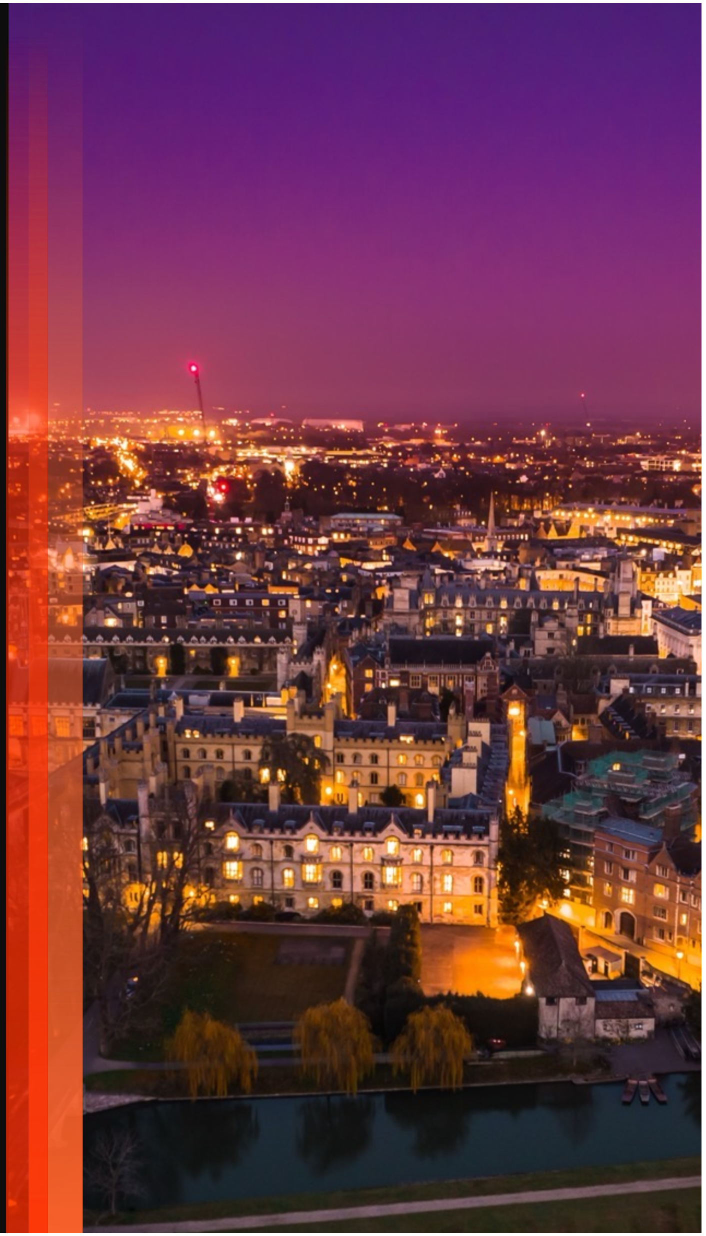
CAMBRIDGE | Enterprise

Cambridge Enterprise

What we do and how we can help



Dr Nathalie Muller / Commercialisation and Academic Relations Manager

Who are we?

Cambridge Enterprise

We help researchers to use commercial avenues to develop their ideas and expertise for the benefit of society, the economy, themselves and the University

What is research commercialisation?

Commercialisation is a process that turns research, ideas, discoveries, inventions and know-how into products and services that have impact.

It is not an end result – it's a process or journey

More than 'just' spin outs

Why commercialise?

Benefit to society - having a **positive impact** on the outside world

Discover **real-world problems** that can be solved by your research, or new areas of research

Impact

Find opportunities for an **industrial secondment** or even a new **career**

Grow a **network** of non-academic partners to support future research directions

Develop your **skills and reputation**

Scale up your project beyond what is possible in a university

Tackle a **new challenge** – build a new solution

There are various ways to commercialise

Consultancy

Deliver academic expertise and technical services to third parties

"I want to use my **expertise** to advise another organisation"

Non-exclusive Licensing

Flexible licences to ready-for-market tools like reagents and software

"I want my **research tools** to be used by other researchers"

Technology Development for Licensing

Manage, develop and protect IP

Find a route to market, find customers

License to third parties, including spin outs

"I have a research idea that could solve a significant **commercial** problem"

Spin out and investment

Start up a business to take the developed idea to market

Seek investors to scale your product or service

"I'm ready to set up a **company or social enterprise** to scale my impact"

There are various ways to commercialise

Consultancy	Non-exclusive Licensing	Technology Development for Licensing	Spin out and investment
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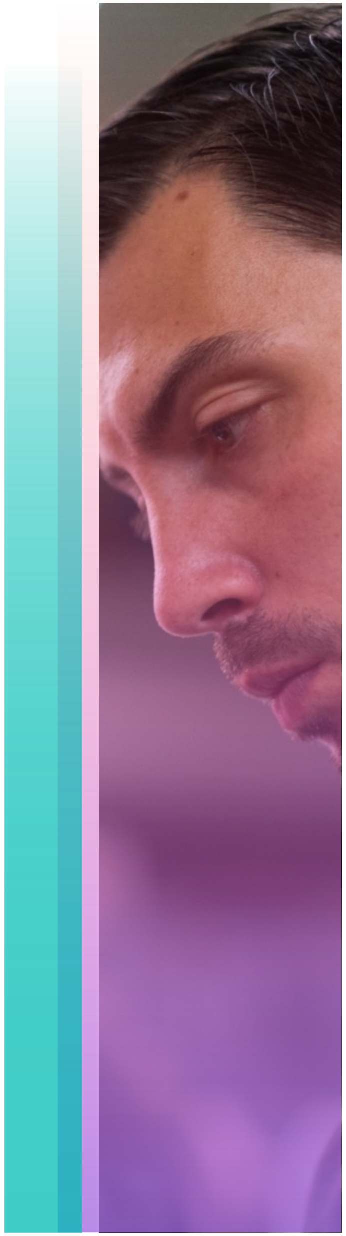
CE consultancy services vs DIY

CE Consultancy Services	PRIVATE
Professional contract negotiation and fee collection supported by legal and insurance services	
Cover from University's professional indemnity and liability insurance	Private insurance cover for a min of six years after contract completed
Use UoC address and affiliation	Home address and use of personal letterhead
Use of UoC facilities (FEC costing)	
Time commitment a matter for individual and their Head of Department	University staff performing work in a private capacity do so entirely at their own risk and must make a clear distinction between private work and their University duties



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Why protect IP?

It enables inventions to be made public to the world, whilst giving advantages to those who own it.

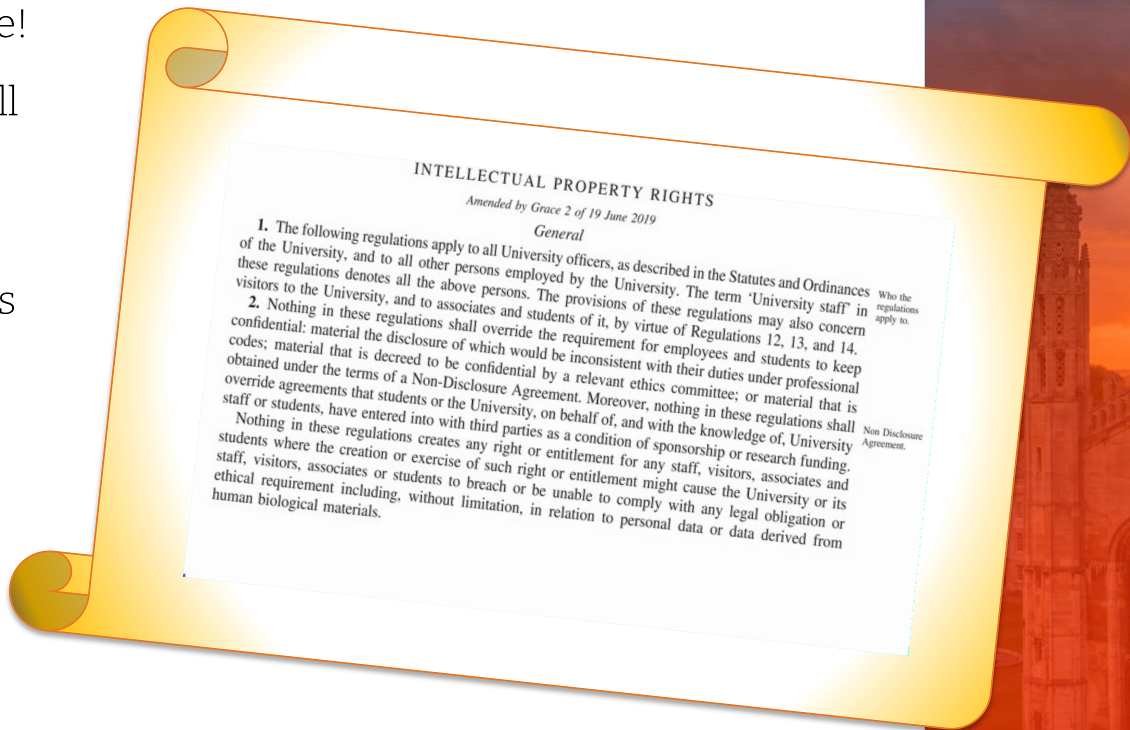
To encourage investment in further development and innovation

Can drive economic growth and competitiveness

Rewards creators, inventors and entrepreneurs

Ownership of IP

- Authorship and ownership are not the same!
- In industry: employer automatically owns all IP rights
- In universities: it depends!
- At UCam, the decision to commercialise sits with the academic, and the University provides options for how to commercialise research IP
- Part of Cambridge Enterprise's role is to help apply the University's IP Policies
- Dependent on third party funding
- University has a revenue share in place to reward the inventors/creators.


INTELLECTUAL PROPERTY RIGHTS

Amended by Grace 2 of 19 June 2019

General

1. The following regulations apply to all University officers, as described in the Statutes and Ordinances
of the University, and to all other persons employed by the University. The term 'University staff' in
these regulations denotes all the above persons. The provisions of these regulations may also concern
visitors to the University, and to associates and students of it, by virtue of Regulations 12, 13, and 14.

Who the regulations apply to.

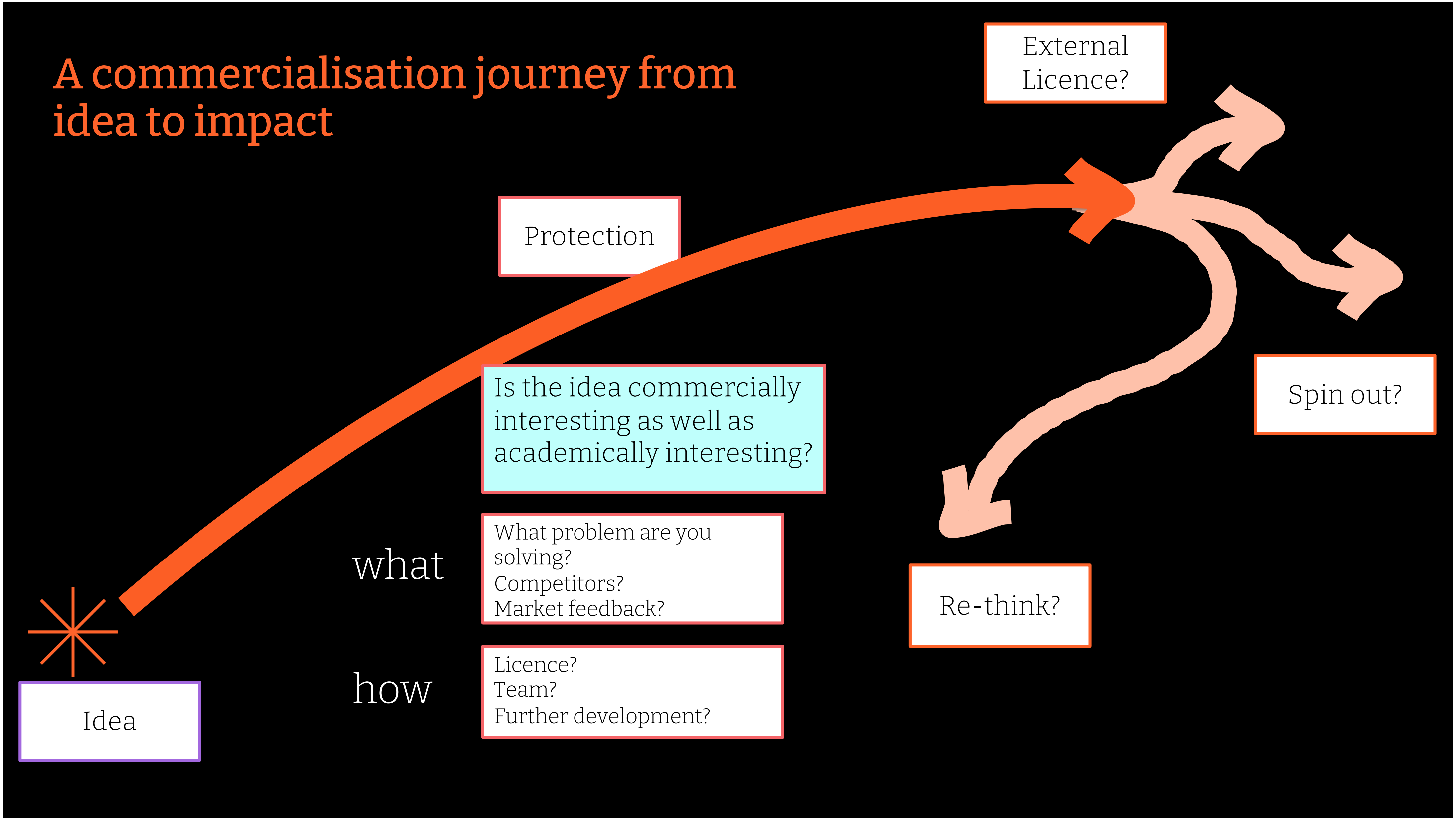
2. Nothing in these regulations shall override the requirement for employees and students to keep
confidential: material the disclosure of which would be inconsistent with their duties under professional
codes; material that is decreed to be confidential by a relevant ethics committee; or material that is
obtained under the terms of a Non-Disclosure Agreement. Moreover, nothing in these regulations shall
override agreements that students or the University, on behalf of, and with the knowledge of, University
staff or students, have entered into with third parties as a condition of sponsorship or research funding.

Non Disclosure Agreement.

Nothing in these regulations creates any right or entitlement for any staff, visitors, associates and
students where the creation or exercise of such right or entitlement might cause the University or its
staff, visitors, associates or students to breach or be unable to comply with any legal obligation or
ethical requirement including, without limitation, in relation to personal data or data derived from
human biological materials.

How to avoid a disclosure

- *Your own work* also counts as prior art
- Typical disclosures
    - Academic papers, Online theses
    - Public conferences
    - Interviews
    - Explaining your ideas to friends & family
- But filing a patent lets you do all of the above AND protect your idea
- Closed discussions can be covered by Confidentiality Agreement
    - With funders/companies/collaborators
    - Talk to Cambridge Enterprise


A commercialisation journey from idea to impact
External Licence?
Protection
Is the idea commercially interesting as well as academically interesting?
Spin out?
what
What problem are you solving?
Competitors?
Market feedback?
Re-think?
how
Licence?
Team?
Further development?
Idea

There are various ways to commercialise

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Spinning-out?

Founders: Why you and your team?

Stage and timing: Why spin-out now?

Commitment: Will you persevere (for a decade)?

Fundraising: How much, from where and what terms?

Agreements: Is everyone clear about where they stand?

Value creation: How will you deliver a return on investment?

We bring experience, support, networks and money

- Co-investor **(70+)** network
- We follow our investment
- Patient capital
- Founder-friendly

Strongly principled

Extensive networks

Active and engaged

- Non-executive directors
  Entrepreneurs in residence
- Industry introductions
- We help maintain strong university research links
- Seed-stage board experience

We invest in every research discipline

Deep Tech

- POROTECH
- river lane
- nu QUANTUM
- Zetta
- CGD CAMBRIDGE GAN DEVICES
- Intellegens

Life Sciences

- GYROSCOPE
- aqdot
- Psyomics Transforming Mental Health
- CENTESSA PHARMACEUTICALS
- Sphere Fluidics
- PHARMENABLE

Sustainability

- Xampla
- ECHION TECHNOLOGIES
- nyobolt
- CPT CAMBRIDGE PHOTON TECHNOLOGY
- CarbonRe
- neutreeno

Social Ventures

- wya
- aspuna invest implement impact

New CE initiatives

- Technology Investment Fund = translational funding
- Founders at the University of Cambridge = accelerator
- IE Cambridge = portal to help (budding) entrepreneurs navigate the Cambridge eco-system
- Academic Portal = data management tool for commercialisation projects per academic (or department)

Cambridge Enterprise backs Cambridge ideas

TIF

University-backed translational grants
Only projects from TT portfolio
Proof-of-concept, market testing

Pathfinder

Up to £20K loan

Commercial Strategy, Customer Engagement

Software Prototyping, Field testing

Pre-seed / Founders

Up to £150K convertible or equity investment

Opportunity Validation

Matched by external investors

Seed / Follow

Up to £1m per investment round

Half available via UCEF (EIS Co-Investment Fund)

External matching funds required

Series A / Growth

CIC and network of co-investors to help raise follow-on growth funding

CAMBRIDGE | Enterprise

The Cambridge Ecosystem

Supporting the translation of world-leading university research to create globally leading economic and social impact

Innovation Services

ACTIVITY

Connection	Consultancy	Technology Development	Founders	Ventures
Innovate Cambridge				
IE Cambridge		Outreach Staff		
University Enterprise Network (UEN)	Government Procurement	Technology Investment Fund (TIF)	Accelerator	Follow-on Investment
ideaSpace	Outreach	MATcelerate	Alumni Network	Alumni Plus Fund
		CEREs		

University Research → Connection → Consultancy → Technology Development → Founders → Ventures → Products / Ventures Backed Scaling Business

IMPACTS

Connection	Consultancy	Technology Development	Founders	Ventures
▲ Proactivity	▲ Contracts	▲ # PI Engaged	▲ # Spinouts	▲ Value of AUM
▲ Coherancy	▲ # Pis Engaged	▲ # Invention Disclosures	▲ # Founders	▲ Value of Investment returns
▲ Innovation Community	▲ Revenues grow @ 5% p.a.	▲ # Licenses	▲ # Equity from Licenses	▲ Impact of Spinout Companies
▲ Innovation Charter		▲ # Value of Licenses	▲ #Syndication	

Cambridge University Ecosystem — COMPLEX

Our strength lies in the 'richly chaotic' support ecosystem, but this is challenging to navigate

HOMERTON CHANGEMAKERS

Venture Creation Weekends

MTFCAMBRIDGE.

Deeptech Labs

Trinity Bradfield Prize

entrepreneurial postdocs epoc of cambridge

ACCELERATE
UNIVERSITY OF CAMBRIDGE Judge Business School

CUTEC

The Parmee Prize

JOHNIAN ENTREPRENEURS' CLUB

EnterpriseTECH

Enterprise Tuesdays

GLOBAL SHAPERS COMMUNITY

King's Enterprise Award

DOWNING ENTERPRISE

Social Venture Incubator

Centre for Global Equality

startcodon

TRINITY HALL ENTREPRENEURS NETWORK

CAMentrepreneurs

CAMSTART

Hughes Hall Entrepreneurs Society (HHES)

Pathfinder Grants

SEED FUNDS
CAMBRIDGE | Enterprise

Cambridge Femtech Society

p2i

Social Venture Weekends

Carbon13

Postdoc Business Plan Competition

Cambridge Social Innovation Prize

IGNITE
UNIVERSITY OF CAMBRIDGE Judge Business School

entrepreneurs

MEDxCambridge

i-Teams

Cambridge University Ecosystem — COHERENT

Making it accessible & easy to navigate, maintaining our interconnectedness

ENTREPRENEURIAL THINKING

ENTREPRENEURIAL ACTING

Networking, Events & Societies

CUTEC

JOHNIAN ENTREPRENEURS' CLUB

entrepreneurs

Hughes Hall Entrepreneurs Society (HHES)

Cambridge Femtech Society

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ACCELERATE University of Cambridge Judge Business School

Carbon13

startcodon

Deeptech Labs

Funding

SEED FUNDS

CAMBRIDGE Enterprise

IE Cambridge

The official community hub for Innovation and Entrepreneurship at the University of Cambridge.

Located online at **ie.cam.ac.uk**.

IE Cambridge is here to support, inspire and develop your entrepreneurial thinking.

IE CAMBRIDGE
INNOVATION& ENTREPRENEURSHIP

ideaSpace

A community of founders and entrepreneurs across 3 great locations in Cambridge.

We are focused on community and providing a supportive space where you can work alongside other founders and grow your venture.

ideaSpace

CAMBRIDGE | Enterprise

Ideas to Reality: Spring Progamme

1 May - Consultancy 101
9.30 - 2.00 pm, The Pitt Building

1 May - Research Tools 101
1.00 - 5.30 pm, The Pitt Building

13 June - Commercialisation 101
9.30 - 2.00 pm, The Pitt Building

13 June - Venture Building 101
1.00 - 5.30 pm, The Pitt Building

Find out more and register

Riverlane

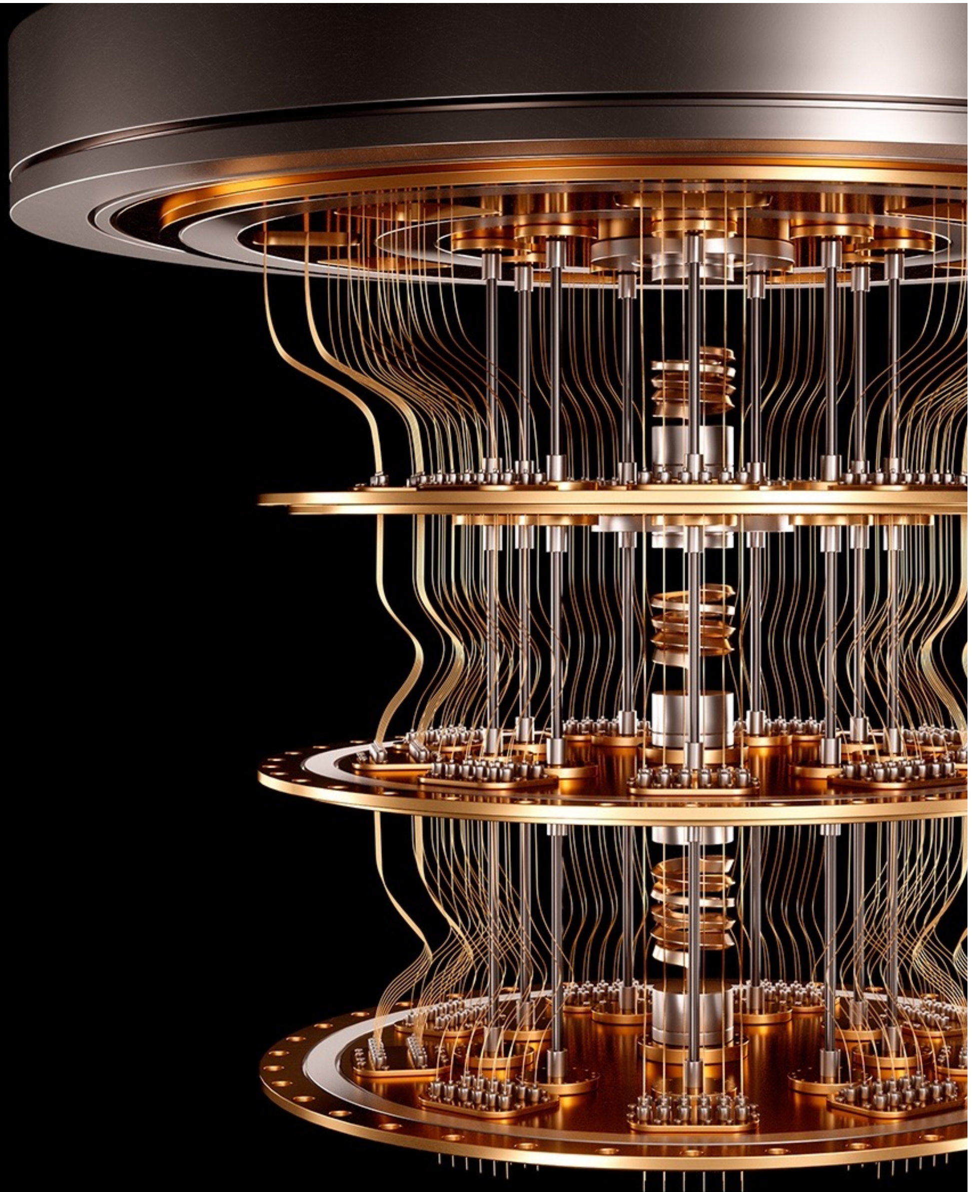
2016: Steve Brierley from the Department of Applied Mathematics & Theoretical Physics founded Riverlane in to build the error correction stack for quantum computers

2020: It was the first company to demonstrate a viable Quantum Operating System in August

2023: Riverlane announced the world's most powerful quantum decoder for quantum error correction. Raised £15 million in series B funding with support from Cambridge Enterprise

2024: Steve was awarded an OBE for services to quantum computing in the New Year Honours 2024

Founder
Dr Steve Brierley



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Carbon Re

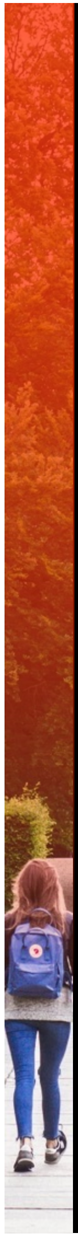
A joint spin-out between the University of Cambridge and University College London.

AI platform initially focused on the cement industry, utilizing Deep Reinforcement Learning to simulates chemical and physical processes within operations to create a 'Digital Twin' of cement plants.

In 2022 raised a £4.2M seed round to expand across industries.

Founding Team:

Sherif Elsayed-Ali, Buffy Price, Dr Daniel Summerbell and Professor Aidan O'Sullivan



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Thank you

Dr Nathalie Muller/ Commercialisation and Academic Relations Manager

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