

From the Columbus Business First:

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Ohio's top technology licensing earners seek sustainability after blockbusters

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The Cleveland Clinic and Ohio University are perennial leaders for revenue from licensing technology from their research, and they're continually looking for new ways to stay there.

While Ohio State University has been steadily growing its royalty and other licensing income over the past decade, it remains far back in third place, according to annual survey data by the Association of University Technology Managers.

Cleveland-based Case Western Reserve University doubled income in fiscal 2016, coming closer to Ohio State – but Ohio State reported separately that it topped \$3 million for the first time in 2017.



COURTESY OHIO UNIVERSITY
Ohio University

While a top player in Ohio, Ohio State has long lagged its research university peers in the Big Ten. See related story.

Cleveland Clinic has an ongoing churn of startups and spinoffs that are acquired, which causes its income to swing between \$10 million to \$30 million from year to year, Ohio's largest hospital system said in response to questions from *Business First*.

For example, IBM Corp. acquired data analytics spinoff Explorys in 2015, contributing to \$27.4 million in income for that fiscal year. Without that spike, income was \$10.7 million in fiscal 2016.

Overall, the system has launched 80 companies since 2000, and last year began Cleveland Clinic Ventures to "manage and expand the value of portfolio companies," the system said. Another spinoff was acquired at the end of 2017.

See the spreadsheet for the tech commercialization stats from Ohio universities and research hospitals, ranked by fiscal 2016 adjusted gross licensing income. The chart includes year-over-year change, 2016 spending on research, and statistics on activity that presages future income such as licenses, patents and startups.

Ohio University has earned a lot from a drug that treats a form of gigantism, contributing to \$8 million revenue some years, but lately that's started to dip. European patents on the drug have started expiring,

although the patents don't fully expire until 2021, the university said.

But the Athens-based school isn't resting, and is pursuing several other spinoffs. In 2011, for example, New York-based Phosplatin Therapeutics licensed a class of anti-cancer compounds developed at the university. Because of the long cycle for pharmaceutical development, it's too early to say when or if it will be the next big win.

"Ohio University has a strong track record of licensing research technology, particularly in the area of health and wellness," Bob Silva, director of the Technology Transfer Office, said via email.

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