



The MASSACHUSETTS
TECHNOLOGY TRANSFER
Center

*Converting Innovations from Massachusetts' Research
Institutions into the Commonwealth's New Industries*

Abi Barrow, Director

March, 2009

From the 2003 Economic Stimulus Package:

“There shall be a
Massachusetts Technology Transfer Center
at the University of Massachusetts,
that shall facilitate the transfer of technology
from the commonwealth’s research institutions
to the commonwealth’s industries,
for productive use by such industries.”

MTTC Serves Institutions Across MA

Clinical Research Hospitals

- Brigham & Women's
- Beth Israel
- Children's Hospital
- Dana-Farber
- Harvard Medical School
- Joslin Diabetes Center
- McLean Hospital
- Mass Eye & Ear Institute
- Mass General Hospital
- Saint Elizabeth's
- Schepens Eye Research Institute
- Tufts - New England Med Center
- University of Massachusetts - Medical School

Universities

- Boston College
- Boston University
- Brandeis
- Harvard University
- Lincoln Labs
- MIT
- Northeastern University
- Tufts University
- University of Massachusetts
- Woods Hole Oceanographic Inst
- WPI

Other

- Boston Biomed Research Inst
- CBR Inst for Biomedical Research
- CIMIT
- Draper Labs
- Forsyth Institute
- MITRE
- Natick Army Labs
- Volpe Lab
- Whitehead Institute

MTTC's Return on Investment

Since its foundation in 2004, the MTTC has been instrumental in the creation of new jobs in the Commonwealth:

- New Companies & Licenses: > 25 new ventures
- New Investment: > [\\$156M](#) raised by our startup clients
- New Jobs: several hundred new employees at our startup clients
- Geographic Diversity: [Startups](#) formed throughout the Commonwealth
- Sector Diversity: Cluster-building [startups](#) in clean energy, nanotechnology, life sciences and other key areas
- Total grant and operating expenses for MTTC for four years < \$4M

Examples of MTTC Successes

- **\$30M raised by Qteros (SunEthanol) (UMass Amherst)/ Biofuels**
 - Participated in MTTC Conference and Platform
- **\$4M raised by Solasta (BC)/ Solar Cells**
 - Participated in MTTC Awards, Conference and Platform
- **\$7M raised by Anterios (UMass Lowell and Dartmouth)/ Drug delivery**
 - Participated in MTTC Conference
- **\$10M raised by Claros Diagnostics (Harvard)/Diagnostics**
 - Participated in MTTC Conference
- **\$6.7M raised by FloDesign (WNEC)/Wind Turbines**
 - Coached by MTTC, Participated in Conference
- **\$6M raised by Xtalic (MIT)**
 - Participated in MTTC Conference & in Schlumberger Customer-Pull Event

MTTC Leverages Existing Resources

- **Industry Organizations & Other Nonprofits**
 - MassMEDIC, MBC, NCIIA, NetComs, NECEC, Technology Leadership Council, MVVF, SNEEF and others
 - We collaborate with all major trade groups in Massachusetts
- **University Resources**
 - TTOs, R&D Centers, Entrepreneurship Programs, Business Plan Competitions, Incubators
- **Volunteers**
 - Investors, successful entrepreneurs, potential customers, and other industry leaders vet grant proposals & provide coaching
 - Interested professionals and students help manage events

MTTC Programs

- **Mentoring & Education**
 - Bootcamps
 - One-on-One Coaching
 - Expert Coaching and mentoring by Industry
- **Networking**
 - Technology Showcase Conferences
 - "Customer Pull" Events
 - Quarterly Tech Transfer-Specific Events
- **Gap Funding**
 - \$40,000 Grants for Proof of Concept Development
 - Bridges gap between invention and investable technology

Mentoring and Education

- **Bootcamps co-hosted with NCIIA**
 - Invention 2 Venture: 1-day introductory course in entrepreneurship (held 3 times at UMD)
 - Advanced I2V: 4-day workshop followed by 6 weeks of coaching
- **The Platform**
 - MTTC invites 'Dream Team' audience of industry leaders
 - Entrepreneur presents coached 10-minute investor pitch
 - Followed by 1 - 2 hours of interactive feedback and strategic advice
 - 25+ per year

Networking

Technology Showcase Conferences

- Annual Early Stage Life Sciences Conferences - 5 years
 - 12 presenters & 150 attendees
- Annual Conferences on Clean Energy - currently planning 5th
 - 18 presenters & 525 attendees
- Nanotech & Microtech Conferences - 3 years
 - 10 presenters & 120 attendees
- Specialist Conferences
 - Microfluidics, Marine and Ocean Sciences, Robotics, Life Sciences
Innovation Day

Programs to Support Technology Transfer Offices

- Events
 - “Customer Pull”: Meet Biogen Idec, Genzyme, Merck, Schlumberger, US Army Natick Labs
 - Quarterly Tech Transfer Officer professional seminars
 - Promotional exhibits at major trade shows (e.g., BIO)
- Intellectual Property Portal
 - Searchable database of 22 institutions’ IP, updated daily
 - Co-listing on the Kauffman iBridge site
 - www.MassTechPortal.org
- Inter-Institution Collaboration
 - “Joint Invention” agreement to facilitate inter-institution commercialization of jointly developed technology

Additional Support Activities

- **Co-founded Mass Life Sciences Start-up Initiative**
 - Lead organizer of Mass Life Sciences Innovation Day - 12 other life sciences and entrepreneurship groups
- **Co-founded New England Clean Energy Council**
 - Part of the founding group to establish the New England Clean Energy Council, MTTC Associate Director on NECEC Board
- **MassEntrepreneurship**
 - Networking for all entrepreneurship educators and support organizations
- **Board memberships**
 - NCIIA, MIT Enterprise Forum, RET
- **Massachusetts Research Institute joint presence at BIO 2007 and 2008**
 - In discussions with Life Sciences Center on participation at BIO 2009

Awards Program

- Total Funding Disbursed
 - \$1.9M to 48 Researchers in 22 Institutions
- Seven Awards Cycles since 2004
 - \$5,000 to \$40,000 Grants
 - Semi-annual with 8 - 10 grants awarded each cycle
 - Principal Investigator must be with MA nonprofit research institution
 - Selection by external expert reviewers
- Effectiveness
 - 5 new start-ups - raised over \$6M in new investment
 - 4 new licenses
 - New grant awards of \$10M
 - Over 75% of completed awards - made significant progress on commercialization of technology
 - Distributed across wide array of institutions
 - Culture changing

MTTC Staffing

Abigail Barrow, PhD,
Director

UCSD von Liebig Center recognized
by the Kauffman Foundation with
MIT's Deshpande Center as a model
for tech commercialization

UCSD CONNECT - university based
technology company support
program now replicated in 18
countries

Linda Plano, PhD
Associate Director

Research background, tech start-up
and larger company management
experience

Michele Bernier, MBA

Grants Manager

Julia Goldberg, MIP

Conference Manager

MTTC Advisory Board

Hooks Johnston (Chair)	Retired	Smith & Nephew, M2D2
John Brooks	Partner	Prism Venture Partners
Bob Crowley	President	Massachusetts Technology Development Corporation
Sherwin Greenblatt	Director	MIT Venture Mentoring Service, Office of the Provost
Pat Larkin	Deputy Director	Massachusetts Technology Collaborative
Stan McGee	Assistant Secretary for Policy & Planning	Executive Office of Housing And Economic Development
Lita Nelsen	Director	Technology Licensing Office, MIT
James Theroux	Flavin Professor of Entrepreneurship	University of Massachusetts, Amherst



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