About UCSF & UCSF Innovation Ventures

UCSF: Unique Within University of California System

UCSF is a health sciences only university

- *4 professional schools: medicine (MD), dentistry (DDS), nursing (RN) and pharmacy (PharmD)*
- *Graduate Division has 20 PhD programs and 12 Master's programs*
- *~3000 faculty*
- *~3000 students (professional and graduate)*
- *~3000 trainees (residents and postdoctoral fellows)*
- *UCSF Health: 18,000 staff and physicians, 1,290 beds, admits 45,000 patients and has over 2.5 million outpatient visits per year, annual revenue of >$7B*

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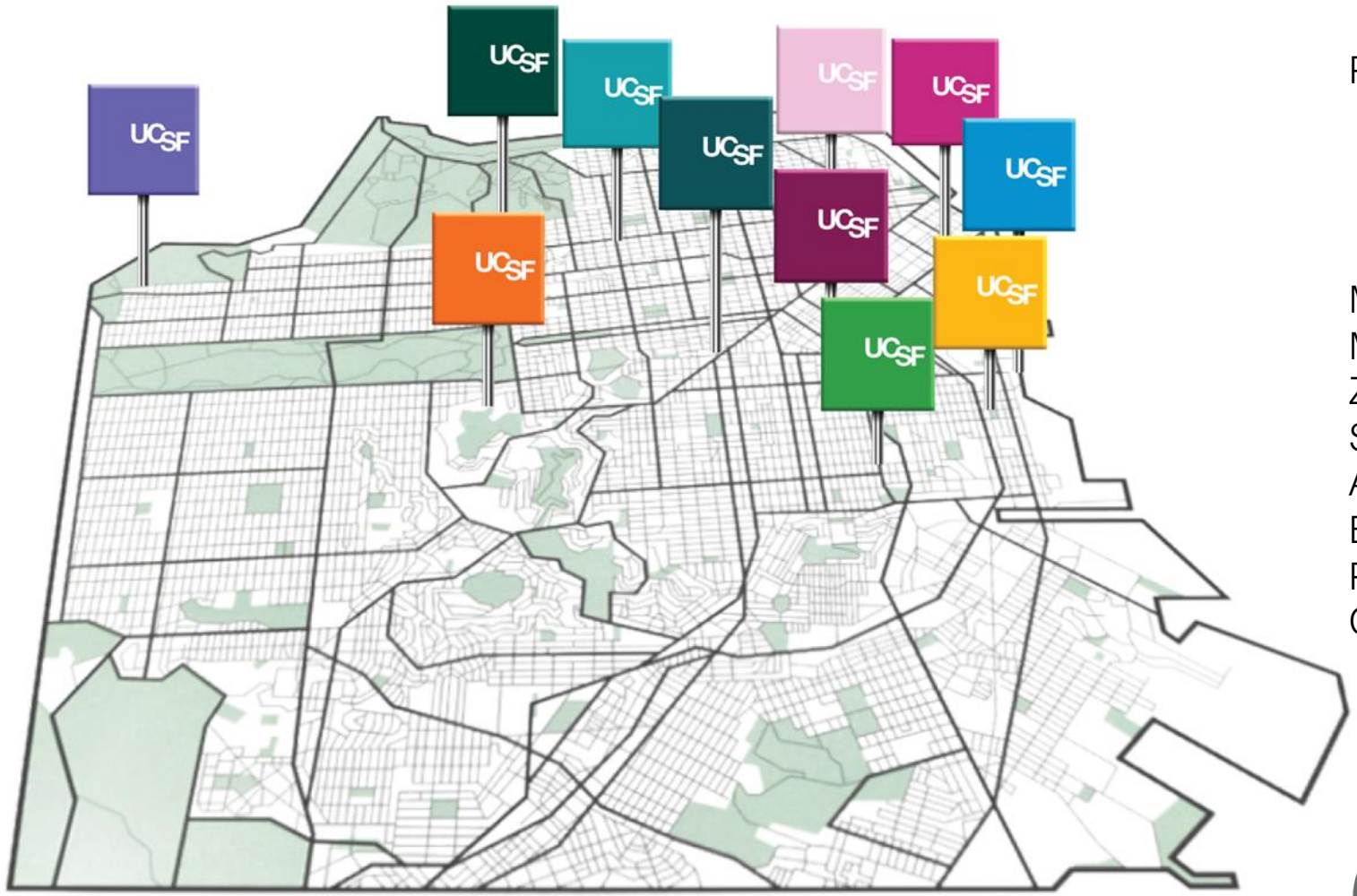
University of California San Francisco



San Francisco Campuses and Clinics

Parnassus Heights
- School of Medicine
- School of Pharmacy
- School of Dentistry
- School of Nursing

Mission Bay
Mount Zion
Zuckerberg San Francisco General
SF Veterans Affairs Medical Center
Alliance Health Project
Buchanan Dental Center
Pritzker Psychiatry Building
China Basin

Six Nobel Laureates

Expanding footprint: 11 new state-of-the-art research, patient care, academic and housing facilities opened or started in San Francisco since 2014

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Innovation Ecosystem at UCSF Mission Bay

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Decade of growth and resiliency at UCSF

Sam Hawgood, MBBS

Chancellor, Office of the Chancellor
Arthur and Toni Rembe Rock
Distinguished Professor

"It goes without saying we must continue to invest in tomorrow's opportunities and technologies."

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UCSF Leading in Health Care AI's Revolution

Atul Butte, MD, PhD

Bakar Institute Director; Priscilla Chan & Mark Zuckerberg Distinguished Prof; Chief Data Scientist for UC Health

"It's fair to say UCSF has always been in the business of building tools that don't exist today. It's going to be no different for artificial intelligence."

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UCSF is a Leading Academic Medical Center

Catherine Lucey, MD, MACP

Executive Vice Chancellor and Provost, UCSF

"UCSF is a leading center of biomedical education, clinical and basic science research. We need to be thinking across all of our mission areas and schools to meet the health care challenges of our time."

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UCSF Innovation in Numbers

200+ startups

$594M raised in 2023

191 Licensing deals (2023)

2970 Patents

2133 Active Inventions

100+ Products to Market

$50M+ in Licensing Revenue

$789M in NIH funding ’23

Top public recipient

UCSF Innovation Ventures

Industry Contracts Division

Our experienced team provides comprehensive guidance during contract negotiation and throughout project lifecycles... allowing you to focus on what you do best

Groundbreaking Research

UCSF Innovation Ventures

UCSF Innovation Ventures

We help with

- *Entrepreneurial Education*
- *Technology Advancement*
- *Transformational funding*
- *Licensing*
- *Strategic Partnerships*
- *Startup Creation*

UCSF Innovation Ventures

UCSF Innovation Ventures

David Morris, MD

Vice Chancellor of Business Development, Innovation and Partnerships, UCSF Innovation Ventures

Dedicated to becoming a partner of choice for UCSF communities and the investors, supporting UCSF early career innovators, entrepreneurs and programs across the life-cycle of company creation.

UCSF Innovation Ventures

Office of Strategic Alliances

Peter Kotsonis, PhD

Assistant Vice Chancellor of Business Development, Innovation and Partnerships, UCSF Innovation Ventures

A partner of choice

- *Identify and build strategic partnerships between UCSF and industry*
- *Develop contractual and business models*
- *Incentivized with a shared risk/reward structure*
- *Provide alliance management expertise*

UCSF Innovation Ventures

Office of Strategic Alliances Team

Amy Gryshuk, PhD
Associate Director

Aleksandra Kijac, PhD
Business Development and Alliance Manager

Olivia Roberson, PhD
Senior Alliance and Business Development Manager

Aenor Sawyer, MD
Senior Alliance Development

Inder Takhar
Project Coordinator

Sean Karlin
Senior Brand and Communications

UCSF Innovation Ventures

Catalyst Program

Charles Hart, PhD
Executive Director, Catalyst Program

Roopa Ramamoorthi, PhD
Director, Catalyst Program & InVent Fund

Nathaniel Prorok, MHA
Director, LaunchPad & Senior Program Manager, Catalyst

Sohela Shah
Program Director Catalyst & Invent Fund

- *Seed funding up to $100k through **Catalyst Program***
- *Up to $1M per project through **InVent Fund***
- *Expert Industry Advisors*
- *NewCo Mentorship and Guidance*
- *'Entrepreneur in Residence' Program*

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Office of Technology Management and Advancement

Todd Pazdera, PhD
Director, Business Development,
EOD & Licensing

Our goal: help build companies and get products to market to benefit patients

Gonzalo Barrera-Hernandez, PhD
Director, Business Affairs &
Strategic Partnerships

Experience and knowledge to provide support at each step along the way

UCSF Innovation Ventures

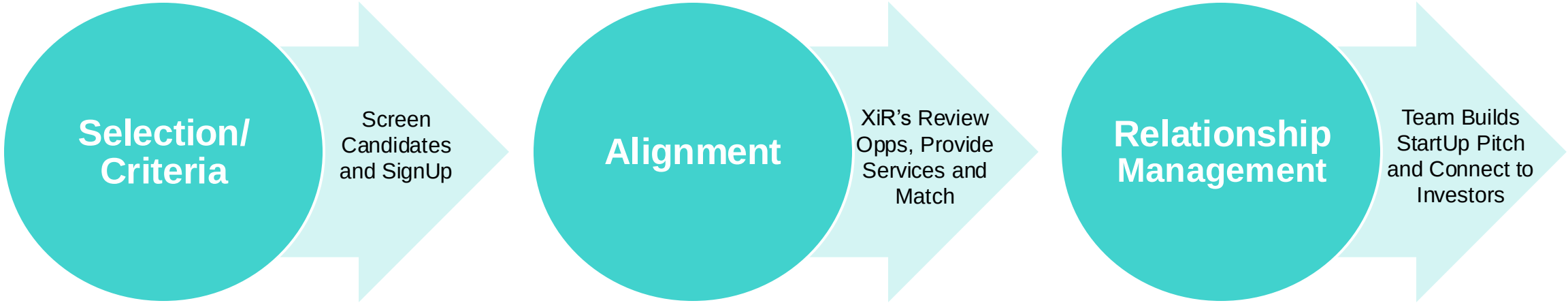
Office of Technology Management and Advancement

Translating UCSF ideas into new companies and commercial products to benefit patients

- *Evaluate and grow new ideas*
- *Assess market, develop business models*
- *Connect with industry and KOLs*

- *Build startups and pitch to investors*
- *Develop Intellectual Property Strategy*
- *Value technology*
- *Negotiate licensing deals*

Executive in Residence (XiR) and Entrepreneur in Residence (EiR) Programs



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Entrepreneurship at UCSF

Stephanie Marrus, MBA, MA

Managing Director of Entrepreneurship
Innovation Ventures

Exposing academics to entrepreneurial experience

- Exploring the commercial potential of your ideas
- Translating them into a business plan
- Connecting to accelerators and funding sources
- Global Startup Course in 36 countries

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Innovator Enrichment at UCSF

Aenor Sawyer, MD

Director of Innovator Enrichment Program

Inspiring, identifying and investing in frontline innovators at UCSF

- *Facilitating idea to impact journey*
- *Creating opportunities for all to engage in innovation*
- *Providing personalized guidance to innovators*