EAC Catalysis of Venture Backed Companies

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September, 2008
AGENDA

- How Does a Biotech Business Start?
- How Could We Help?
- Single Molecule DNA sequencing
- Technology developed at Cornell
- Patents have issued this year
- Raised over $200M in financing
- The hundred dollar genome???
- Genetically engineering microorganisms to make drugs, such as Artemisinin, and biofuels
- Technology from University of California
- Originally financed by funding from the Gates Foundation ($35M) and now from VCs ($20M – Khosla Ventures)
The recipe- How Do You Start a technology company?

First....... There is an IDEA

Second... A team
- Common Sources
  - A professor and a business person

Third...... MONEY
- “angel” round- often about $1m
- “Series A”
The “AVERAGE” startup
company

- A business person and a scientist with a great idea, with both willing to sacrifice their careers to build on the idea
- They incorporate (hopefully at Wilson!)
- They either file patents directly or through a university
- They negotiate a license with the university
  - Normally giving up some equity in an average deal today
  - Often these technologies were grant funded
- They obtain a small amount (e.g. $1M) of financing from “Angel” investors
- They file patents, get licenses, make the first hires, initial business plan implementation
- They obtain larger amounts (often 10’s of millions) from venture firms
What is good about this?

- Adds Jobs for students, the state, etc
- Changes the world by TRANSLATING technology developed at the University ACTUAL USE
- Money flows back to the University to fund education
- Professors/students gain financially
HOW CAN WE HELP?

- MONEY
  - A Venture Fund?
  - EG a 1M Fund to provide 25k-100k Seed funding rounds to get business plans together, etc

- PEOPLE
  - Referrals for potential entrepreneurs to work in CU started companies

- COACHING SESSIONS
  - Business plan/pitch book practice sessions and reviews
  - Technology reviews