

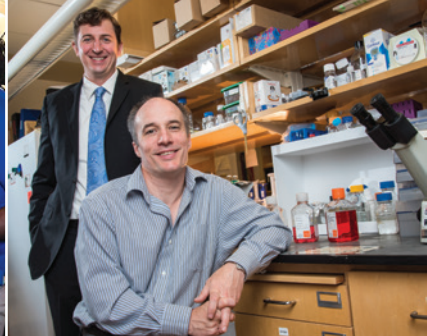
Making an Impact!

2016

Fiscal Year in Review

UNIVERSITY OF PITTSBURGH
innovation
INSTITUTE

20/20
20 YEARS LAUNCHING 2.0



As we commemorate
20 years of serving Pitt
Innovators this year and
reflect on the
evolution of
technology
transfer at the University
during that time, we do
so with our gaze fixed
firmly on the horizon as
we launch v2.0 of our
organization.



The University of Pittsburgh Innovation Institute made significant progress toward its mission of fostering the University's culture of innovation and entrepreneurship during Fiscal 2016.

This progress is reflected in our Fiscal 2016 results, with Pitt Innovators setting records for the number of invention disclosures submitted, patents issued, and number of startup companies formed around Pitt discoveries. We also had more than 1,000 faculty, students and staff participate in our entrepreneurship educational programming.

The Institute's programming and partnerships expanded in kind to meet the growing demand for entrepreneurship education, funding for commercialization activities and professional mentoring.

New partnerships formed during the year with the Keiretsu Forum Mid-Atlantic angel investment network and Osage University Partners, which provides venture capital funding to promising university-based startups, are providing new opportunities for Pitt Innovators to move their discoveries from the lab to the marketplace.

The Innovation Institute responded to the entrepreneurial passion of Pitt students with the debut of the Blast Furnace student startup accelerator. Of the nearly 40 student teams that participated in the initial three cohorts, 10 went on to be accepted into highly competitive regional accelerators, including AlphaLab and AlphaLab Gear. Fiscal 2016 also witnessed the launch of the Innovation and Entrepreneurship Living Learning Community, a residence program for freshmen students interested in pursuing entrepreneurial endeavors during their Pitt years.

Through our Institute for Entrepreneurial Excellence, we also had significant impact on regional economic development. Through the IEE's networking and consulting programs and services, we served over 900 businesses, helping to form or purchase more than 70 businesses, leveraging more than \$12 million of financing and equity investment, and generating nearly \$30 million in sales increases for participating companies.

The Innovation Institute begins operating on a new strategic plan in Fiscal 2017 that sets ambitious goals for engaging more Pitt Innovators and more partners in the University's innovation ecosystem. In addition to operating out of newly renovated offices, we have launched an improved website and continue to expand our roster of entrepreneurs-in-residence, who work closely with our faculty to guide them along the path of innovation commercialization. And with the \$1 million in Chancellor Innovation Commercialization Funds established last fiscal year being deployed, we look forward to another robust year of translating Pitt-developed innovations into products and services that have an impact on society and improve people's lives.



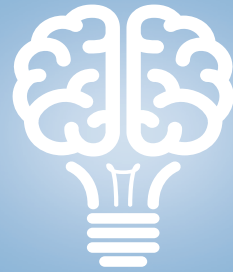
Pitt Innovator Heather Bansbach is translating her research at the Pitt Neuromuscular Research Lab into AccelMOTION, a company that provides remote data collection and analysis for physical therapy.

IMPACT

FISCAL YEAR 2016

Innovation Commercialization

314 Invention disclosures



121 
 Licenses/options



80
 U.S. patents issued



6
 Number of
 UPMC alliance
 agreements

\$7.3 Million
 Revenue

25 Total number of
 startups formed

13 Startups formed
 (Pitt-licensed)

12 Startups formed
 (student-run)



\$965,000,000
 Total third-party
 investment in
 PITT startups*

* (cumulative since 1997)

128
 Startups since inception

248 Number of other
 agreements

Regional Economic Development | Institute for Entrepreneurial Excellence



919

Businesses served



73

New companies
formed or
purchased



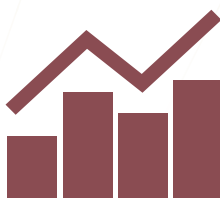
9,582

Hours of business
consulting



913

Jobs created
or retained



\$28,499,789

Sales increase



\$12,135,718

Amount of financing
and equity secured



\$1,297,703

Total support from foundations,
sponsors, grants & donors



2,691

199 Members of IEE

50 People in Entrepreneurial Fellows Class

160 Community Power to Prosper participants

52 Interns placed in IEE companies

Number of people
who have participated
in IEE programs

IMPACT



\$3,652,712

Total amount of pre-commercialization gap funding deployed



950

PITT inventors served



1,941

PITT innovators served

Student Entrepreneurship



1,041

Students participating in programs & competitions



37 Students in the Living Learning Community



RANDALL FAMILY
BIG IDEA
— COMPETITION —

75 Student teams in Randall Family Big Idea Competition



BLAST FURNACE
THE PITT STUDENT ACCELERATOR

40 Student teams in Blast Furnace



33%

Percentage of student companies who enter local accelerators or receive funding



UNIVERSITY OF PITTSBURGH
innovation
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