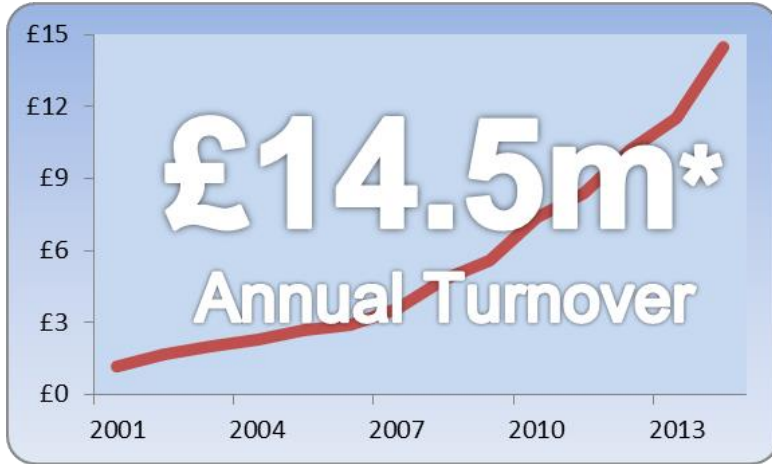


Technology & Expertise

- Innovation
 - Connecting Universities & Business
 - Convergence of University Push & Open Innovation Pull
- What Isis does and why it is relevant to business:
 - Nature of business and current requirements
 - New Technologies
 - Supply of Research Materials
 - Investment Opportunities
 - CEO/NED opportunities
 - Expertise – Oxford’s academics, researchers
 - Expertise – TT & Innovation management

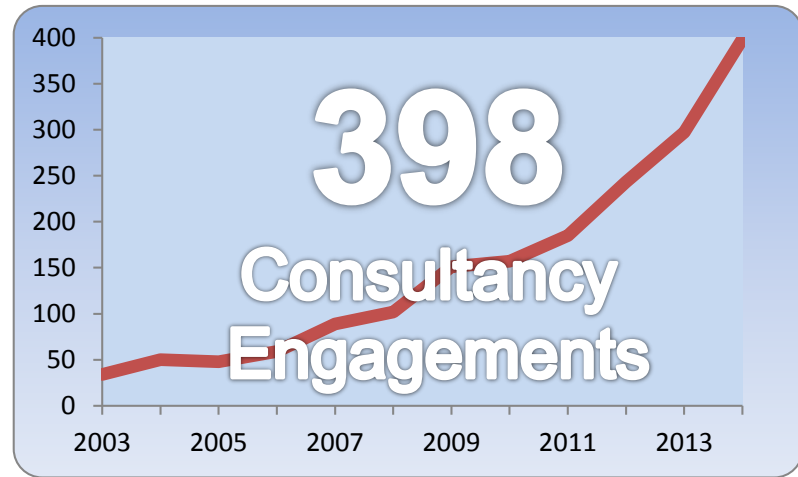
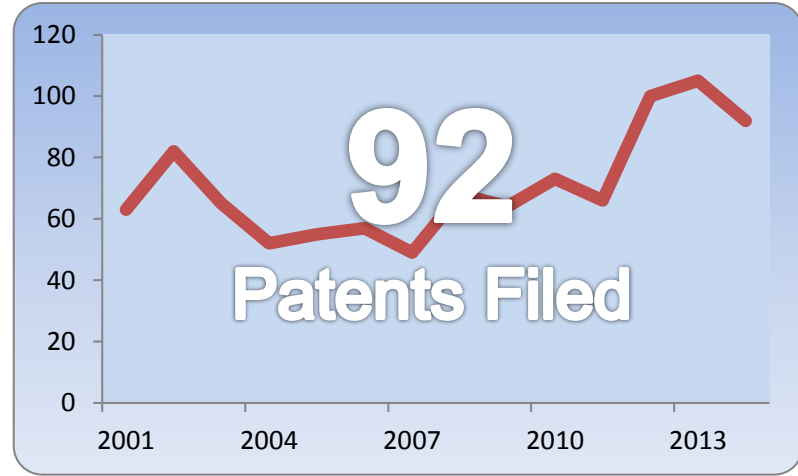
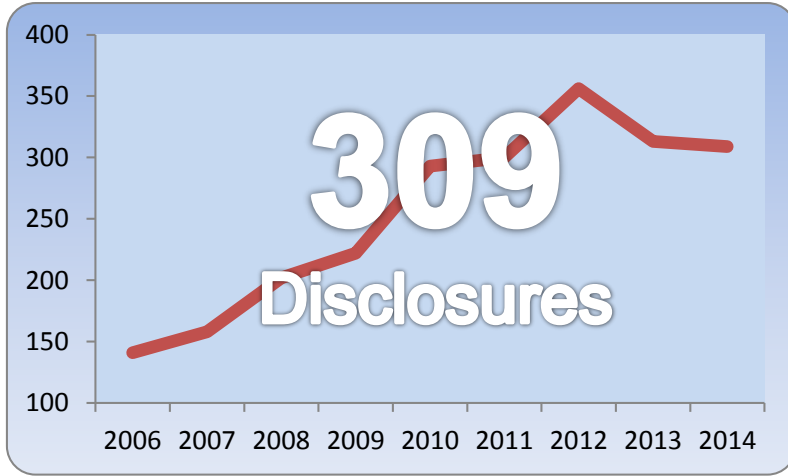


Isis Innovation, year-ending March 2014



* NB. 2014 financial data is unaudited

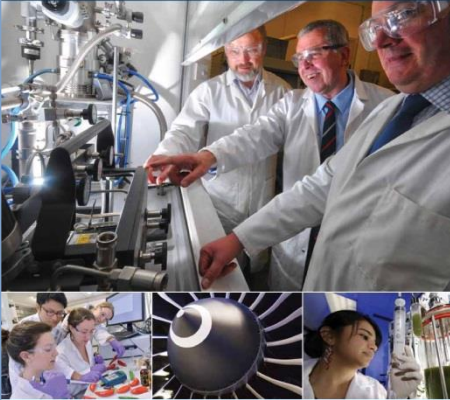
Isis Innovation, year-ending March 2014



Isis Annual Report 2013

2013
ANNUAL REPORT

Isis
UNIVERSITY OF OXFORD
INNOVATION



- » Technology Transfer from the University of Oxford
- » Enabling Access to Oxford's academic expertise
- » Global innovation management consultancy

<p>REVENUES</p> <p>£11.5 MILLION</p> <p>Total Isis revenues in 2013 (2012: £10.2m)</p>	<p>DISTRIBUTIONS</p> <p>£5.6 MILLION</p> <p>Returned to Oxford University and its researchers (2012: £5.3m)</p>
<p>TRANSLATIONAL FUNDING</p> <p>£22 MILLION</p> <p>Translational research funding won by Oxford researchers with direct Isis support</p>	<p>SPIN-OUTS</p> <p>4</p> <p>New technology spin-outs created by Isis (2012: 5)</p>
<p>SOFTWARE START-UPS</p> <p>6</p> <p>New companies supported by the Isis Software Incubator (2012: 3)</p>	<p>PATENTS</p> <p>2015</p> <p>Patents and patent applications on Oxford inventions managed by Isis (includes 873 granted patents)</p>
<p>DEALS</p> <p>395</p> <p>Technology Licence (98) and Oxford University Consulting (297) deals signed (2012: 356)</p>	<p>SEED FUND AWARDS</p> <p>£9.3 MILLION</p> <p>Total amount awarded to develop Oxford research from Proof-of-Concept and seed funds managed by Isis Innovation</p>

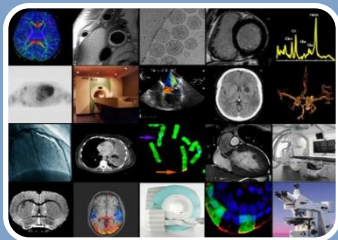
Oxford University Consulting



Providing external organizations with access to University expertise & resources.



Helping academics identify and manage consulting opportunities.

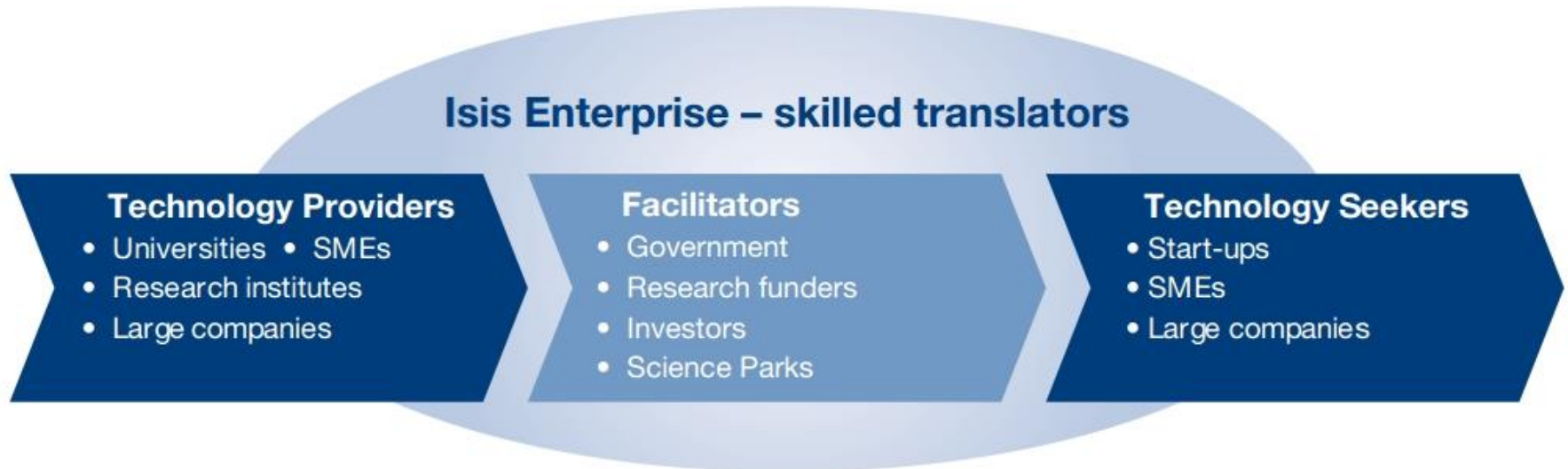


Supporting Departments in arranging external services (including consultancy) work.

Isis Enterprise

We link technology providers with technology seekers

Isis Enterprise – skilled translators



Maturity	ideas			products			companies			
TRL	1	2	3	4	5	6	7	8	9	10

Often with support from governments, research funders etc.

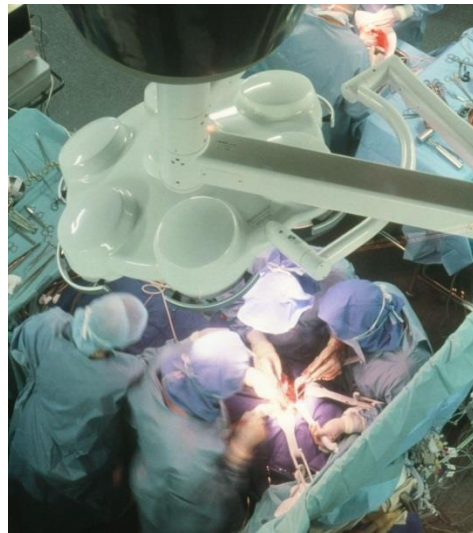
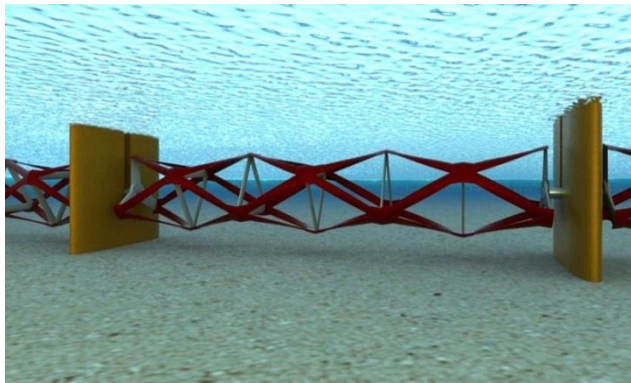
Oxford Innovation Society



- Established by Isis in 1990 to foster University/business links
- An open innovation network
- Since 1990 over 195 companies have joined
- Companies pay an annual fee of £6,800 for membership
- Membership Benefits:
 - Ready access to the academics and University
 - Interactions with other Members, leaders in technology innovation
 - Advance notification of all marketed patent applications
 - Invitations to thrice-yearly meetings and dinners
 - Customised research presentations and seminars
 - Regular newsletters and portfolios

Vision for Isis

- Technology
- Innovation
- For People
- From Oxford and elsewhere
- Successful exploitation of new ideas
- Health & Wealth of Society



Technology Transfer for Oxford

Resources to Support Commercialisation

TT

UNIVERSITY CONGREGATION

UNIVERSITY COUNCIL

Four Academic Divisions

Intellectual Property Advisory Group

**Medical
Sciences
Division**

**Maths, Physical
& Life Sciences
Division**

**Humanities
Division**

**Social
Sciences
Division**

Administration

Business
Development Team

Business
Development Team

Oxford Entrepreneurs
Student Society



Begbroke Science Park



Research Services



Isis Innovation Limited

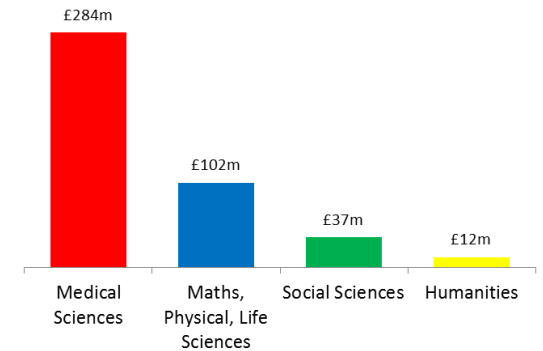
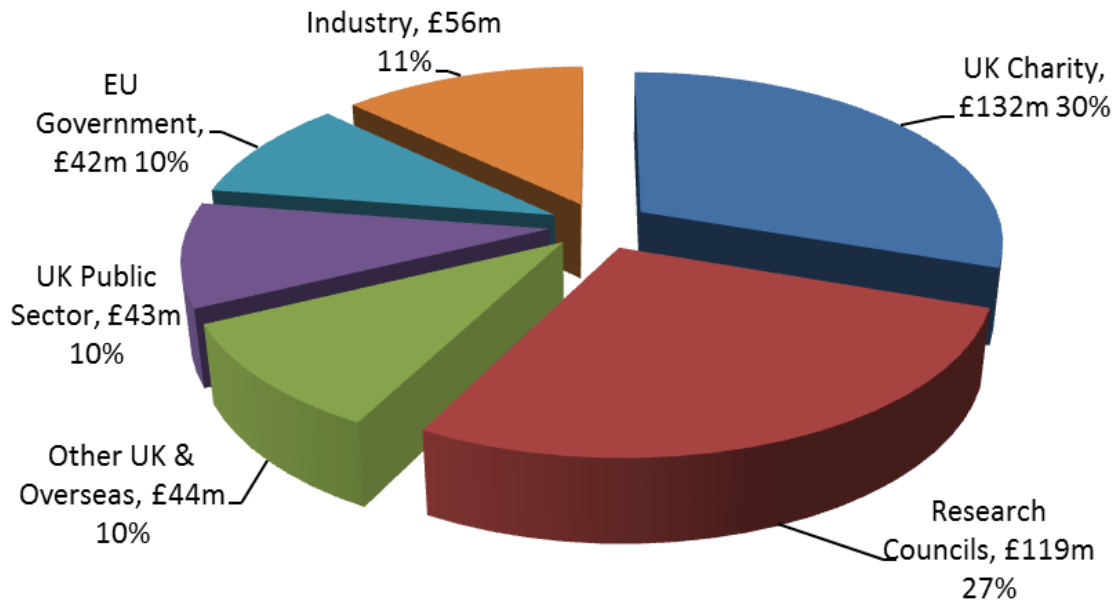


Centre for Entrepreneurship &
Innovation

- University claims ownership of all employees' and students' IP rights resulting from University research activities
- The University *helps* researchers *who wish to* commercialise their research
 - by patenting, licences, spinout companies & consultancy
- Researchers share the benefits
 - Royalty shares from licences
 - Equity in spinout companies
 - Income from personal consultancy

Oxford Research Funding 2012-2013 £568million

- Highest University Research Spend in UK
- 5,809 academics and researchers, and 9,850 postgraduate students
- Most Powerful UK Research University - 2008 Research Assessment Exercise, Research Fortnight
- Charts show £437m grants and contracts by source, and University Division



Total **£437m**
+ HEFCE **£132m**

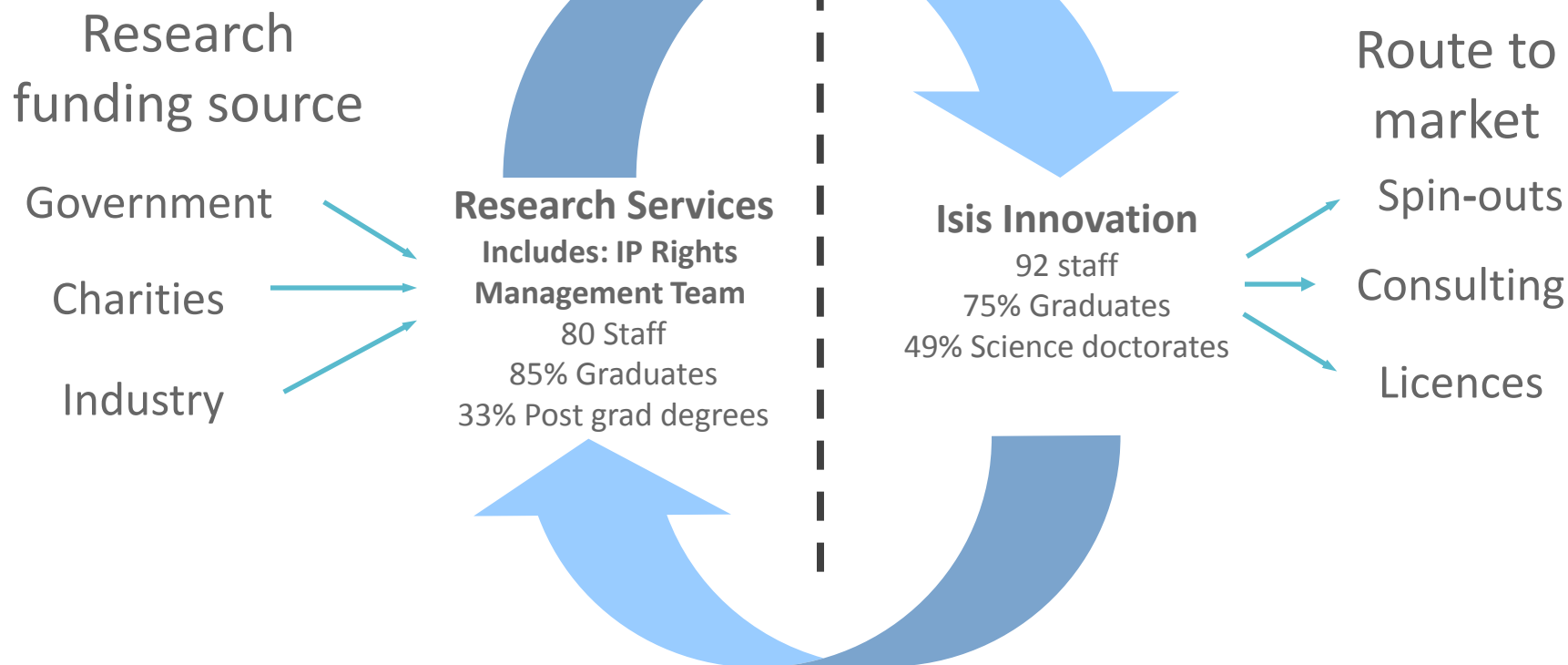
Transfer of Intellectual Property

TT

Assignment of intellectual property rights

Inside the University

Outside the University



Technology Licensing

TT

- Licensing out of University of Oxford Intellectual Property Rights
- Isis currently manages 2,333 Patents & Patent Applications; and 330 active licensing deals
- Technologies marketed to Oxford Innovation Society Members and then other companies
- Licence partners selected on
 - Resources and intent to develop technology to market
 - In healthcare, awareness of access of final products to developing countries
- Exclusive & Non-exclusive, Geographical Territory and Technology Field controls
- Fees, milestones, running royalties appropriate to technology and marketplace
- Royalties
 - Patent budget £3.1m per annum & royalties
 - Isis pays patent costs & recovers these from royalties

Total net revenue	Researchers personally	University General Fund	Department Funds	Isis Innovation
To £72K	60%	10%*	0%	30%
£72K to £720K	31.5%	21%	17.5%	30%
Over £720K	15.75%	28%	26.25%	30%

* pays National Insurance employment tax

Oxford Spin-outs (pre 2000)

TT

1959	Oxford Instruments *
1977	Oxford Lasers
1988	Oxford Glycosciences *
1989	Oxford Molecular *
1992	Oxford Asymmetry *
1994	PowderJect *
1995	Oxford Gene Technology
1996	Oxford Biomedica *
1997	Oxagen
1998	5 Opsys, Synaptica, Prolysis, Celoxica*, Sense Therapeutic
1999	6 Medigene(Avidex)*, Oxxon Pharmaccines, Dash, Oxonica*, AuC Sensing, OMIA

*Stock Exchange Listing

Oxford University Technology Spin-outs (2000-2010)

TT

2000	7	Third Phase, Mindweavers, Oxford BioSignals, Oxford BioSensors, TolerRx, OXIVA, Pharma DM
2001	7	OxLoc, Oxford Bee Co, Oxford Ancestors, Novarc, Oxford ArchDigital, Natural Motion, Inhibox
2002	9	Pharminox, Minervation, Oxford Biomaterials(Spinox), Zyentia, Oxitec, Oxford Immunotec, Oxford Risk, GlycoForm, BioAnalab
2003	4	Summit(Vastox)*, ReOx, Riotech, OCSI
2004	4	Avacta(OMD)*, G-Nostics, Surface Therapeutics, EKB Technology
2005	5	Oxford Nanopore Technologies, Oxford RF Sensors, Oxbridge Pulsars, Celleron, Oxford Catalysts*
2006	7	TDeltaS, Oxford Medistress, Particle Therapeutic, Aurox, Oxford Advanced Surfaces*, Cyttox, OxTox
2007	4	Eykona Technologies, Clinox, Oxford Biodynamics, Crystalsin
2008	4	Semmler, Oxford-Emergent TB Consortium, Navetas(ISE), Organox
2009	3	Oxford Financial Computing, Zyoxel, Oxford Yasa Motors

* Stock exchange listing

Oxford University Technology Spin-outs (post 2010)

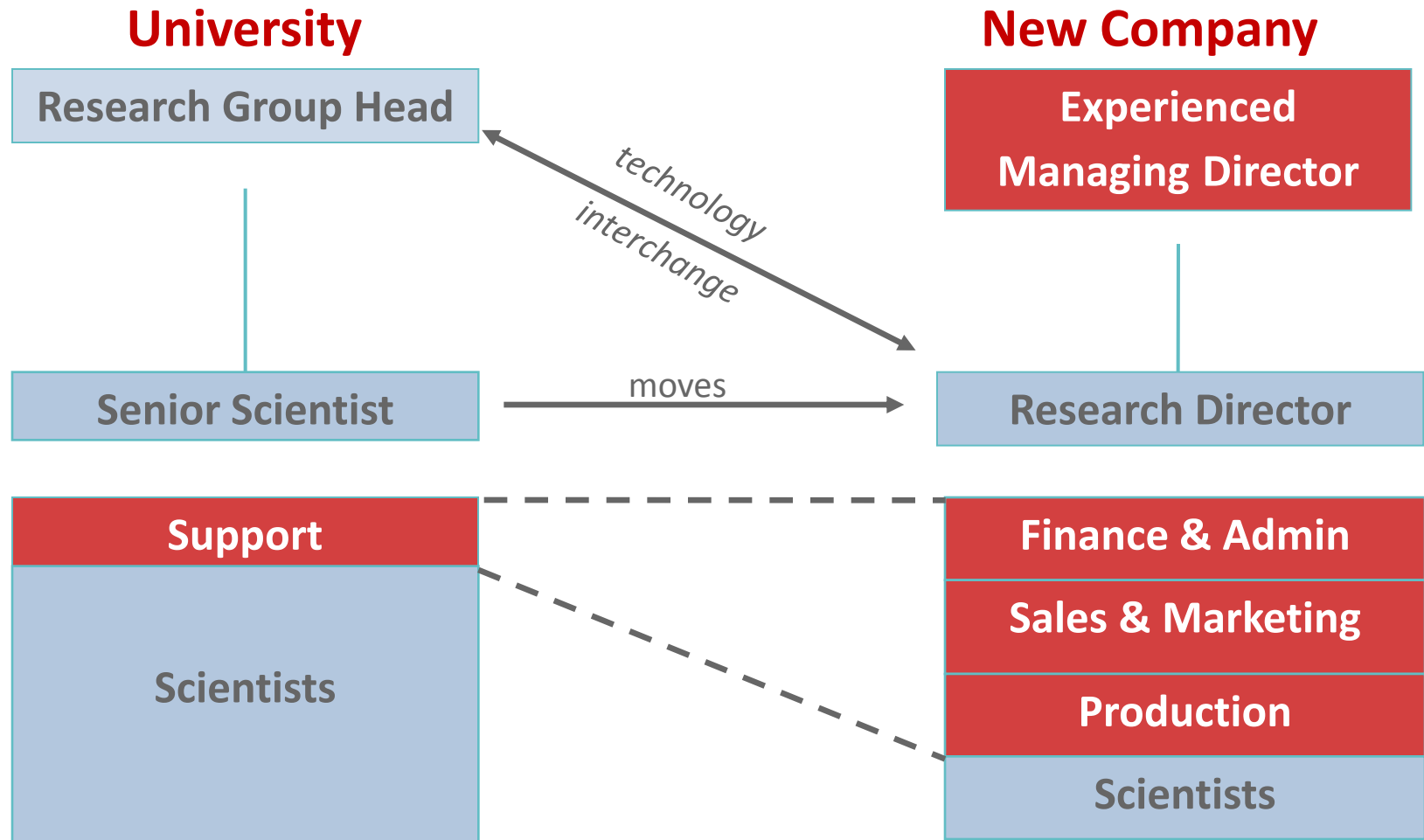
TT

2010	4	OxEms, Kepler Energy, IXO, Oxford PhotoVoltaic
2011	5	Oxyntix, Oxtex, Oxford Multi Spectral, Oxford Imaging Detectors, OCB
2012	4	Intelligent Ultrasound, OxEHealth, Oxford Vacmedix, Run3D
2013	4	Perspectum Diagnostics, MuOx, Oxford Mestar, Oxford Biotrans
2014	[6]	Oxsonics, Oxcept, NightstaRx, Genomics, Designer Carbon Materials, OxSyBio

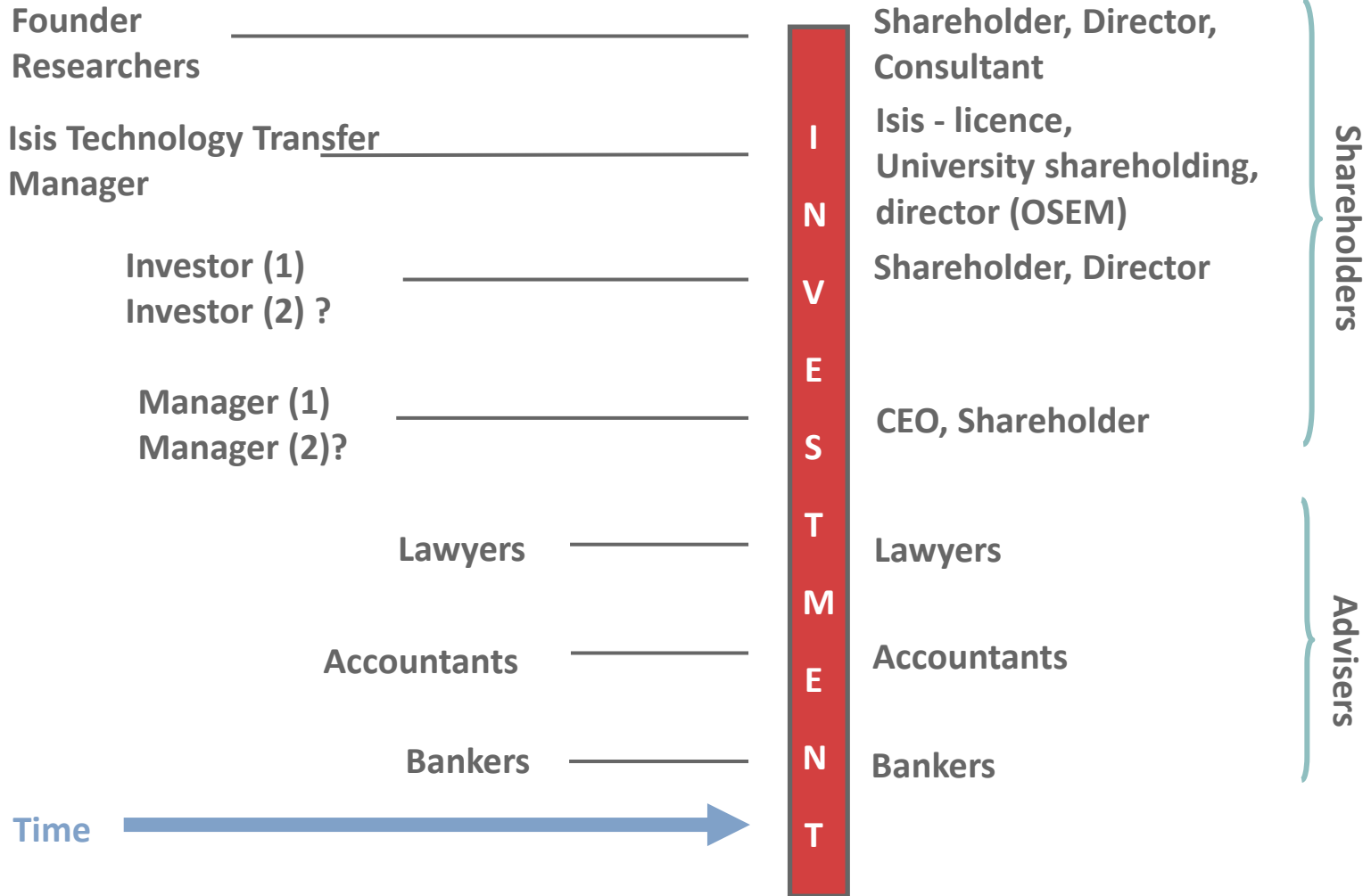
Total external investment to date in **79** spin-outs since 2000: **£534m**

£66m 1st round Seed/Business Angels – **£468m** follow-on Investment Capital

Spin-out Strategy

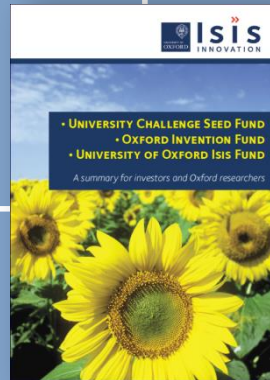


Spin-outs – The Players



Oxford University Challenge Seed Fund (UCSF)

- Launched 1999 with £4m (£1m OU)
- £7m invested in 129 projects
- The only UCSF still running in its original form



Oxford Invention Fund (OIF)



- Donate to support development of new technologies from Oxford
- Part of Oxford Thinking, the University's fund raising Campaign
- £1.5m raised to date

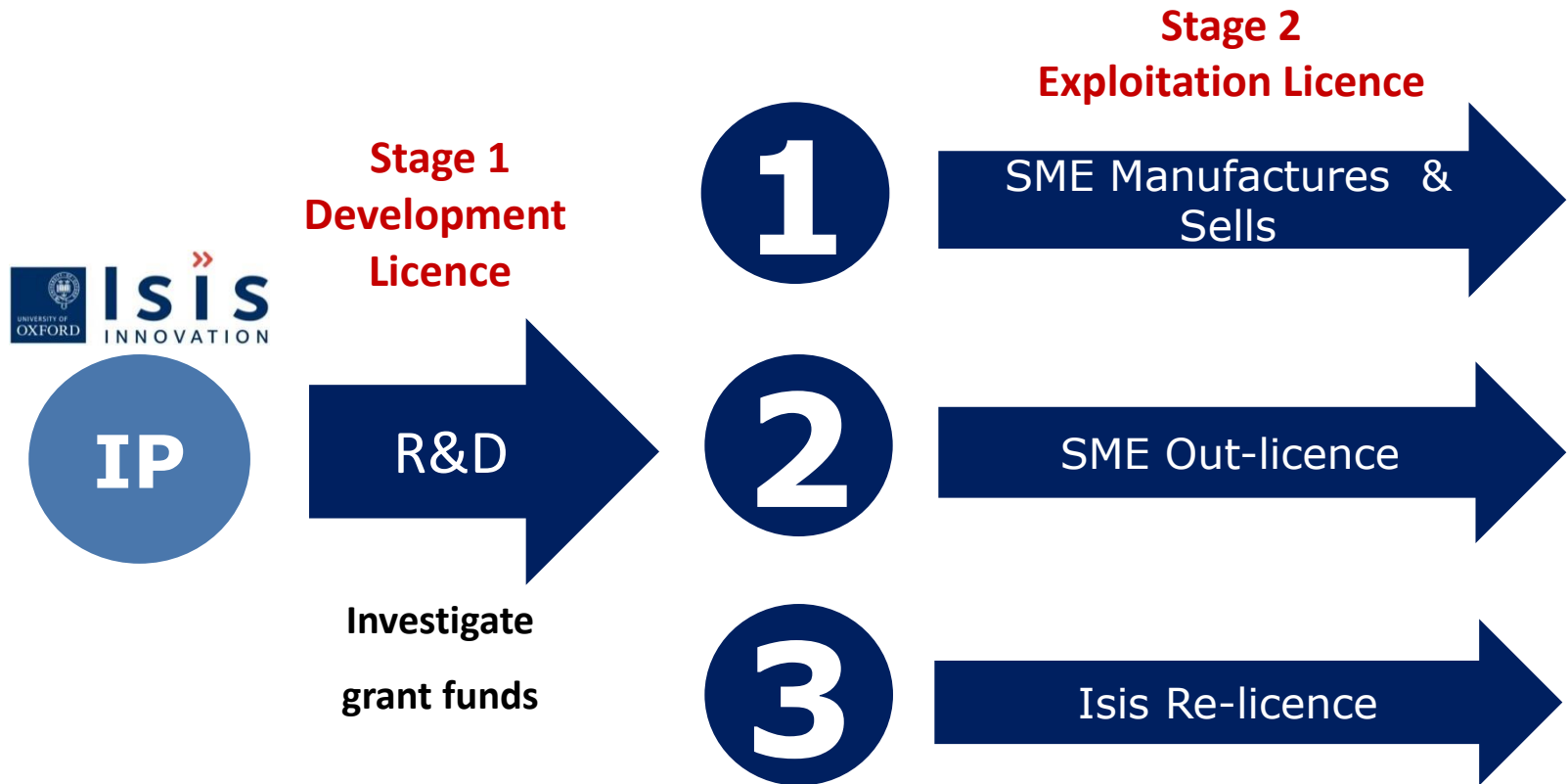
University of Oxford Isis Fund (UOIF)

- Launched Feb'14 with £1.35m
- EIS/SEIS fund for investors managed by Parkwalk Advisors
- Isis Innovation is Portfolio Advisor

Isis Angels Network (IAN)

- For Business Angels and early-stage VCs
- 210 registered members
- No membership fee
- Twice-yearly meetings, newsletters

Isis SME Smart IP Scheme – 2 stages



... adds more flexibility and reduce business risk for SMEs.
Supported by UK IPO as Fast Forward Winner 2014.

Isis Software Incubator (established in 2010)

- Support for early-stage software ventures from Oxford University
- Assists the creation and development of a software business opportunity, whether or not a company has yet been incorporated
- Isis provides commercial mentoring, negotiation support, services, desk space, access to business networks
- Projects that have a credible business concept and need:
 - Substantial work to develop IP and build a realistic commercial prospect
 - With entrepreneurial founders
 - But do not need patents, investors, full-time management



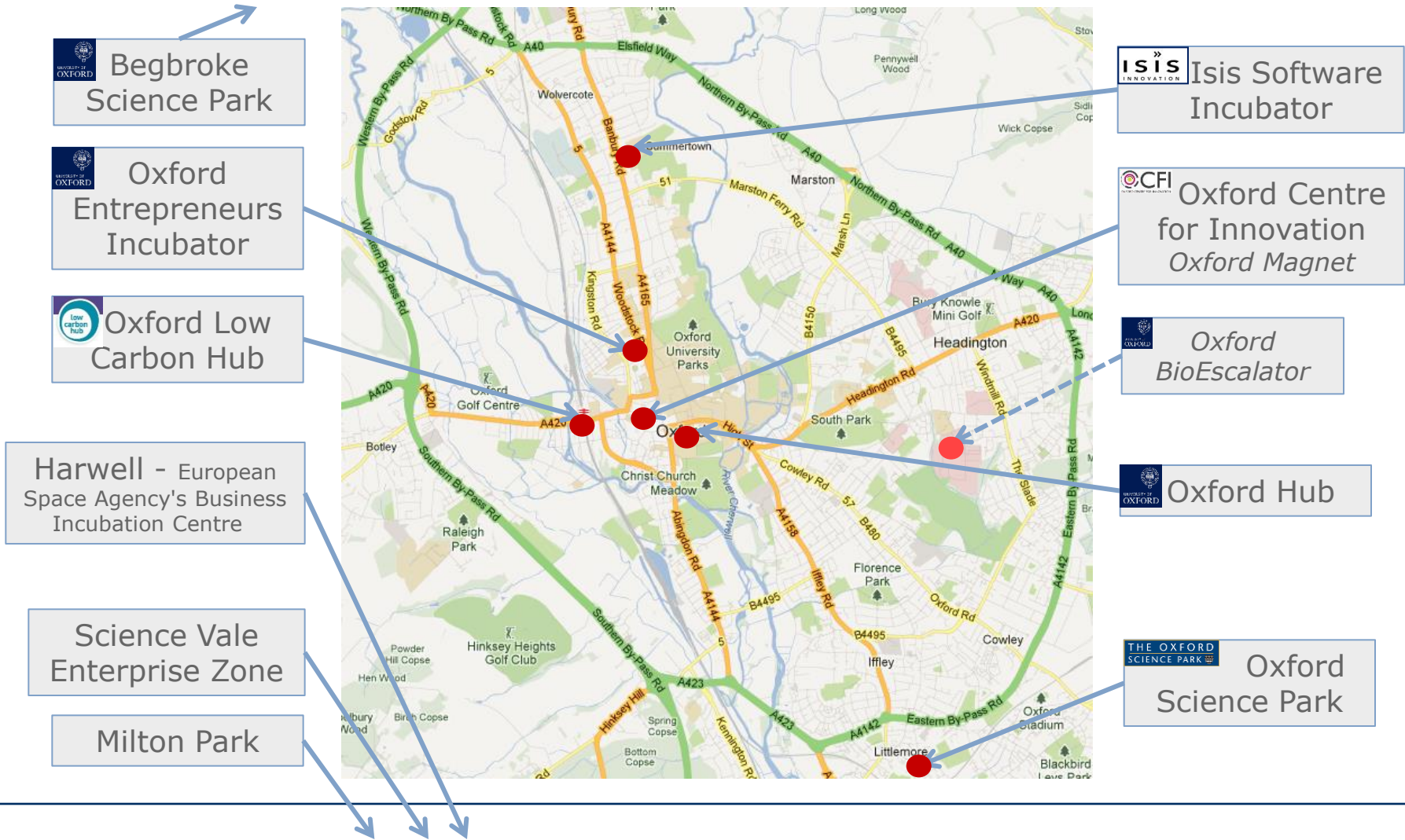
Oxford University Hospitals NHS Trust

- Formation of **Oxford University Hospitals NHS Trust** announced in November 2011, with Isis in key IP management role
- Isis responsible for the management and commercial exploitation of (1) jointly owned IP, and (2) IP owned solely by the Trust

Joint Working Agreement between **University** and the **OUH NHS Trust** (separate entities) formalises existing working relationship for the benefit of researchers, students, patients and the community

- Covers four hospitals: John Radcliffe, Churchill, Horton, Nuffield Orthopaedic Centre
- Includes an IP Framework Agreement which describes how IP generated by the University and the OUH NHS Trust is managed
- IP exploitation entails active consideration of patient benefit as well as commercial return.

Oxford incubators & science parks



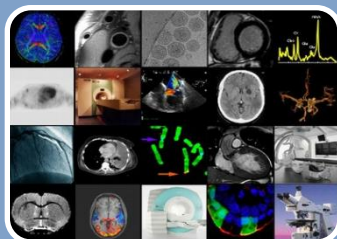
Oxford University Consulting



Providing external organizations with access to University expertise & resources.

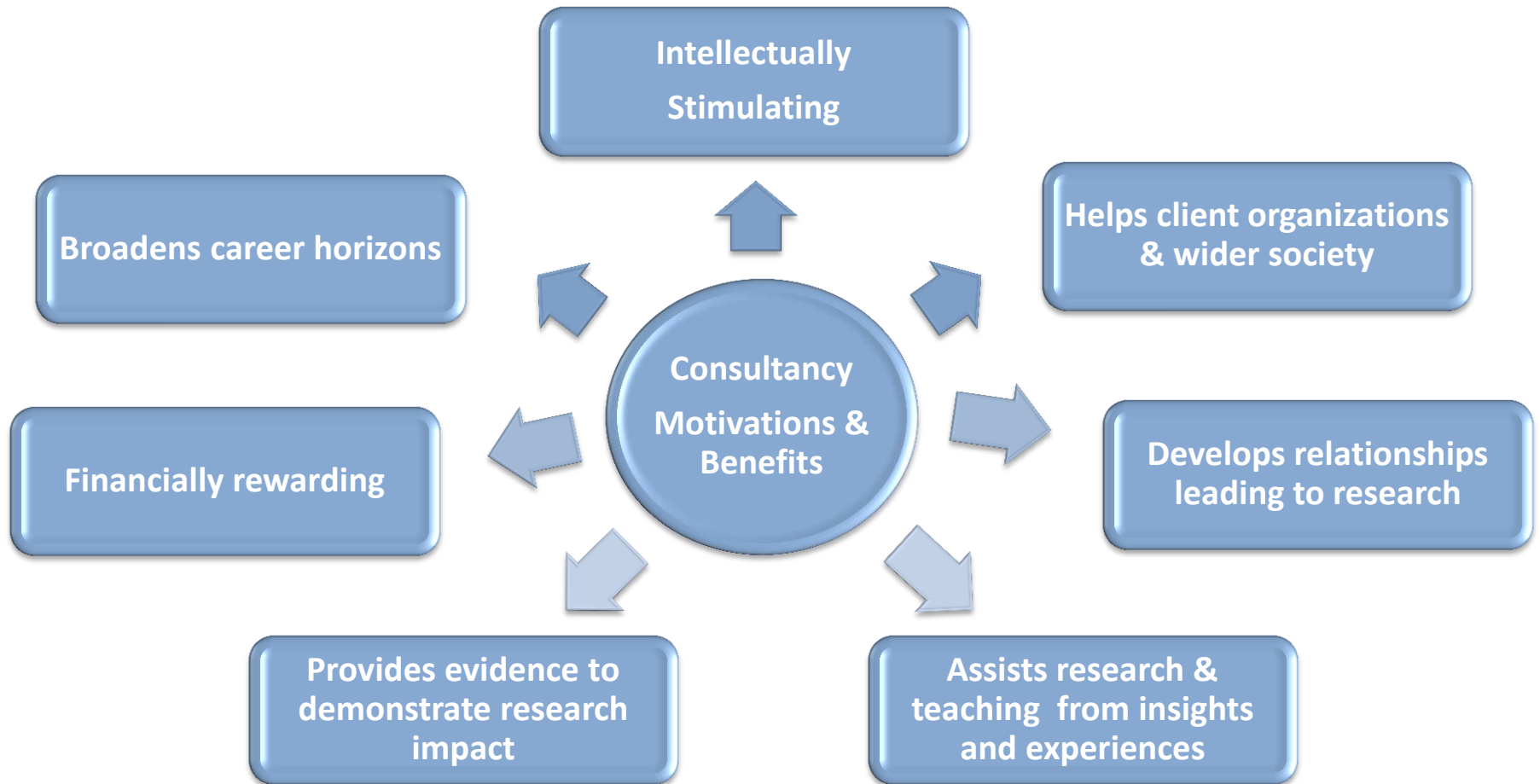


Helping academics identify and manage consulting opportunities.



Supporting Departments in arranging external services (including consultancy) work.

Academic consultancy – Motivations & Benefits



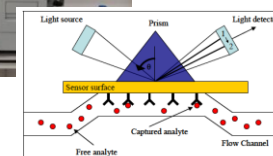
Helping external clients

- Acting as a gateway to the University – identifying for clients the right expertise or service to address their challenges & requirements
- Providing reassurance that contractual issues are addressed:
 - OUC act as a single point of contact throughout the lifecycle
 - Protecting interests – commercial confidentiality & IP ownership
 - University approval, conflicts of interest & insurance
- Enabling clients to contract with a limited company & providing a professional administrative front end (ISO 9001:2008)

- **Personal Consultancy** for a Physics academic to advise on climate prediction models to underpin 'Fate of the World', a game which simulates the real social and environmental impact of global climate change.
- **Departmental Consulting** for a member of the University's Department for Education to join a Panel, convened by the Government Chief Scientific Advisor. The panel drew up criteria for a review of the government's Department for Education to consider use of science and analytical evidence in its strategy, policy and decision making.
- **Departmental Services** providing access for a global biopharmaceutical company to the Biophysics equipment and expertise from the Department of Biochemistry to support the client's R&D programme.



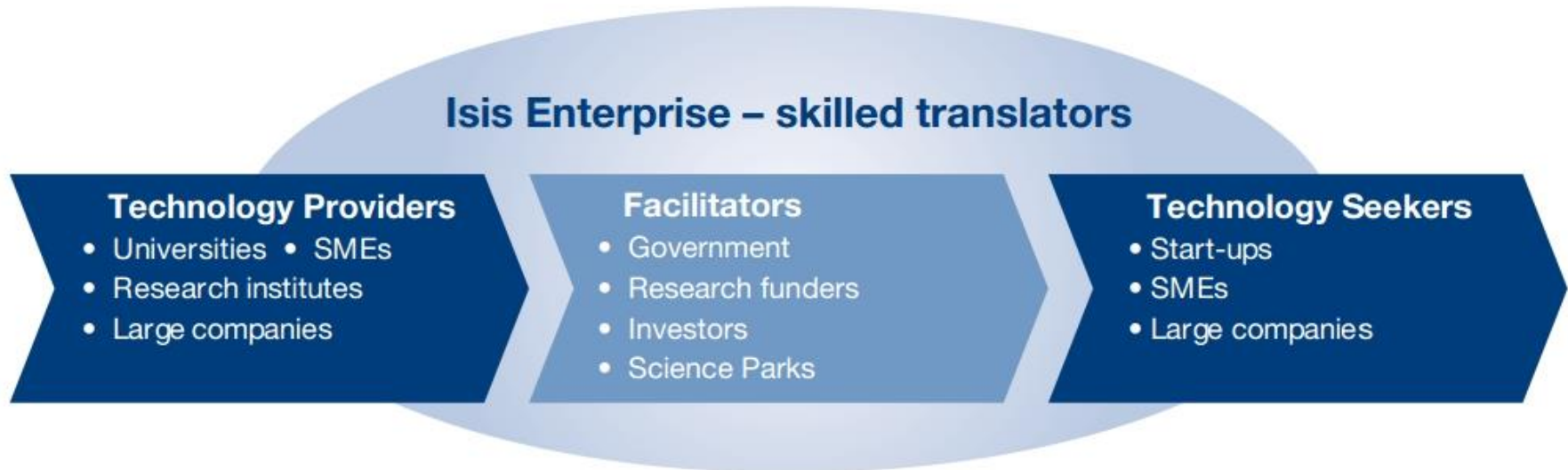
Red Redemption



Isis Enterprise

We link technology providers with technology seekers

Isis Enterprise – skilled translators



Maturity	ideas			products			companies			
TRL	1	2	3	4	5	6	7	8	9	10

Often with support from governments, research funders etc.

Isis Enterprise Services... for technology providers

IE

Technology Providers

- Universities
- SMEs
- Research institutes
- Large Companies

Facilitators

- Government
- Research funders
- Investors
- Science Parks

Technology Seekers

- Start-ups
- SMEs
- Large companies

Technology Transfer Office set-up and IP Policy

- Understand the needs of stakeholders, advise on IP policies and their introduction
- Support the establishment of new TTOs, their structures, processes and staffing

Technology Commercialisation Support

- Provide hands-on support to TTOs to fill resource gaps
- Market new technologies to potential collaborators, licensees, or investors
- Support out-licensing negotiations and advise on deal structures

Technology Commercialisation Training

- On-site or Oxford-based flexible training courses for University managers, TTO directors and TT managers
- Coaching and mentoring of TT practitioners

Isis Enterprise Services... for innovation facilitators

Technology Providers

- Universities
- SMEs
- Research institutes
- Large Companies

Facilitators

- Government
- Research funders
- Investors
- Science Parks

Technology Seekers

- Start-ups
- SMEs
- Large companies

- Advising on the establishment of early stage technology seed funds
- Supporting Governments on the development and introduction of entrepreneurship programmes
- Assisting investors with techno-commercial due diligence
- Creation of International Technology Development Centres



Isis Enterprise Services... for technology seekers

Technology Providers

- Universities
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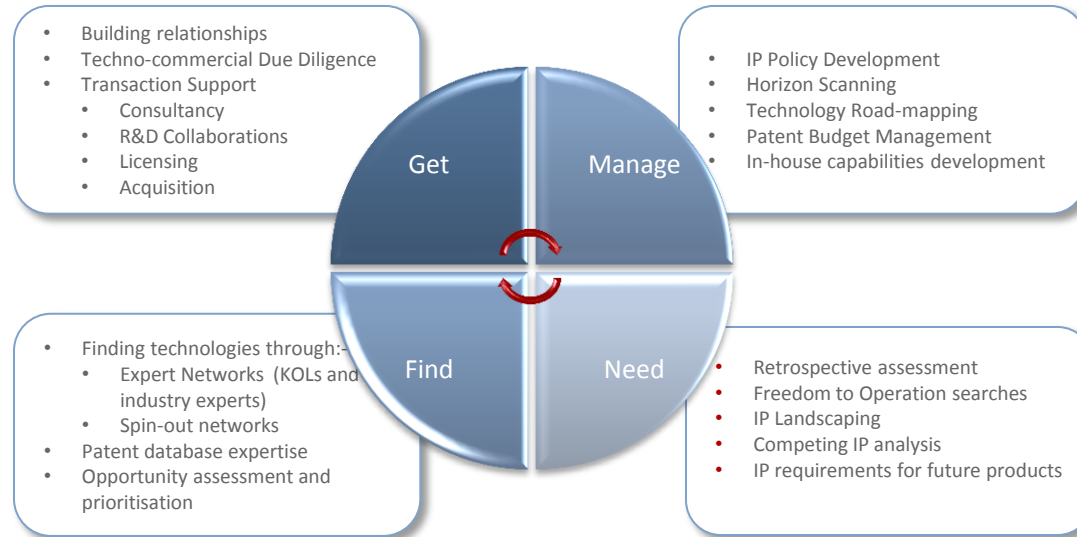
Facilitators

- Government
- Research funders
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- Science Parks

Technology Seekers

- Start-ups
- SMEs
- Large companies

- Working with companies to manage their IP portfolios, provide technology roadmaps and horizon scanning
- Assessing IP landscapes and identifying and portfolio gaps
- Identifying new in-licensing opportunities
- Assisting with commercial negotiations and transaction support



Isis International Technology Transfer Network in China

Isis 在中国的国际科技转移网络

● Isis Hong Kong & JV's

Changzhou

Liuzhou

● Future JV's

Shenzhen

Suzhuo

● Collaborations

Shenzhen, RITS Tsinghua

Foshan, RITS Leaguer

Beijing, Chinese Academy of Sciences

Guangzhou/Shunde

Hong Kong, HKSTP/HKITC

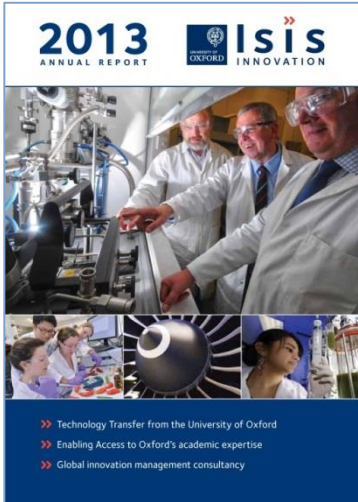
Qingdao

Shanghai



Networks & Innovation Systems

Publications



Isis E-News & IAN E-News

Chinese Isis E-News

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LinkedIn



Facebook

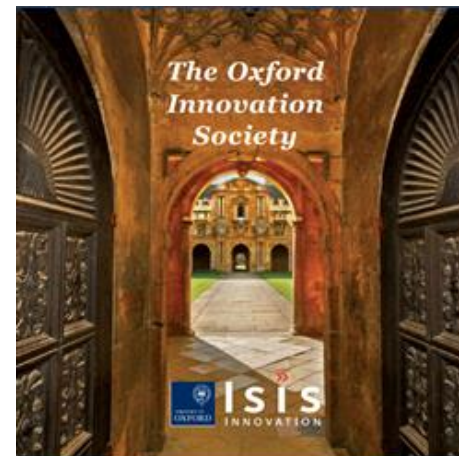


Weibo



Oxford Innovation Society

- Established by Isis in 1990 to foster University/business links
- An open innovation network
- Since 1990 over 195 companies have joined
- Companies pay an annual fee of £6,800 for membership
- Membership Benefits:
 - Ready access to the academics and University
 - Interactions with other Members, leaders in technology innovation
 - Advance notification of all marketed patent applications
 - Invitations to thrice-yearly meetings and dinners
 - Customised research presentations and seminars
 - Regular newsletters and portfolios



Oxford Innovation Society



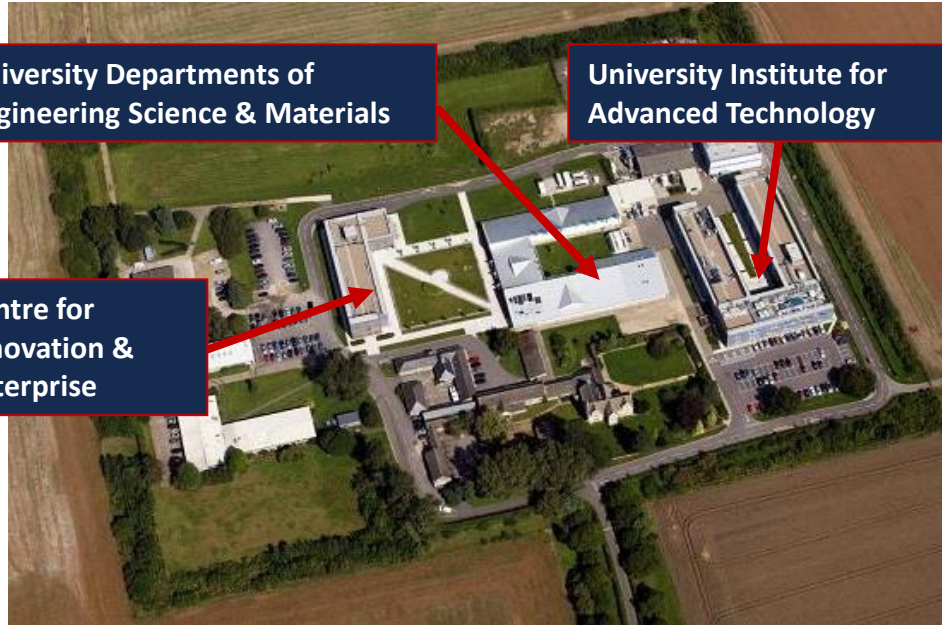
- Tea & coffee reception
- Academic presentation
- Sponsor presentation
- Champagne reception
- Dinner in College
- After dinner drinks

Begbroke Science Park

University Departments of
Engineering Science & Materials

University Institute for
Advanced Technology

Centre for
Innovation &
Enterprise

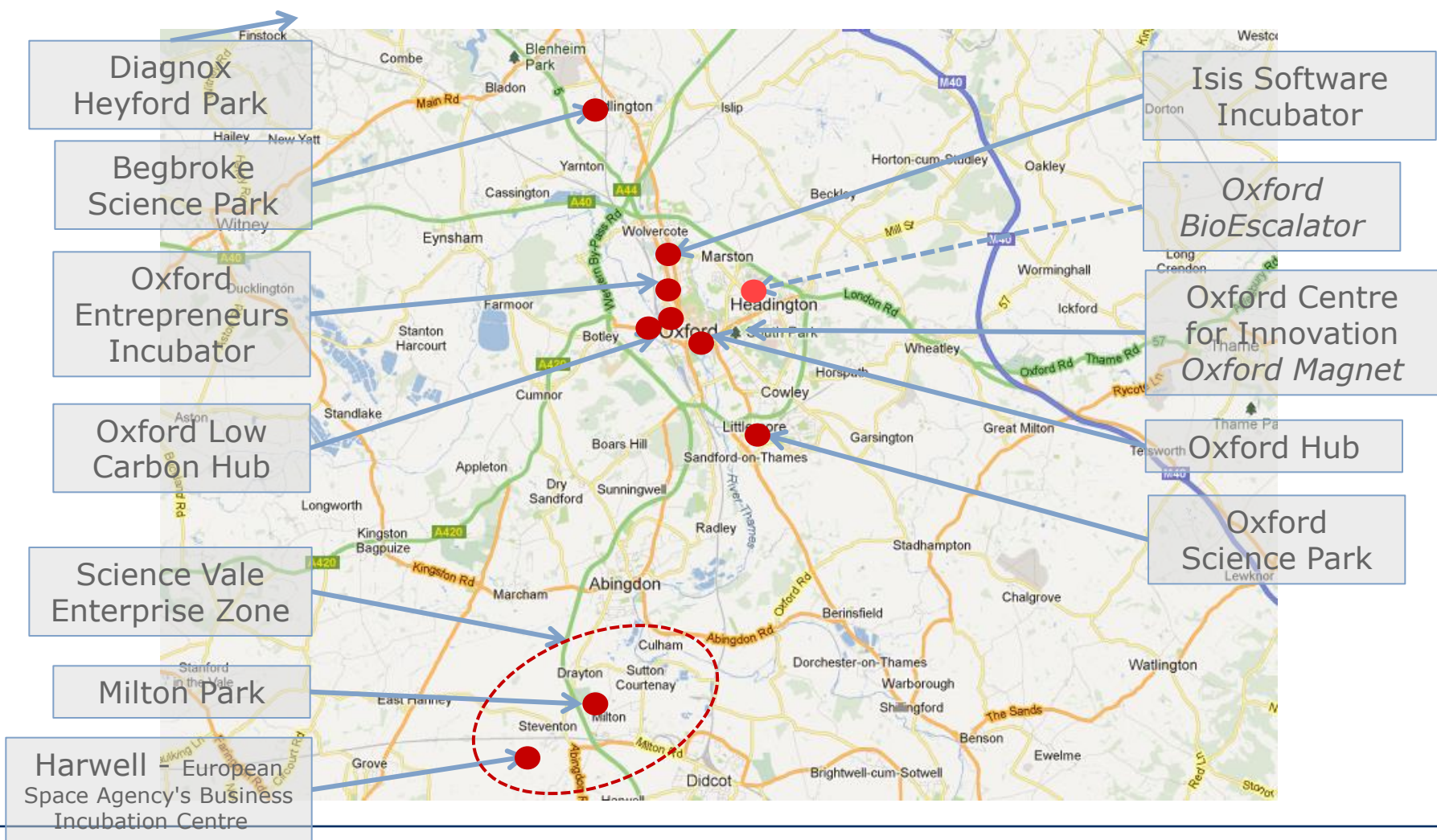


Spin-outs on site:

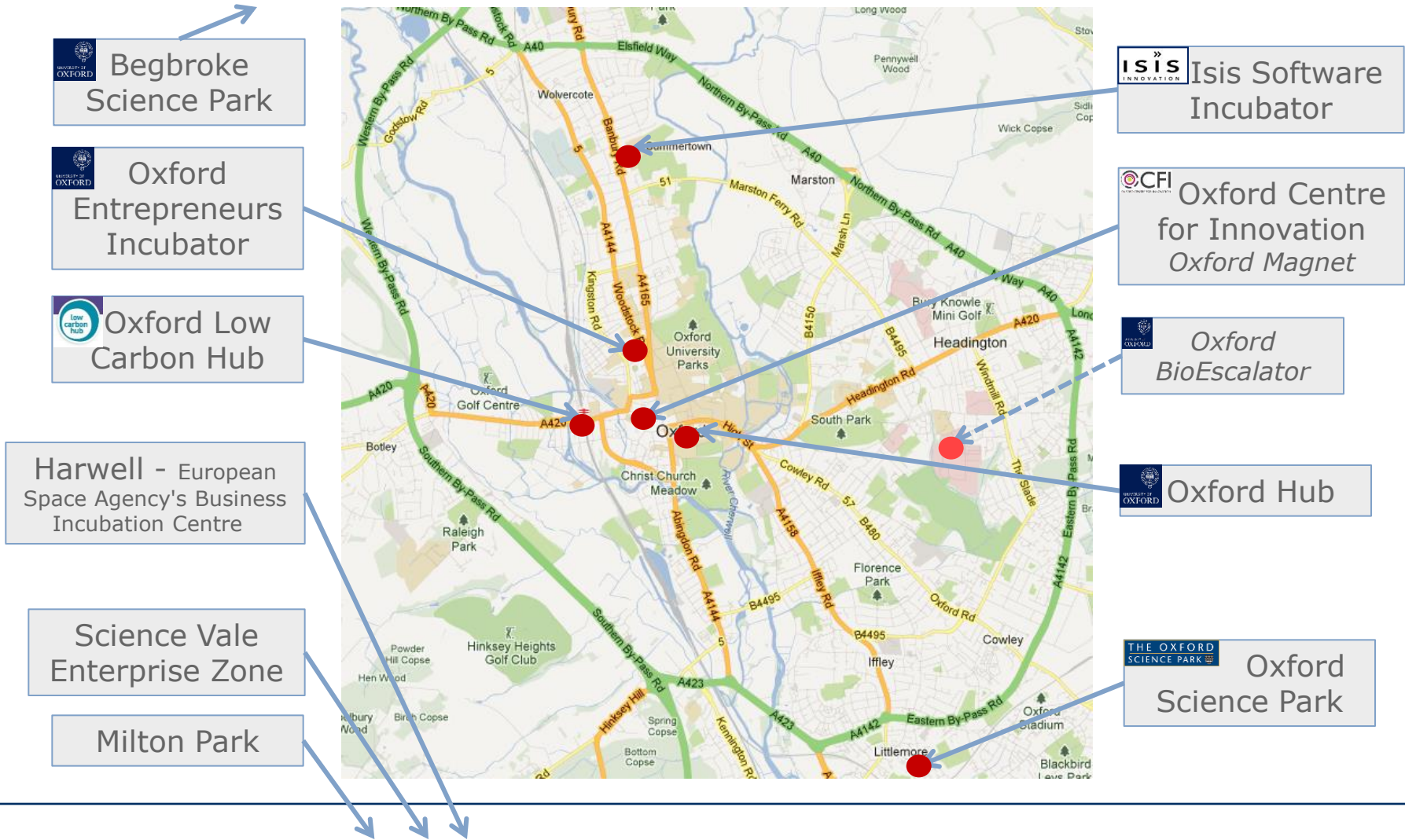
- CN Bio Innovations (formerly Zyoxel)
- Oxford Advanced Surfaces
- Oxford Gene Technology
- Oxford Medical Diagnostics
- Oxford Photovoltaics
- Oxyntix
- Particle Therapeutics

- Owned & operated by Oxford University, 5 miles north from the city centre
- University research labs;
- University Supercomputer operated by e-research centre
- Business incubator & premises for new companies
- Central meeting room and café

Oxfordshire incubators & science parks



Oxford incubators & science parks



Oxford & Entrepreneurship

- Entrepreneurship Centre, Saïd Business School
 - Development of the Oxford Science Enterprise Centre, est. 2000
 - Brings together entrepreneurs from across the world, as well as Oxford high-tech companies
 - Lectures, seminars, events, 'Building a Business'
 - The SBS Venture Fund
 - Oxford Launchpad
- Oxford Entrepreneurs – Student Society
 - 'Idea Idol' competition
 - Ideas to Market
 - Changemaker speaker series
 - Enterprising Women speaker series
 - Emerging Markets speaker series



Technology Transfer & Doing Business



University
entrepreneurial
culture

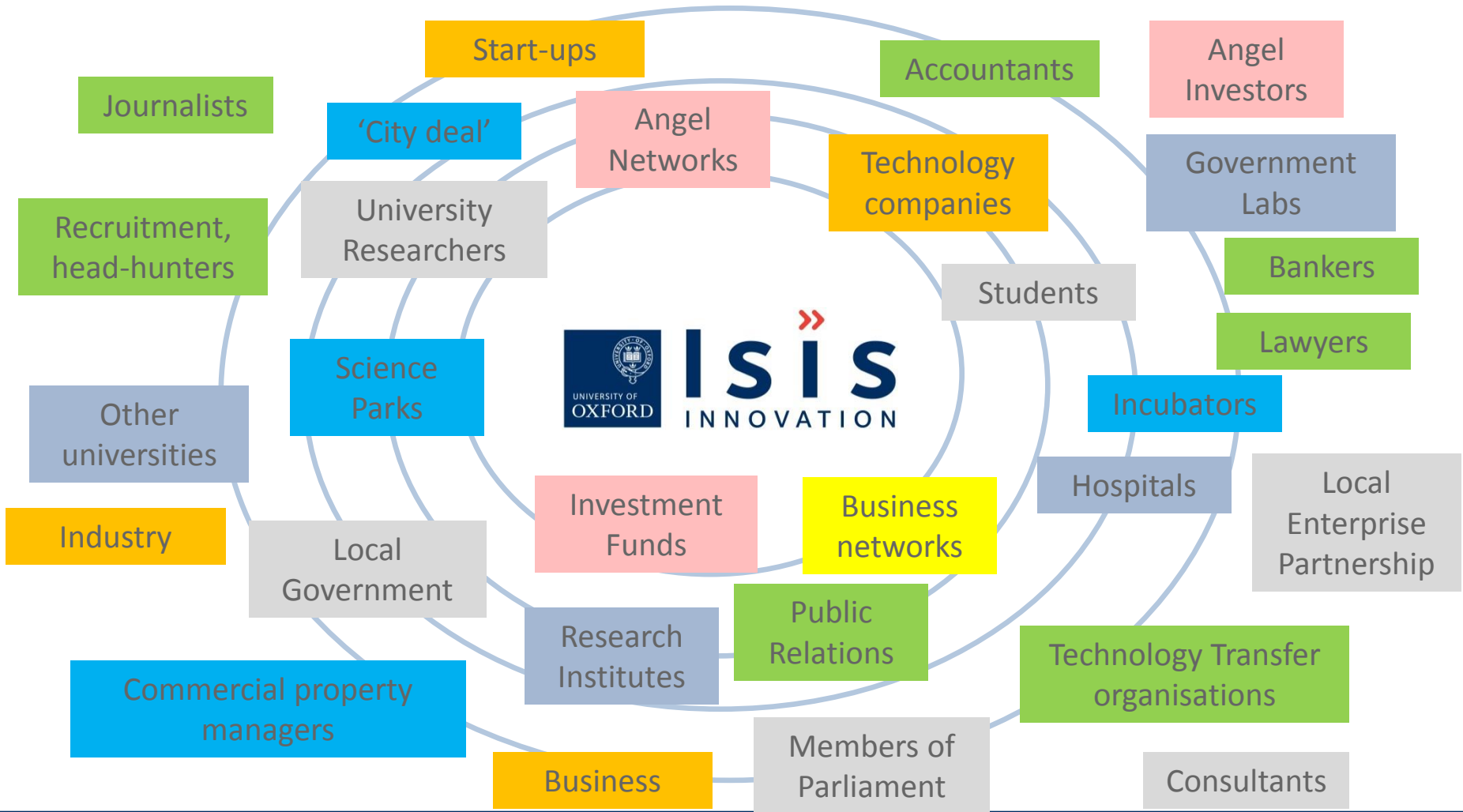


Industry,
Business &
Professional
environment



University technology transfer resource

The Innovation System



Conclusions – How Isis Works

- **Universities**
 - Technology Transfer is a good thing
 - Part of University purpose; may make money for University and researchers
 - It does not happen on its own
 - You need to invest resources in People, Patent budget, Proof-of-Concept
 - You need a policy framework
 - Who owns the inventions; who shares the rewards
 - It takes a long time ... So start and do not stop.
- **Business**
 - Access to technologies, resources and expertise
 - Help understand universities
 - Help your business innovate
- **Investors**
 - Source of investment opportunities
 - Home for entrepreneurs
- **Government**
 - Stimulates innovation and enterprise
 - Improves society

www.isis-innovation.com



Search: [input field] [submit button] [language flags]

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- Isis News
Immunocore Announces Multimillion Dollar Research Collaboration and Licensing Agreement
Oxford Start-up, goKomplain, Crowdsources Solutions
Discover Group Dining With Oxford Startup SmartEatOut
Easy-to-use Materials Agreement



- Features
Isis Insights Ezine
25th Anniversary edition - technologies, consultancies, spin-outs and investment news
Consultancy in the Social Sciences
Brochure highlighting Oxford University Consulting's role in supporting academic

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