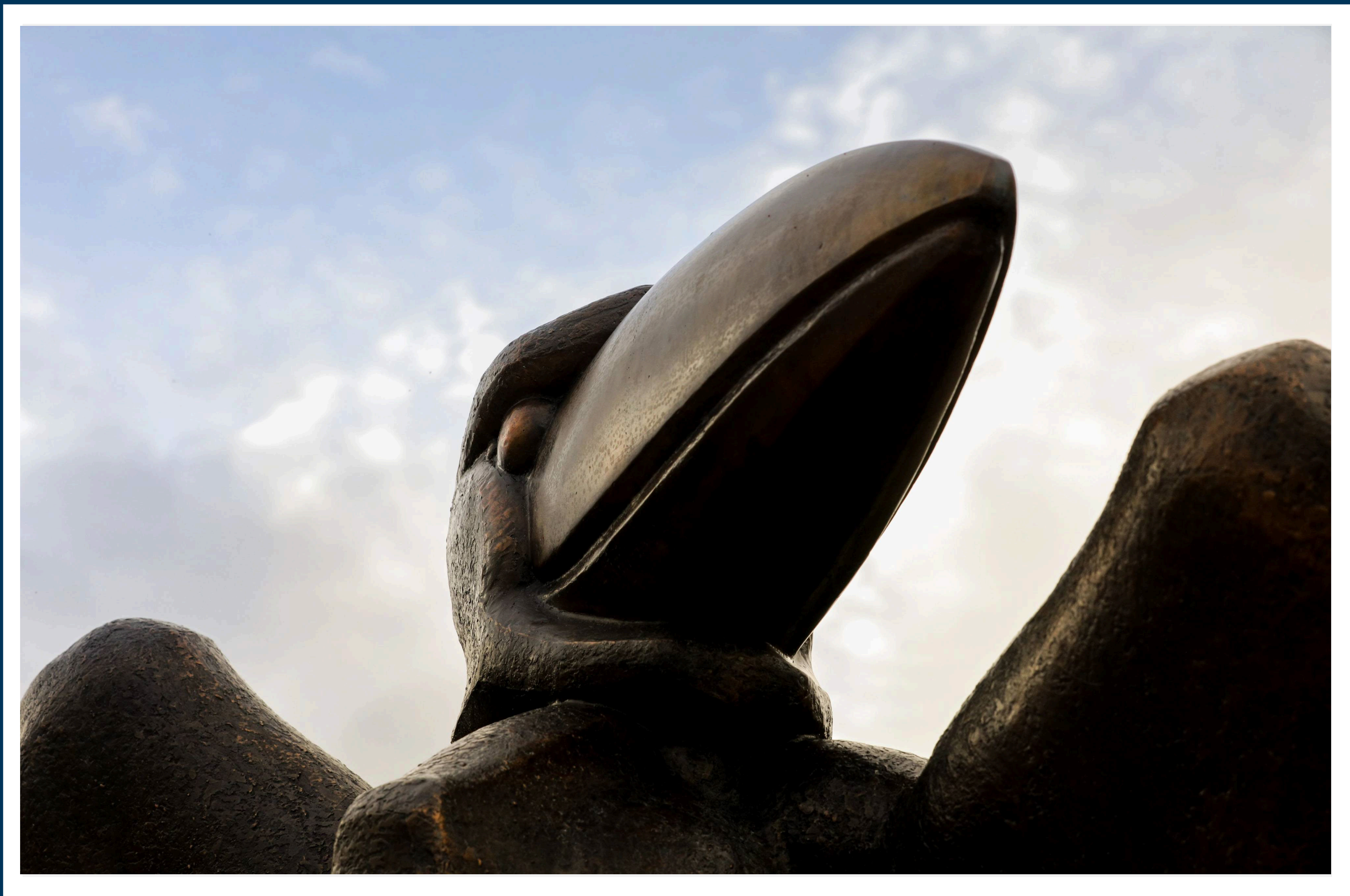


Annual Report

FY 2024

KU Center for Technology Commercialization



Executive Director's Message

At the end of every year, organizations often go through a similar process: They take a moment to look back, reminding themselves of the progress made, and then consider where they want to go next. For KUCTC, that process is no different. While our fiscal year officially concludes mid-summer, the momentum, progress, and initiatives we've built these past 12 months will continue driving us toward our goals for 2025 and beyond. Our mission—to provide KU with a robust technology commercialization infrastructure, supporting innovations from our entire research community—remains at the heart of everything we do.

This year, we've focused on reinventing, revitalizing, and renewing our service and commitment to this mission, ensuring that we continue to build upon KU's unique assets for the benefit of the university and its stakeholders. With that in mind, I'm excited to share our FY24 Annual Report.

Reinventing our Approach

Innovation is the driving force of progress, and KUCTC is committed to constantly evolving our efforts to better serve our community. To better support those innovators, this year KUCTC reorganized its roles and responsibilities and addressed staffing challenges by adding four new members to our team. These members include three licensing professionals with domain expertise that matches KU's research strengths, as well as a dedicated marketing associate to assist in communicating the value of KU innovations. Additionally, KUCTC implemented several new tools and strategies designed to streamline the commercialization process while also improving the transparency and consistency of the experience for our innovators and partners. As we progress, KUCTC looks forward to fostering a culture of continuous improvement that leverages best practices from our peers and strives to enhance our ability to identify, protect, and commercialize innovations.

Revitalizing our Connections

Our success is built upon strong relationships—within KU and beyond. KUCTC envisions itself as a key piece of “connective tissue” within the KU innovation ecosystem, linking research and intellectual property to commercialization activities. This past year, we've started to reengage in efforts to reach our researchers, entrepreneurs, industry, and our partners in innovation; in turn, we've reconnected with many of our inventors and identified ways to grow opportunities for involvement. Among those have been opportunities to join faculty meetings, improved communications, website enhancements, and faculty recognition. Going into 2025, we anticipate accelerating these efforts further so that KUCTC is a truly trusted partner in innovation for our researchers.

Renewing our Commitment

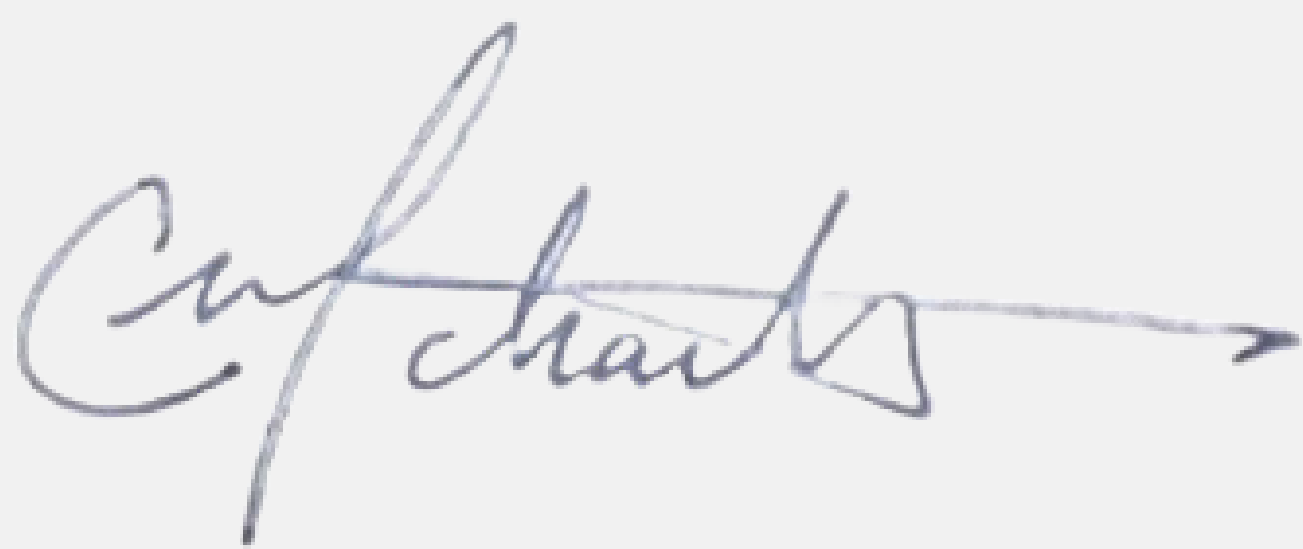
At the core of our mission is a steadfast commitment to serve ALL our innovators, stakeholders, and the greater community. This year, we’ve renewed our focus on service, ensuring that our staff and expertise are available and accessible to members of the KU research community. We are dedicated to supporting a diverse range of innovations - from groundbreaking scientific discoveries to transformative social initiatives - and we are proud to see the tangible benefits these efforts bring to society.

Looking Ahead

As we move forward, we remain dedicated to driving innovation and commercialization activities at KU. Our vision is clear: Create an environment where researchers feel empowered and supported in bringing their ideas to market so that every discovery has the potential to make a lasting impact.

Please join me in celebrating our efforts from the past year, and thank you for your continued support and collaboration.

Rock Chalk,

A handwritten signature in blue ink, appearing to read "C. Michaels", with a long horizontal flourish extending to the right.

Clifford Michaels, Ph.D., CLP, RTTP
Executive Director
KU Center for Technology Commercialization

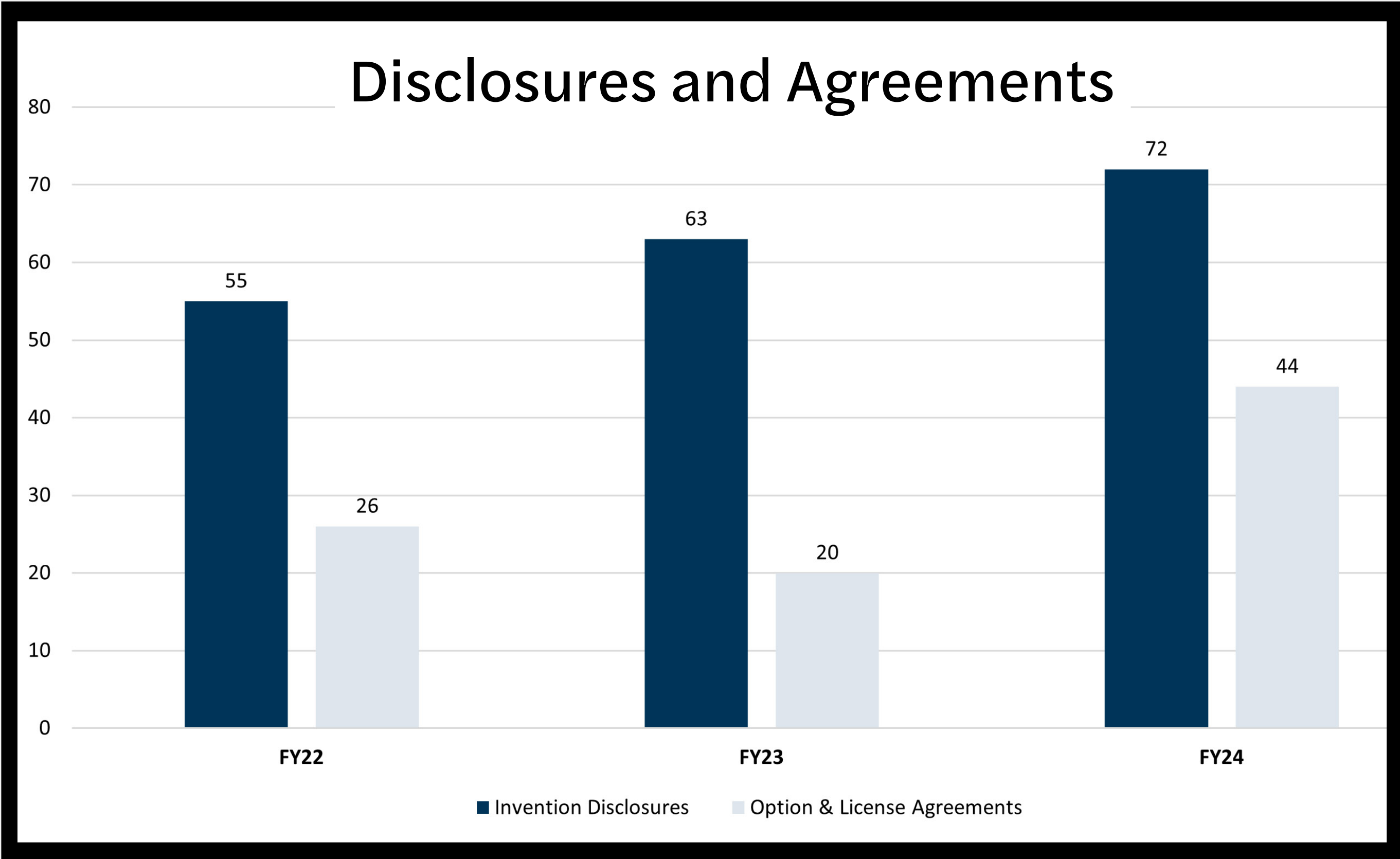
Highlights

FY24 was a year of growth for KUCTC, with **disclosures topping 70 for the first time in five years**, representing an increase of **14% over the prior year**. These new discoveries and innovations represent an early, but critical, part of the commercialization pipeline. As research activity continues to grow, we hope for continued growth in the number of new disclosures to KUCTC.

| | FY22 | FY23 | FY24 |
|--|------|------|------|
| Invention Disclosures | 55 | 63 | 72 |
| Non-Prov. Patent Applications ¹ | 64 | 60 | 53 |
| US Issued Patents | 21 | 27 | 21 |
| Option & License Agreements | 26 | 20 | 44 |
| Startup Companies ² | 1 | 2 | 6 |

¹ Non-provisional applications = PCT, US Utility, US CON/DIV + similar, and those managed by other party but not nationalized PCT filings.

² Using the AUTM definition of a startup company.



License and option agreements for KUCTC **more than doubled over FY23**, demonstrating our increased focus on negotiating agreements with a sense of urgency. For KUCTC, these represent another important part of the commercialization path: The start of new relationships with partners who can continue development toward a product, outside of the university.

Among the agreements completed in **FY24 were six** that we would characterize as being with startup companies or other new ventures. Those agreements are the culmination of efforts among not just KUCTC, but also many of our partners in the KU innovation ecosystem.

Reinvent

Growing Our Staff

The backbone of any organization is its people. Last year, we set out to **reorganize** certain key functions, **improve** our environment, and **affirm** our commitment to professional development; we consider these efforts a core building block for future growth and success and for improving our culture:

- **Added** a new director of licensing, two new licensing associates, and a marketing associate to our team of tech transfer experts.
- **Revised** and, in some cases, rebuilt job descriptions to consolidate certain responsibilities and enable better career progression. These changes provide staff with an opportunity to focus and build expertise in a particular domain, ultimately enhancing our efficiency.

Disclosing & Protecting

Cultivating new disclosures and technology is critical to the innovation pipeline. **Reinventing** our approach to the disclosure process allowed us to create more efficient business operations and enhance the innovator experience.

- **Overhauled** all of our existing disclosure forms and added new ones to specifically address the needs of our software, research tool, and creative work innovators.
- **Began building** and testing our online disclosure portal that, when completed, will allow innovators a more straightforward way of sharing their ideas and discoveries.
- **Created** and **implemented** a standardized invention review process that’s now used on all invention disclosures submitted.

"The growth and early improvements seen from KUCTC in FY24 are indicators that innovation and commercialization are indeed on the rise at KU."

*David Vranicar
Senior Vice Chancellor and Chief Operating Officer*

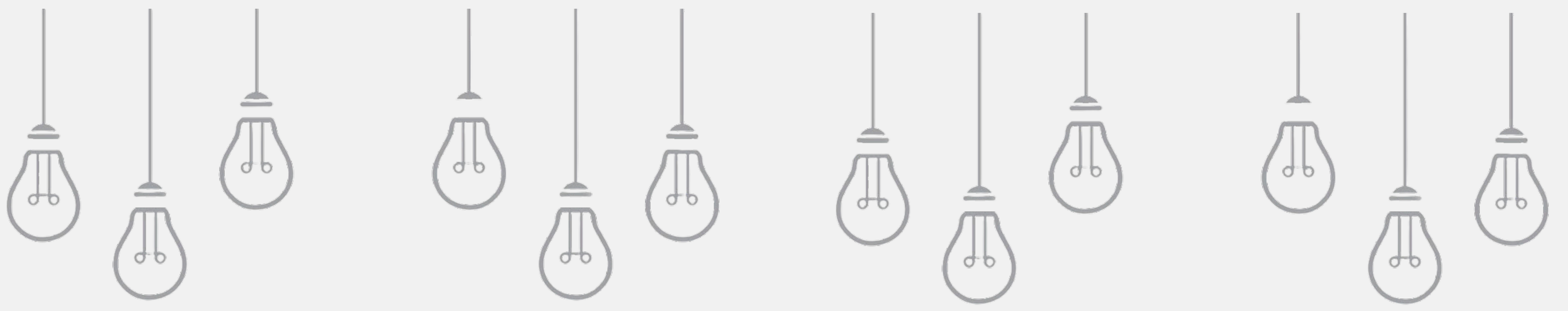
Revitalize

Inspiring & Educating

As we worked toward **revitalizing** our connections, we in turn bolstered our relationships within the KU innovation community and realized the power of cross-unit and cross-campus collaboration. These changes helped shift our culture and renew our emphasis and commitment to encourage innovation for all KU.

- **Improved** awareness within our KU community of KUCTC and our role in innovation by holding multiple department-level meetings and one campus-wide (KUMC meeting).
- **Enhanced** communication by completing a much-needed reorganization and other improvements to the KUCTC website with the goal of making the information more relevant and easy to use.
- **Identified** new research communication avenues and fostered increased opportunities for faculty recognition.





Startup Success

FY24 saw six new startup companies born from licensing KU innovations.

Betamed

Created through the CureBridge collaborative, BetaMed seeks to develop unique olfactory diagnostic technologies for identifying neurological disorders.

Deltamed

Created through the CureBridge collaborative, DeltaMed is advancing drug delivery technologies for cancer applications.

Ergot Bio

Co-developed with the University of Florida, Ergot Biosciences is a biopharma company developing therapies to transform the treatment of substance abuse disorders and chronic pain.

Oncala Bio

Arising from joint discoveries made with National Institute of Health, Oncala is developing small molecule cancer therapeutics.

Watson Aerospace & Defense Corp.

WADC is developing aerial drones and other aerospace innovations for defense and commercial applications.

Zenoleap

Zenoleap is advancing unique sensor technology for imaging and detection across multiple applications.

Staff Accomplishments

- **Taylor Escher** joined the KUCTC team in December as our newest licensing associate, bringing with her a Ph.D. in cancer biology and faculty familiarity as a KU alumna and former researcher.
- **Danya Turkmani** joined as KUCTC's first dedicated marketing associate in January and is working to bolster outreach, communications, and technology marketing.
- KUCTC's compliance and finance specialist, **Bethany Scothorn**, rallied her peers and started a technology transfer compliance user group that's grown to over 45 members across U.S. higher education institutions. Bethany is also serving on the organizing committee for Association of University Technology Managers.
- **Bridget Stull**, director of operations, served as panelist for the Operations & Compliance specialty track at AUTM University in 2023.
- **Patrick Hanway** was promoted to senior licensing associate.
- **Tammi Bramlett**, intellectual property coordinator, took on a new role within KUCTC, now supporting docketing and administrative efforts relating to the management of KUCTC patent work.



Our Continued Commitment

As we look into 2025 and beyond, KUCTC envisions itself as a key player in making innovation approachable for our research community and serving as a connector across the KU innovation ecosystem. This grows from our alignment with research activities, our understanding of IP and commercialization, and a creative and responsible approach to licensing. In FY25, we'll be looking to build upon our FY24 momentum and move toward that vision through:

- Continuing to reduce barriers to entry, improving consistency of experience, and increasing quality of service.
- Creating clear roles/responsibilities, developing staff and improving processes so KUCTC is more effective.
- Being reliable and consistent in decision-making and portfolio management.
- Growing KUCTC's deal flow by reducing barriers, and accelerating negotiations to avoid missed opportunities.
- Creating increased value for KU by staying engaged and improving post-license administration.

Closing the book on FY24 brings together what has been a transformative year for KUCTC, but it's just a start. We hope you'll join all of us at KUCTC in making the next chapter of technology transfer for KU one that champions innovation for all.

KU Center for Technology Commercialization

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