

Technology Transfer from  
the University of Oxford

A profitable company 100% owned by the University of Oxford



Oxford Technology Transfer  
IP, Patents, Licences, Spin-outs,  
Material Sales, Seed Funds,  
Isis Angels Network

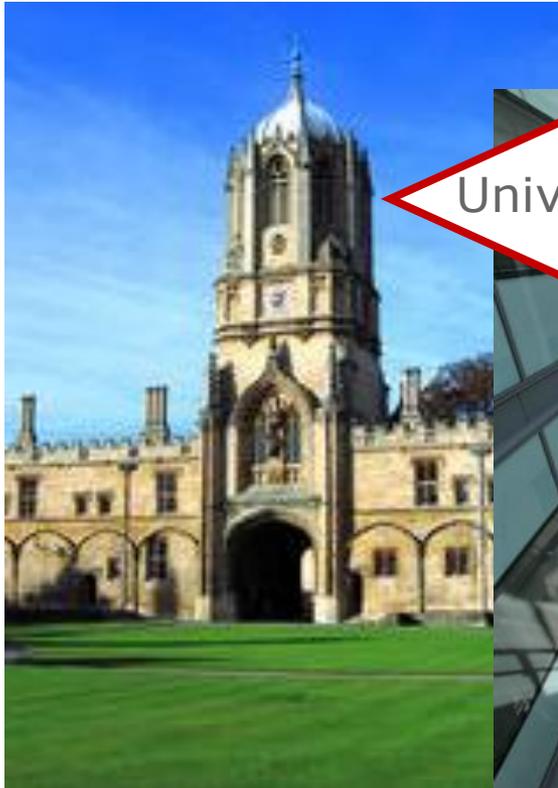


Oxford Expertise  
Consulting, Services



Isis Consulting Business  
Technology Transfer and  
Innovation Management

# Making Connections & Doing Business



University entrepreneurial culture



University technology transfer resource



Industry, Business & Professional environment



# Building Bridges



# Isis Innovation Staff

## **Managing Director**

Tom Hockaday

## **Administration (13)**

### **Business Support**

#### **Marketing**

Simon Gray  
Barney Cullum  
Renate Krelle  
Dr Fiona Story

#### **Accounts**

Gemma Allnutt

#### **Legal**

Paresh Jasani

## **Central Administration**

### **Office Manager**

Jenny Bailey

### **Systems Administrator**

Nelson Sa

#### **HR**

Alex Allan  
Viv Parry

#### **Facilities**

Jane Tarry

#### **Reception**

Isabel Lavis

## **Technology Transfer Group (30)**

### **Head of Group**

Linda Naylor

### **Project Manager Teams**

Evert Geurtsen

Roy Azoulay  
Chim Chu

Dr Jamie Ferguson  
Brendan Spillane  
Dr John Wilson

Dr Colin Story

Dr Dina Chen  
Dr Alex Marshall  
Dr Angela Oldacres  
Dr Brijesh Roy  
Andy Self  
Dr Weng Sie Wong

### **Seed Investment Manager**

Andrea Alunni

### **Operations Manager**

Dr Mairi Gibbs

### **Administrator**

Jan Newell

### **Project Manager Teams**

Dr Carolyn Porter

Dr Ruth Barrett  
Dr David Churchman  
Dr Sarah Deakin  
Dr Christine Whyte

Dr Rakesh Roshan

Dr Martin Procter  
Dr Mark Gostock  
Dr Jon Carr  
Dr Bharti Ranavaya

### **Patent & Licence Admin Manager**

Steven Bayliss

### **Post-Deal Admin**

Kate Spanchak

### **Patent Administrator**

Kim Jones

## **Oxford University Consulting (6)**

### **Head of Group**

Steve Lee

### **Project Managers**

Andrew Goff  
Susan Clark  
Gurinder Punn  
Dr Josef Walker

### **Administrator**

Kerry Antcliffe

## **Isis Enterprise (17)**

### **Head of Group**

Dr David Baghurst

### **Consultants**

Dr Chris Moody  
Dr Sarah Macnaughton  
Dr Roger Welch  
Elena Andonova  
Ya-hsin Shen  
Dr Costas Chryssou  
Dr Steve Cleverley  
Terry Pollard  
Robert Swerdlow  
Dr Suzy Wood  
Dr Viraj Perera  
Dr Stuart Wilkinson  
Dr Wenming Ji  
Tatsuyu Kato  
Dr Marc Ramis  
Kristina Gren

Staff: 66

PhD's: 29

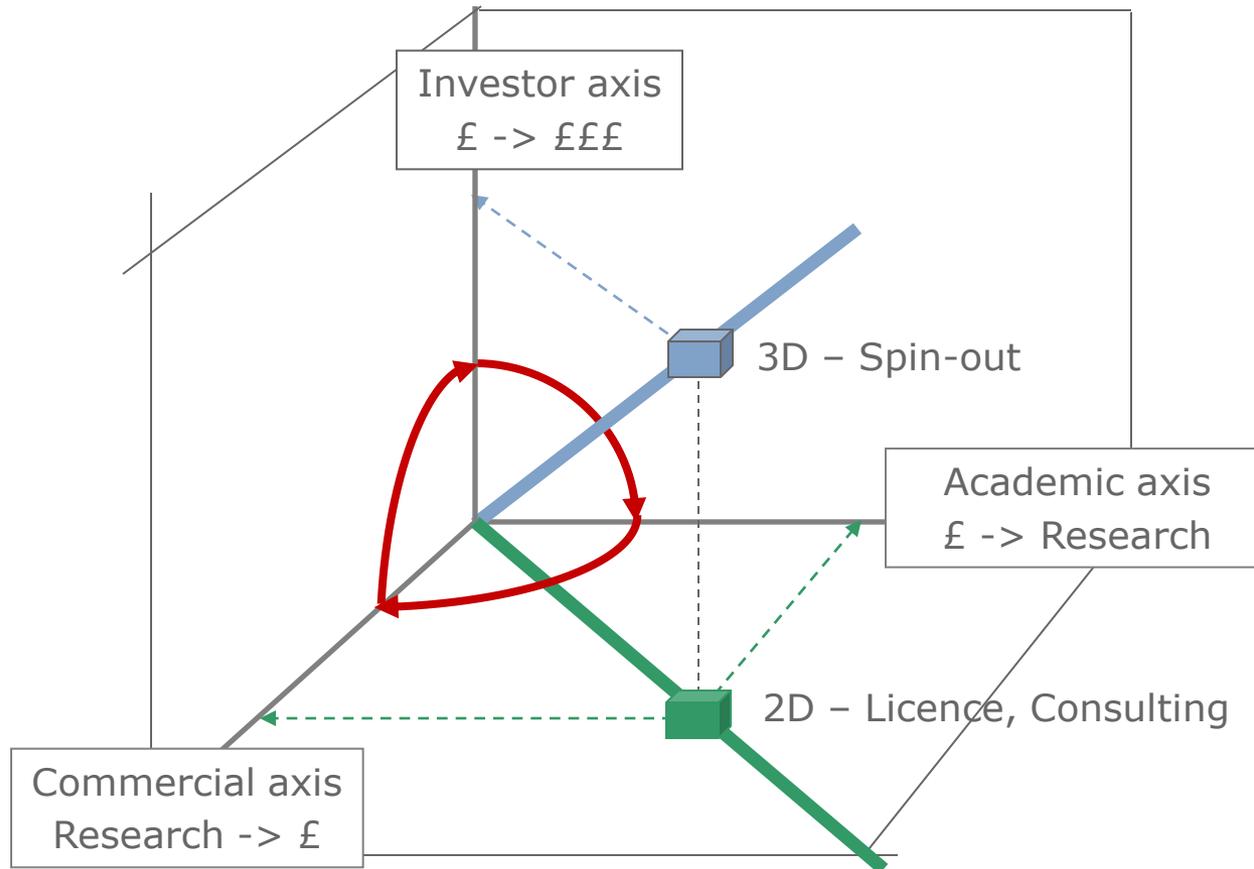
MBA's: 18

[isis-innovation.com](http://isis-innovation.com)

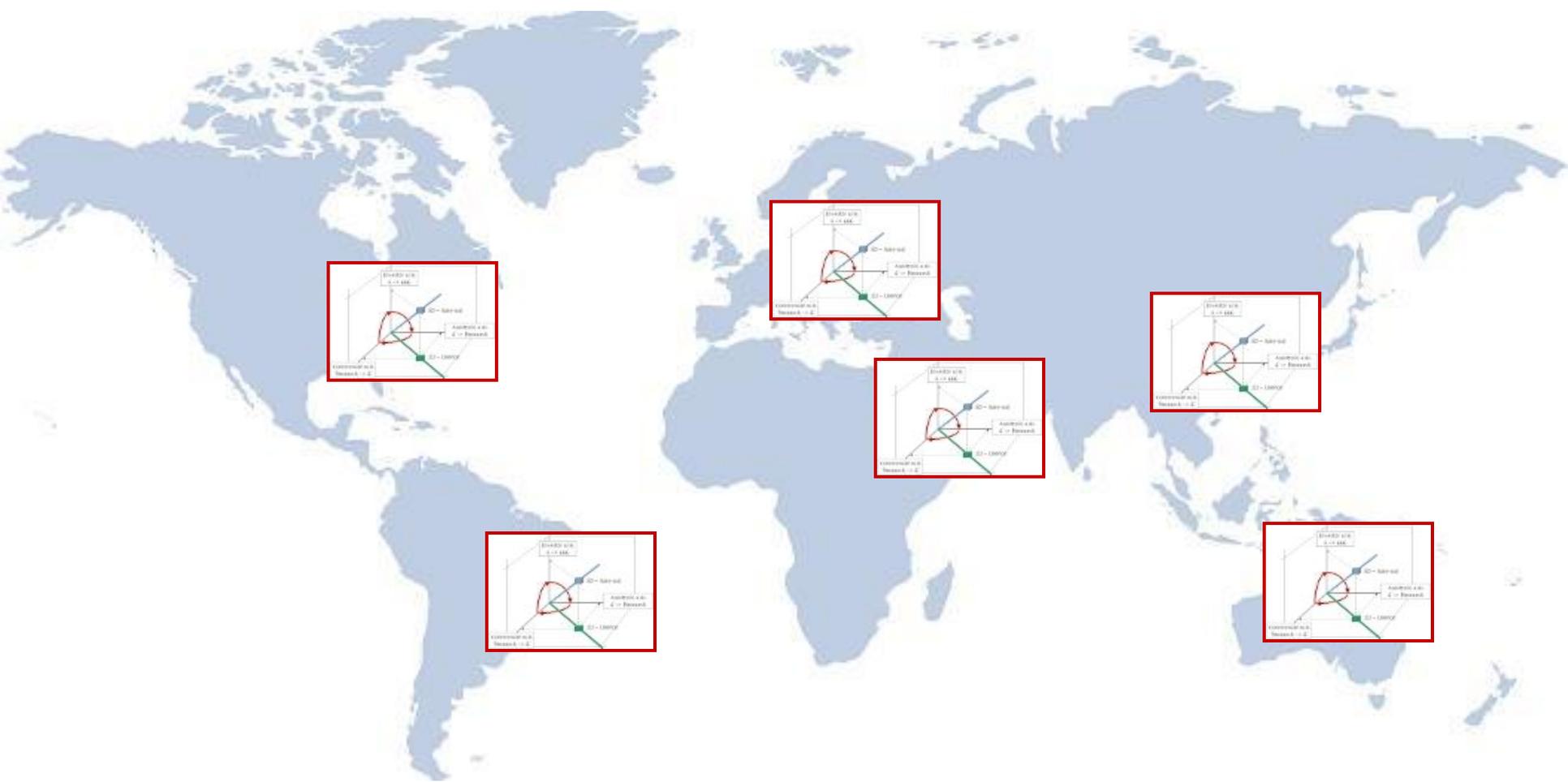


**ISIS**  
INNOVATION

# Acting as Multi-dimensional Intermediaries



# Intermediaries - International



# Isis Innovation 2000 - 2010

Year Ending Mar:	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
<b>University Investment £m</b>	£1m	£1m	£1m	£1m	£1m	£1.2m	£1.2m	£1.2m	£1.2m	£2.5m	£2.5m
<b>Staff</b>	17	21	23	34	36	36	36	37	44	54	65
<b>Open Projects</b>	319	415	476	629	725	764	784	841	978	1112	1182
<b>Patents filed (pa)</b>	55	63	82	65	52	55	57	49	68	64	73
<b>Licence Deals (pa)</b>	21	36	42	37	31	38	45	50	74	69	93
<b>Consultancy (pa)</b>				34	50	48	59	89	102	151	157
<b>Spin-outs (pa)</b>	6	8	8	7	3	4	6	7	4	4	3
<b>Annual T/O £</b>	£0.9m	1.2m	1.7m	2.0m	2.3m	2.7m	2.9m	3.6m	4.8m	5.6m	7.5m

# Investment Sources

## Oxford University Challenge Seed Fund

- Launched with £4m in 1999
- University provided £1m; HM Treasury, Wellcome, Gatsby £3m
- £5.7m invested in 102 projects – development, seed equity
- Resulting in Equity stakes in 31 spin-outs, 4 completed licensing deals & 33 active technology projects. These 31 spin-outs have attracted £80m seed/venture investment

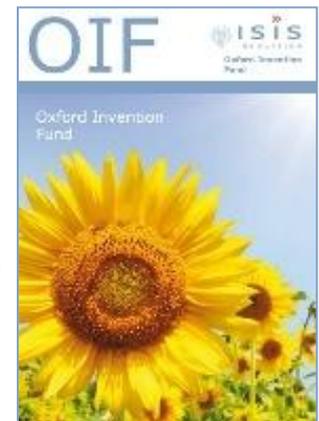


## Isis Angels Network

- Business Angels, Seed/Venture Capital
- 100 members
- Events, No Charges

## Oxford Invention Fund

- Donations to the University of Oxford as part of Oxford Thinking, the University's overall fund raising Campaign
- Invest in development of new technologies and innovation from Oxford



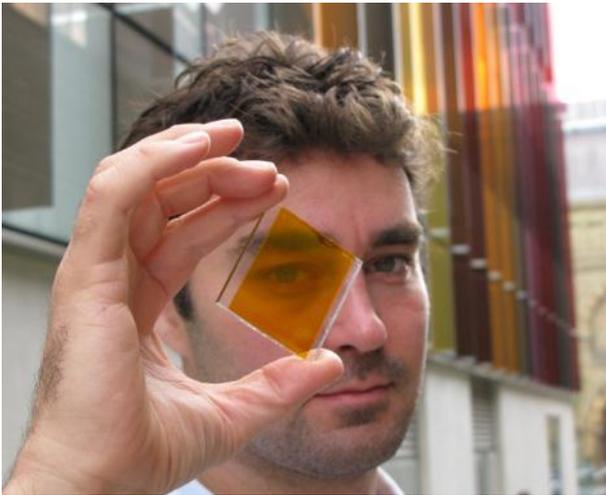
# OIS Meeting & Dinner



- Tea & coffee reception
- Academic presentation
- Sponsor presentation
- Champagne reception
- Dinner in College
- After dinner drinks

Oxford PhotoVoltaics Ltd  
Dr. Henry Snaith – Department of Physics

Oxford Photovoltaics Limited will commercialise a low cost, stable and fully scalable (thin film) solar cell technology that combines the benefits of inexpensive abundant organic materials with simple screen printing manufacturing technology.



Oxford's thin film technology



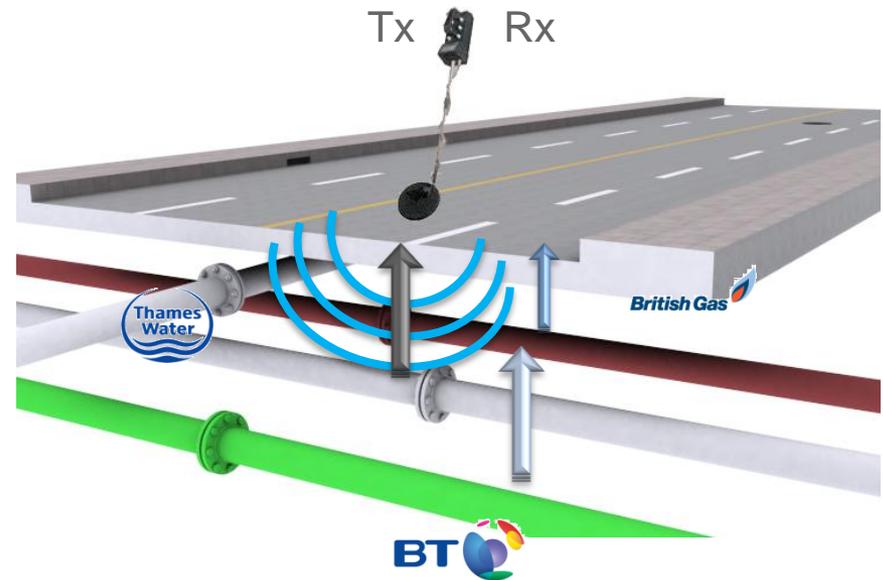
Low Cost Solar Power Glazing for Buildings

- All "green technology" similar to photosynthesis.
- Wide range of colours and transparency options.

OxEmS Limited

Prof David Edwards, Department of Engineering Science

OxEmS offers a new, cost-effective approach to precise surface identification and location of all underground assets, with automatic data logging and recall.



OxEmS uses a unique 'bar coding' technique to increase the visibility to underground assets

# Reducing Energy Usage Through Proactive Monitoring



Assess your savings potential

Home About Building Energy Sectors Partners Resources FAQ Services

## Free Business Energy and Carbon Monitoring

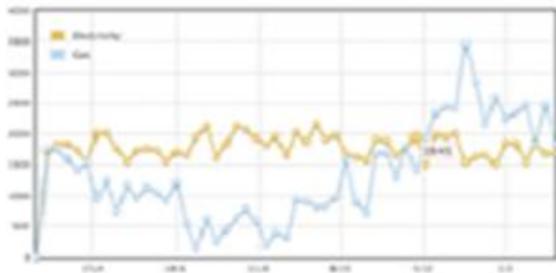
Simply add your meter readings weekly — no equipment, outl

Monitor kWh

Calculate CO<sub>2</sub>

Save £

Click to see an example



### Building energy

- Energy monitor
- Assess your savin
- Benchmark your
- Rank the energy
- Identify energy v

**\*\* Win a prize \***

**SMEasure**, led by Dr Russell Layberry of the Environmental Change Institute, allows small and medium size enterprises to reduce their energy consumption and carbon footprint.

An online service allows these businesses to input gas and electricity meter readings and proceeds to monitor and analyse these taking into account region specific weather conditions.

## Electrical Power Group - Department of Engineering Science

- Head of Group: Dr Malcolm McCulloch
- Inventor/Founder: Dr Tim Woolmer

## Yokeless And Segmented Armature (YASA) Motor

A novel electrical motor with:

- High torque-to-weight ratio
- Compact and lightweight
- Robust and reliable
- Viable cost for high volume manufacturing
- Scalable design

<http://www.oxfordyasamotors.com/>



# Intelligent Sustainable Energy (ISE)

## Empowering Energy Consumers.

**People** - Dr. Malcolm McCulloch (Engineering) and one of his former students Jim Donaldson (now Director of Innovation with the spinout company).

**Company** – Intelligent Sustainable Energy (ISE) formed Feb 2009 with first round of funding of £900K provided by investor/managers Navetas Energy Management. ISE subsequently fully acquired by Navetas 2010.

**Technology** - From a single point in the home, identify and measure the energy consumption of individual household appliances .



## Cities of the Future – related consultancies

- OUC put in place, with the Dept of Engineering Science, a client contract to provide advice and expertise to develop a software tool designed to **increase energy management efficiencies in buildings**.
- OUC has, through UK Climate Impacts Programme (CIP), a part of the Environmental Change Institute, provided consultancy to local governments wishing to develop policies and plans (mitigation and adaptation) to **address the threats posed to Cities by climate change**.
- We have competed for work to develop transport strategies for Cities, e.g. **An Electric Vehicle Delivery Plan for London** - a strategic initiative to create an infrastructure of charging points throughout the capital for electric vehicles. Departments involved were Oxford's Transport Studies Unit and Engineering Science.

# Oxford Entrepreneurs Student Society

**OXFORD ENTREPRENEURS**

Supporting student entrepreneurship at Oxford University and beyond

WORKSHOPS NETWORKING SPEAKERS

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## Membership

December 18th, 2008

Get inspired by top speakers, learn from our workshops, meet like-minded people at our lavish social events, run a company while you study and get the support and advice you need, all entirely for free.

Membership is completely free thanks to the generosity of our sponsors and all membership types grant full membership rights.

**Oxford University Students and Staff**

Join Now >

**Oxford University Alumni**

Join Now >

**Apply for External Membership**

Apply >

Free! **JOIN NOW ONLINE**

Incubation Centre (OEIC)

Contact the committee

IDEA IDOL

Ideas Market

Speaker Series '09

### Newsletter Archive

OE: A Summer Update

That's all folks! (Well... not really... Is it ever!??)

Some sweet events to make up for the rain!

Win a 3m MPro150 Pocket Projector - answer ONE QUESTION!

The screenshot shows the Isis Innovation website homepage. At the top left is the Isis Innovation logo, which includes the University of Oxford crest and the text 'ISIS INNOVATION'. To the right of the logo is the text 'TECHNOLOGY TRANSFER FROM THE UNIVERSITY OF OXFORD'. A search bar is located in the top right corner with the text 'Search:' and a dropdown menu showing '中文' (Chinese) and '日本語' (Japanese). Below the search bar is a navigation menu with links: 'About Isis', 'Isis News', 'Licensing Opportunities', 'Research Reagents', 'Spin-out Companies', 'Oxford University Consulting', 'Isis Enterprise', and 'Information for Oxford Researchers'. The main content area features a large blue banner with the text: "Isis delivers a positive return on investment to the University each year; this year transferring £4.5m to the University and its researchers". Below this banner is the text 'Extract from the Isis Annual Report 2010'. To the right of the banner is a 'LATEST NEWS' section with three news items: 'Isis publishes 2010 Annual Report', 'Isis to Support Scholarships for India's Future Leaders in Science, Business and Government', and 'Isis-SBS Fellowships 2010 Announced'. At the bottom of the page are logos for 'ISIS ENTERPRISE Technology Transfer Consulting' and 'OXFORD UNIVERSITY CONSULTING Experts from Oxford'.

ISIS INNOVATION  
TECHNOLOGY TRANSFER  
FROM THE UNIVERSITY OF OXFORD

Search: [input] [dropdown]

中文 日本語

About Isis | Isis News | Licensing Opportunities | Research Reagents | Spin-out Companies | Oxford University Consulting | Isis Enterprise | Information for Oxford Researchers

LATEST NEWS

**Isis publishes 2010 Annual Report**  
» Isis is pleased to publish its Annual Report for the year ending 31<sup>st</sup> March 2010.

**Isis to Support Scholarships for India's Future Leaders in Science, Business and Government**  
» Isis Enterprise is to work with Oxford's Said Business School on hosting scholarships for India's future leaders in science, business and government, the Prime Minister announces.

**Isis-SBS Fellowships 2010 Announced**  
» Two Oxford MBAs have been awarded this year's Fellowships.

**Comments & Feedback**  
» Let us know what you think of Isis Innovation

**Isis Innovation Success Stories**  
» Highlighting Isis Innovation's most recent successes.

**Licensing Opportunities**

ISIS ENTERPRISE  
Technology Transfer Consulting

OXFORD UNIVERSITY CONSULTING  
Experts from Oxford

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Register to receive Isis E-News at: [www.isis-innovation.com/news/enews](http://www.isis-innovation.com/news/enews)