



Wellspring  
Knowledge In Sight

# The Simpler Way to Find and Manage Technologies, Expertise, & Deals

2015 UIDP General Meeting

Robert A. Lowe  
Chief Executive Officer







# Why is this so challenging?

Need to get Q3 Financials from Tony by Friday!!

J Technol Transfer (2007) 32:173-194  
DOI 10.1007/s10961-006-9014-y

### Faculty Research Productivity

**Abstract** We analyze the research productivity of faculty entrepreneurs at 15 institutes using a novel database combining faculty characteristics, licensing information, and journal publication records. We address two related research questions. First, are faculty entrepreneurs more productive researchers ("star scientists") compared to their colleagues? Second, does the productivity of faculty entrepreneurs change after they found a firm? We find that faculty entrepreneurs in general are more productive researchers than control groups. We use multiple performance criteria in our analysis: differences in mean publication rate, skewness of publication rate, and impact of publications (journal citation rate).

Test Data DB

New Record Delete Record Find

No.	Status	Test Run Date
	In Process	11/12/2012
	Completed	10/8/2012
	Completed	6/12/2012
	In Process	1/14/2013
	No Longer Tested	12/4/2012
	No Longer Tested	12/4/2012
	In Process	12/28/2012
	Completed	8/1/2012
	In Process	9/1/2012
	Completed	7/5/2012

Dear Matt,

I just spoke to our counsel. She said there is probably a conflict on the RT-301 Technology. Please call me immediately when you receive this email.

\*\*\*\*\*  
\* James K. Bell  
\* Development Manager \*  
\*\*\*\*\*

No.	Status	Test Run Date	Patno	Value	Date	Technology	Status
9			Patno13	20	1/23/07		
10			Patno14	10	2/23/07		
11			Patno16	60	6/7/07		
12			Patno17	71	6/21/07		
			Patno19	26	9/13/07		
				33	9/18/07		
					11/26/07		
						Biopsy app	
						Method and US	
						Voice enhanc US	Abandoned
						Autonomous US	Abandoned
						Exhaust syst US	Abandoned
						Solar heating US	Abandoned

CMNC Columbia Civic Science CRG Barcelona ETHZ

Amway Cambridge ANU Applied Physics Lab Middle

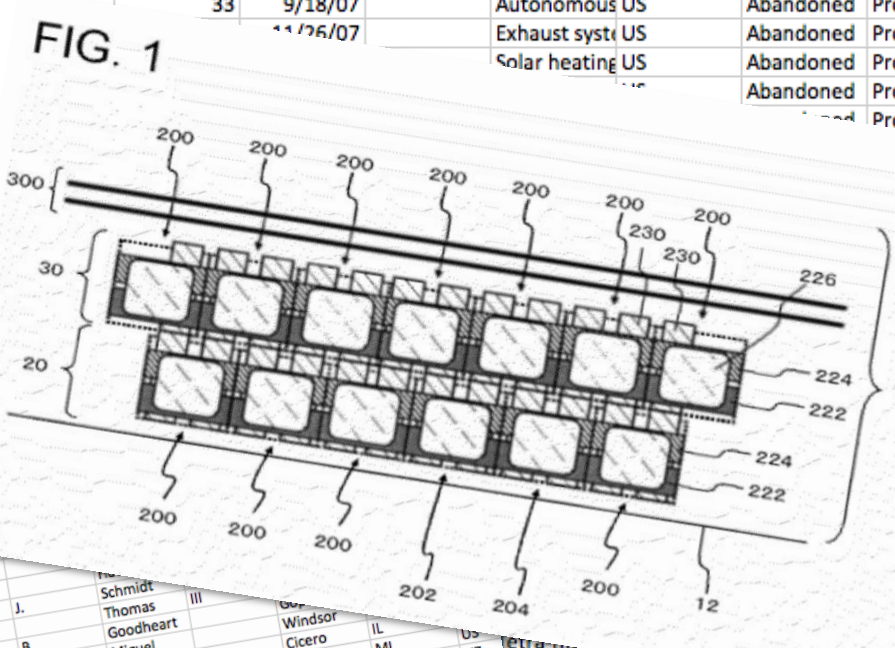
CHLA Argonne

Auburn AUCEgypt

BioMotiv Boyce Thompson

Heinz Endowments Carelton University

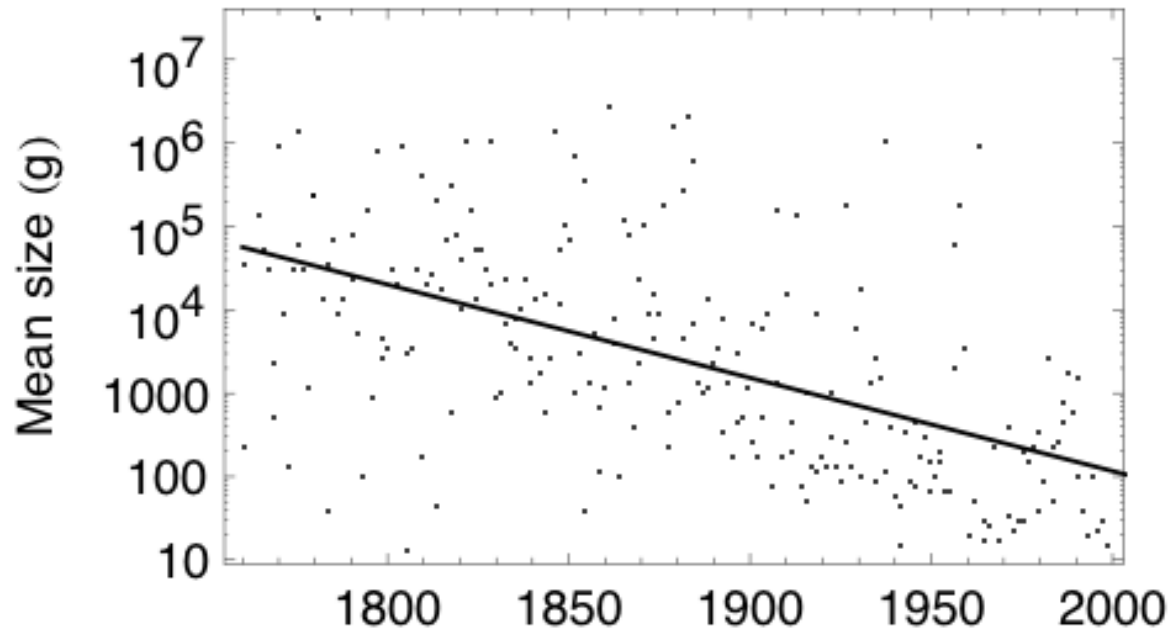
1	Person ID	Org ID	Title	First	D	E
		25	Product Manager	Austin		
2	13	17	Dean	Douglas		
3	7	32	Vice President	Kathryn		
4	18	33	Senior Technician	Kathie		
5	19	37	Business Development Manager	Jessica		
6	28	13	Vice President	Juan		
7	21	36	Business Development Manager	Jennifer		
8	27	9	General Counsel	Doug		
9	6	18	Licensing Manager	Frederick		
10	8	34	Lab Tech 1	Cleo		
11	20	35	Vice President	Myra		
12	26	7	Associate	Phil		
13	4	34	Vice President	Xavier		
14	25	20	Licensing Manager	Mary		
15	10	14	President	Geor		
16	22	8	Partner	Col		
17	5	19	Licensing Manager	Katie		
18	9	28	Senior Consultant	Franklin		
19	17	26	Vice President	John		
20	14	4	Partner	Jacob		
	1	5	Associate	Jerry		
				Sarah		





# Discovery is exponentially more difficult

Mean physical size of mammalian species discovered



S Arbesman, N Christakis, "Eurekometrics: Analyzing the Nature of Discovery" *PLoS Computational Biology*, Vol. 7, June 2011.

We're no longer hunting elephants



# There's more to keep track of

Since we started this session...

2

inventions were disclosed to universities in the world

77

new scientific articles were accepted for publication

363

patents were filed





# We have to find and collaborate with the best innovation partners

Share of organizations (left) with active research partnerships  
(by Collaboration Partner type)

	Collaboration Partner					
	Domestic Company	Multinational	Academia	Research Institute	Government	None
Domestic Company	44%	36%	56%	28%	44%	8%
Multinational Company	35%	56%	71%	31%	33%	13%
Academia	23%	25%	91%	40%	42%	4%
Research Institute	30%	26%	96%	61%	48%	0%
Government	53%	33%	87%	53%	67%	0%
Total	28%	30%	86%	39%	41%	5%

Source: 2014 Global R&D Funding Forecast, *R&D Magazine*, December 2013



# >200 Organizations Use Wellspring

Client Type

**Corporations**

**Corporations/Hospitals**

**Universities/Government**

Functional Use

**Tech Scouting**

**Intellectual Property**

**Technology Transfer**

**Corporate Venturing**

**License Management**

**Sponsored Research**

Sample Clients

**ThermoFisher  
BP Ventures**

**FairfieldNodal  
NorthShore Health**

**Georgetown  
Auburn**

Wellspring enables organizations to Find and Manage technologies, expertise, and deals



# Find

Search for technologies and expertise in >40 external tech databases using the Scout Tool



Welcome Rob Lowe

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[Add](#) [Find](#) [Report](#) [Scout](#) [Administer](#) [Get Help](#)

Import as a new Opportunity Record with the click of a button

## Scout for Technology

Search Query:

Smart Grid

### Sources

- ACS Publications
- ClinicalTrials.gov
- European Patent Office
- Lens - US
- IEEE
- Flintbox
- PubMed
- Science.gov
- SciTech Connect

[Get Results](#)





# Find: No Manual Data Entry!

Imported records parse the selected database and automatically create a new Opportunity



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## Opportunity OP2015-00035

### Details

Track Code	OP2015-00035
Title	[::Smart::] [::grid::] and the prospects of electricity demand forecast in Brazilian distribution system
Type	
Status	Imported
Date	Sep 5, 2015
Description	The power system is changing. Classic methodologies applied for planning the distribution system should be adapted in an environment of [::Smart::] Grids. In this sense, an accurate forecast of energy demand will be essential to the utilities in this new [::grid::] model, being prepared for insertion of electric vehicles (EV), distributed generation (DG) and strategies on the demand side managemen...

Edit

### Interactions

### Contacts

### Organizations

### Internal Managers

Name	Role	Menu
<a href="#">Rob Lowe</a>	Owner	<input checked="" type="checkbox"/>

### Reference Information

Reference	URL	Number	Date	Menu
Power Engineering Conference (UPEC), 2014 49th International Universities	<a href="#">ieeexplore</a>	10.1109/UPEC.2014.6934764	Sep 5, 2015	<input checked="" type="checkbox"/>

### Stagegates

Percent Completed: 0% [Close This Stagegate](#)

Current	Complete	Percent	Stage	Started	Completed
★	<input type="checkbox"/>	10%	Strategic Technology Area Definition		
	<input type="checkbox"/>	20%	Opportunity Submission		
	<input type="checkbox"/>	30%	Initial Evaluation		
	<input type="checkbox"/>	40%	Technology Assessment		
	<input type="checkbox"/>	50%	Intake Decision		
	<input type="checkbox"/>	60%	Licensing Negotiation		



# Manage

Each user maintains a personal homepage with their current projects and opportunities



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## Your Dashboard

### Most Recent Projects

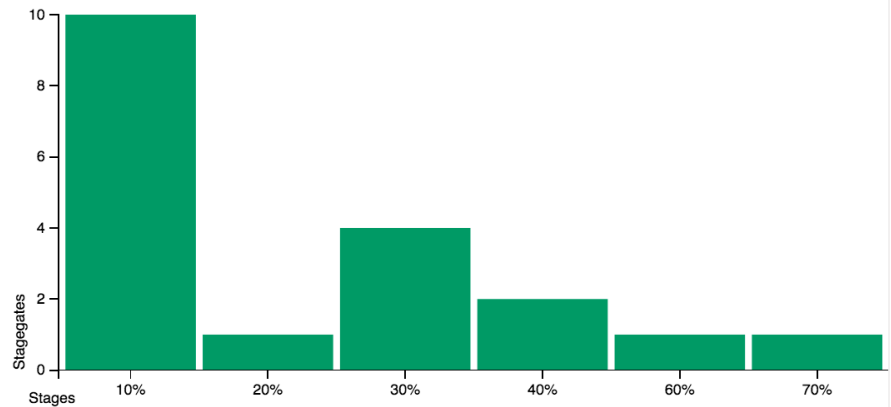
Track Code	Title	Type	Status	Start Date
<a href="#">P2015-00003</a>	Simplified Operator Panel for Factory Automation Systems	Legal Review	Active	Sep 3, 2015
<a href="#">P2015-00002</a>	Root growth enhancements	Tech Scouting	Active	Sep 3, 2015
<a href="#">P2015-00001</a>	Field-Level Harvest Production Improvements	Tech Scouting	Active	Sep 1, 2015

### Your Pending Tasks

< > today **Sep 6 - 12, 2015** month week

Sun 9/6	Mon 9/7	Tue 9/8	Wed 9/9	Thu 9/10	Fri 9/11	Sat 9/12
		Submit FCOI Form		Complete Eval Scoring		

### Opportunities By Stage



### Your Opportunities

Track Code	Title	Type	Status	Date
<a href="#">OP2015-00032</a>	Machine learning approach for factory automation sensor layout	Investment	Active Evaluation	Sep 5, 2015
<a href="#">OP2015-00033</a>	Visual tracking methodology for semi-autonomous drones	In-Licensing	Active Evaluation	Aug 12, 2015



# Manage

Opportunities are then managed through decision processes (Stagegates and Evaluations)



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## Opportunity OP2015-00034

### Details

Track Code	OP2015-00034
Title	Review of technology for "smart grid" wifi points mapping
Type	Investment
Status	Active Evaluation
Date	Sep 5, 2015
Description	A supplier of routers has designed a self-creating mapping for placement of wifi access points that reduces the overall "dead zone" percentage by 15-20%, depending on building size. They are starting a separate company and seek \$3.5M in a venture round.

[Edit](#)

### Internal Managers

Name	Role	Menu
<a href="#">Rob Lowe</a>	Originator	<input checked="" type="checkbox"/>

### Contacts

### Stagegates

Percent Completed: 20%

[Close This Stagegate](#)

Current	Complete	Percent	Stage	Started	Completed
	<input checked="" type="checkbox"/>	10%	Strategic Technology Area Definition		Sep 3, 2015
	<input checked="" type="checkbox"/>	20%	Opportunity Submission	Sep 3, 2015	Sep 4, 2015
★	<input type="checkbox"/>	30%	Initial Evaluation	Sep 4, 2015	
	<input type="checkbox"/>	40%	Technology Assessment		
	<input type="checkbox"/>	50%	Intake Decision		
	<input type="checkbox"/>	60%	Licensing Negotiation		
	<input type="checkbox"/>	70%	Development		
	<input type="checkbox"/>	100%	Exit		

### Technical Evaluation

Completed	Step	Assigned To	End Date	Due Date	Comment
<input checked="" type="checkbox"/>	Submit NTE Form	Luke Hinson		Sep 4, 2015	
<input type="checkbox"/>	Route to Tech Lead	Eric Kingery		Sep 8, 2015	
<input type="checkbox"/>	Tech Review Committee			Sep 11, 2015	
<input type="checkbox"/>	Final Report	Luke Hinson		Sep 18, 2015	



# Manage: Purpose-Built Reports



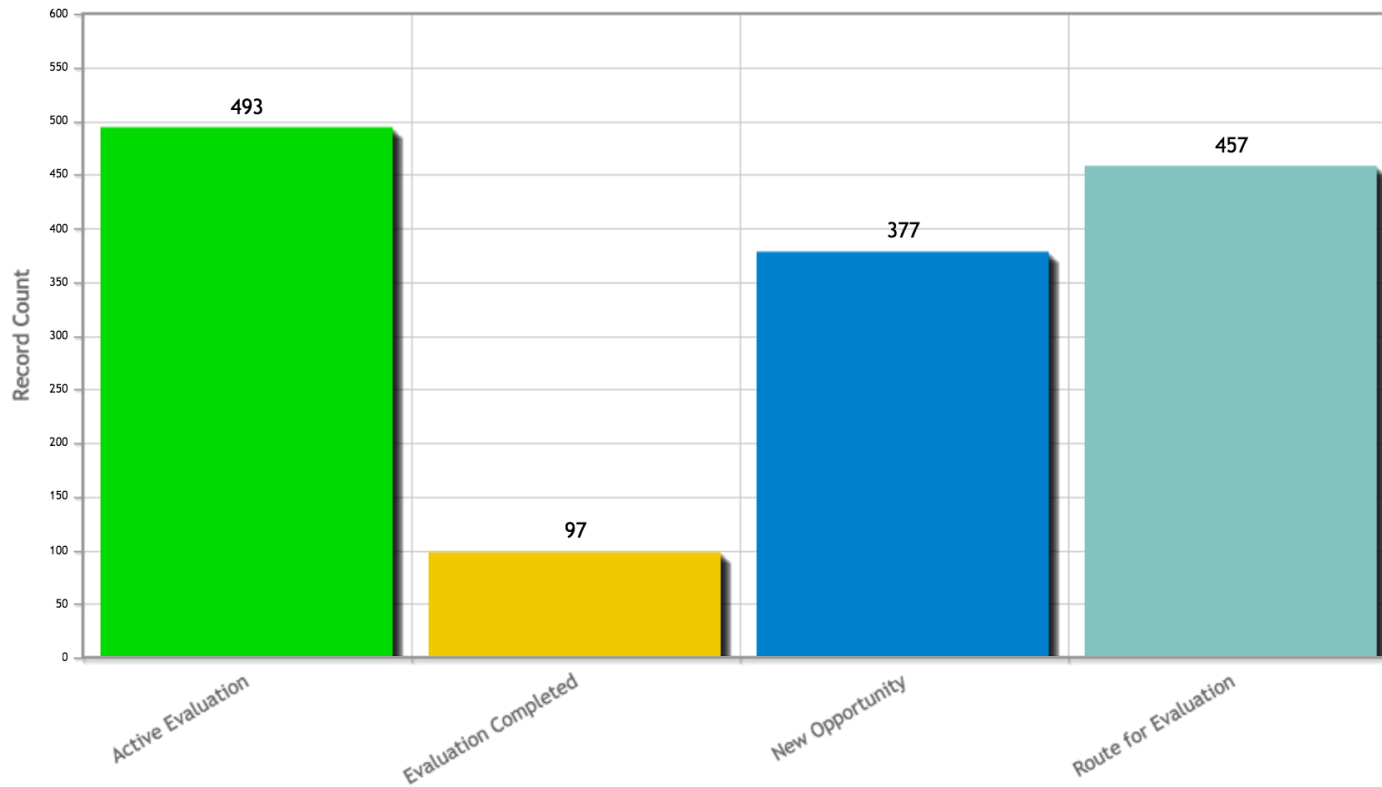
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## Opportunities by status



### Select Chart Criteria:

Chart Style:

bar

Record Count:

opportunity

Categorize By:

status



# Flintbox

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## Welcome to Flintbox

Flintbox provides tools to advance innovation.

Universities, corporations, and regional industry clusters around the world use Flintbox to:

- Facilitate the discovery of new commercialization opportunities
- Reduce administrative costs through online transactions
- Build collaborative open innovation communities
- Market researchers to advance collaboration

Improve your marketing reach by promoting opportunities and researchers on the Flintbox network. Discover and connect with new partners by sharing your technology needs and interests with the community. [Request a Group](#) for your organization and start posting Projects today!






Find Innovation  [Go](#)

### Latest Innovations

 Total: 16821

List  per page

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-  [Harnessing PARP1-Mediated Programmed Necrosis for Anti-Tumor Selectivity using Highly Efficient NQO1 Substrates](#)  
The University of Illinois at Urbana-Champaign and the University of Texas at Southwestern have available  
... [more](#)  
Primary: **University of Illinois at Urbana-Champaign**  
Date posted: **Oct 9, 2015**
-  [Synthetic Ex Vivo 3D Immune Organoids for B-Cell Culture & Production](#)  
This invention describes a synthetically engineered immune organoid for growth, proliferation, activation, differentiation, and immunoglobulin switching  
... [more](#)  
Primary: **Cornell University**  
Date posted: **Oct 8, 2015**
-  [Slot-Coupled Directional Couplers and Filters in Multilayer Substrates](#)  
Directional Filters (DF's) have gained tremendous interests in the application of frequency division multiplexing (FDM)  
... [more](#)  
Primary: **University of Delaware**  
Date posted: **Oct 8, 2015**
-  [Use of Peptide Hydrogel Scaffolds for Three-Dimensional High Throughput Drug Discovery](#)  
High-throughput screening (HTS) of compound libraries is a promising initial step in building new classes of  
... [more](#)  
Primary: **University of Delaware**  
Date posted: **Oct 8, 2015**
-  [Mechanically Activated Metal Fuels for Energetic Material Applications](#)  
Steven Son  
Steven Son Research Group  
Purdue Mechanical Engineering  
Purdue Aeronautics and Astronautics  
Primary: **Purdue Research Foundation**  
Date posted: **Oct 7, 2015**

### Flintbox News

#### Learn about Knowledge Supply Chains

Wellspring's systematic framework to transform critical knowledge into innovation

#### Flintbox Private Label

See examples and learn more about Flintbox Private Label websites.

#### Flintbox on the Road

Flintbox will be coming to a conference near you! Stop by and help shape the newest features.

### Tag Cloud

biotechnology cancer catalyst chemical engineering

Columbia Biological Research  
Computer Technology  
electrical engineering  
electronics engineering  
life science

Materials and Manufacturing  
mechanical engineering  
processes sensors  
therapeutic



# Unified Software Platform

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Integrated Annuity Payment Services



Integrated Search and Retrieval



Electronic Signatures and Routing



Largest Online Marketplace for University Technologies



Best Practices for License Compliance



# With Wellspring, ThermoFisher handles larger portfolio with same headcount

- Standardized opportunity triage process minimizes personnel resource drain
- Minimal data entry drives user adoption
- Capture of assessment results reduces resource impact of “recycled” opportunities
- Visibility to ongoing interactions improves negotiation
- Self-service reporting



Visit [wellspring.com](http://wellspring.com) to hear the webcast

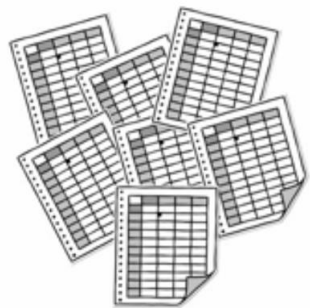


# Wellspring Connects Innovators

Universities



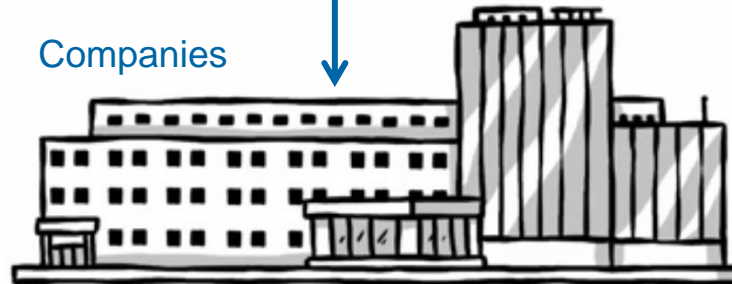
Government



>30 Commercial Databases of Technologies, Experts, Patents, and Publications



Companies







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