



CASE

CASE WESTERN RESERVE UNIVERSITY

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CASE WESTERN RESERVE UNIVERSITY CONTINUES RECORD OF GROWTH IN TECHNOLOGY TRANSFER

Number of Licensing Deals up 44 Percent from Previous Year

CLEVELAND - - Case Western Reserve University continues to show growth in its technology transfer efforts.

In the fiscal year ended June 30, 2005 the university's technology transfer office completed 26 licensing and option deals, compared with 18 the previous year, a 44 percent increase "We're very pleased with the results from the year," said Mark Coticchia, vice president for research and technology management. "They demonstrate that Case has reached a level of sustainability in technology licensing.

"On average it takes from three to five years for a technology license to begin generating meaningful revenue, so it's important for us to continue to grow our pipeline of active agreements. More deals also translates into additional technologies developed by our researchers reaching the public, which is our primary goal," Coticchia added.

"In the last four years, since we began our tech transfer program, we have brought in a total of \$32.4 million in revenue on an investment of about \$8 million, a four-time return on investment," said Coticchia. "It's a record we're very proud of, and we expect that rate of return to continue or grow in the coming years."

Licensing income for the fiscal year was \$8.4 million, compared to \$11 million for the previous year and \$10 million for fiscal year 2003. Excluding one-time gains, fiscal year 2005's revenue exceeded the adjusted level of \$7 million in 2004 and \$6 million in 2003. Coticchia noted that income generated from licensing fees is often uneven, and that these results show that the university has created a sustainable technology transfer infrastructure. Licensing income for 2001 and 2002 was \$2 million and \$3 million, respectively.

Since the inception of the current technology transfer program in late 2001, approximately \$16 million has been distributed to inventors at Case and its affiliate institutions. The balance of the university's proceeds have been used to support programs across campus.

The university received 128 invention disclosures from its researchers during the year and generated four start-up companies, results comparable to those of its previous fiscal year.

Coticchia said the technology transfer office expanded during the year, adding one full-time licensing professional in the life sciences and one in the physical sciences. The office has also added a new Web site tool called "My Agreements," where researchers and faculty can go to check the status of their material transfer agreements and invention disclosures, enabling a new level of transparency for the process.

Coticchia said he expects the university to continue to work to increase the level of technology transfer activity in the coming years.

About Case Western Reserve University

Case is among the nation's leading research institutions. Founded in 1826 and shaped by the unique merger of the Case Institute of Technology and Western Reserve University, Case is distinguished by its strengths in education, research, service, and experiential learning. Located in Cleveland, Case offers nationally recognized programs in the Arts and Sciences, Dental Medicine, Engineering, Law, Management, Medicine, Nursing, and Social Sciences.