

The **^**cademic Venture e**X**change



^VX

What is AVX?



The AVX Team

Executive Board



Karin Immergluck



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John Pyrovolakis
Chair

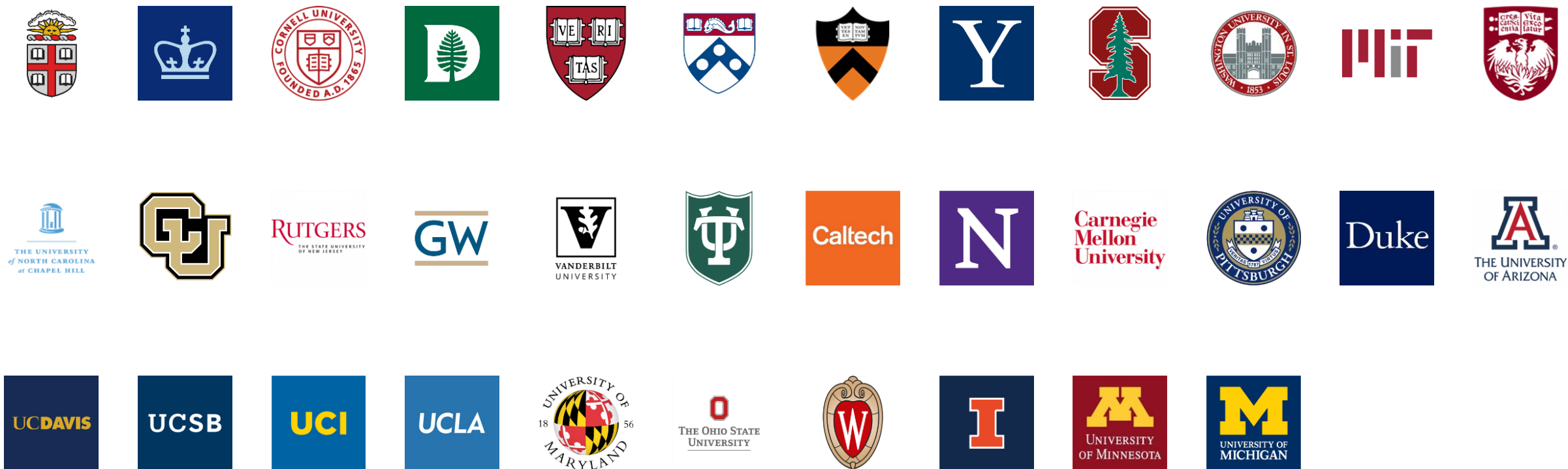


Jon Soderstrom



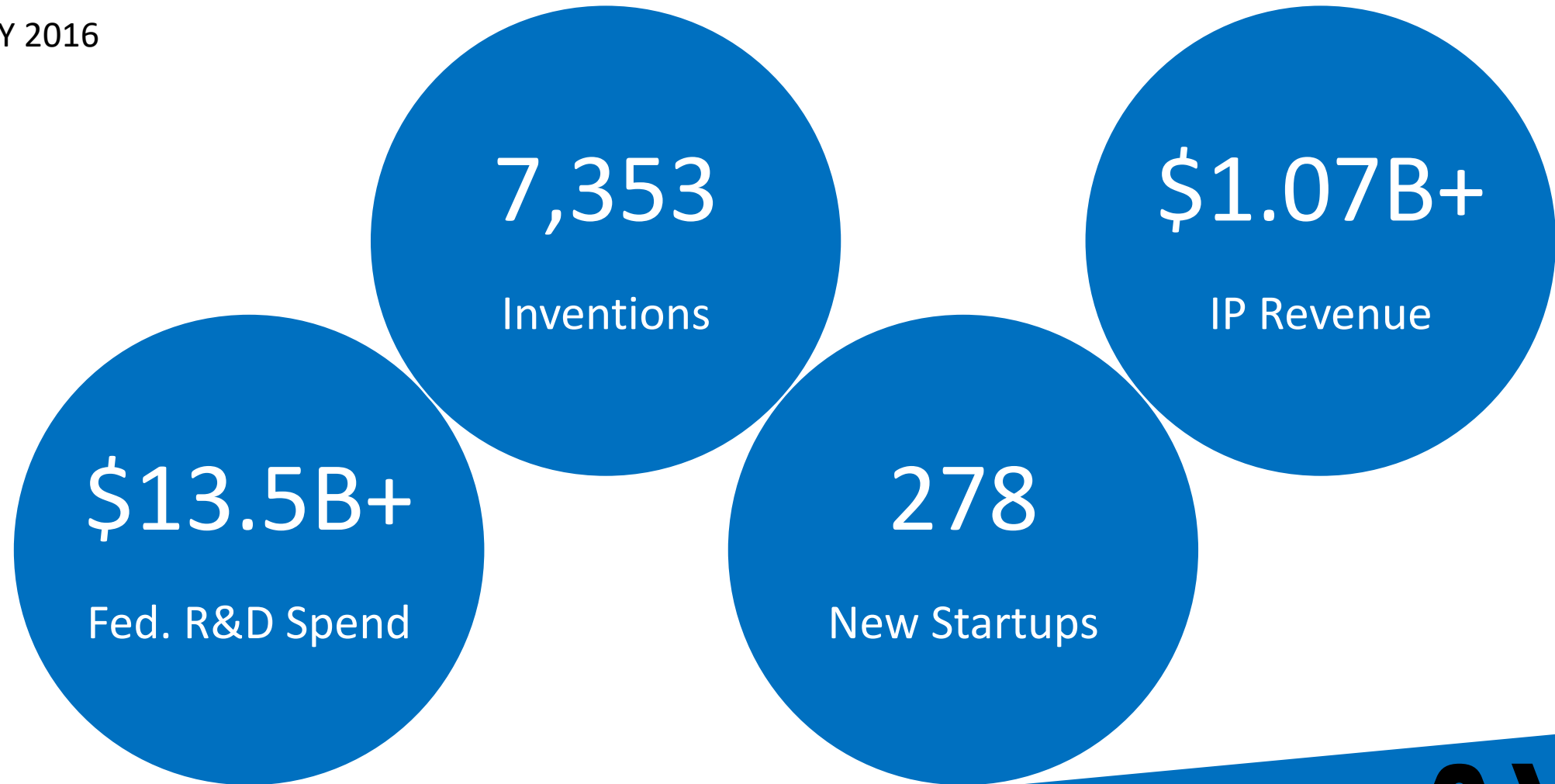
Ahmet-Hamdi Cavusoglu
Director

AVX Partner Institutions



Annual Innovation Output of AVX Institutions

in FY 2016



What Inspired AVX?



- AVX is a Non-Profit Cooperative Exchange of Leading US universities
- 2016: first time more revenue is generated from startups than “traditional” licensing
- Top institutions now show their best innovations first to their best entrepreneurs
- **Challenges to spinning off a university R&D into a start-up – ‘Talent Valley of Death’**
 - Mismatch: a great pharma innovation cannot match with a cyber entrepreneur
 - Bottleneck: not enough “fundable” entrepreneurs/opportunities
 - Priority: team-building / match-making is neglected when ‘fires’ need to be put out

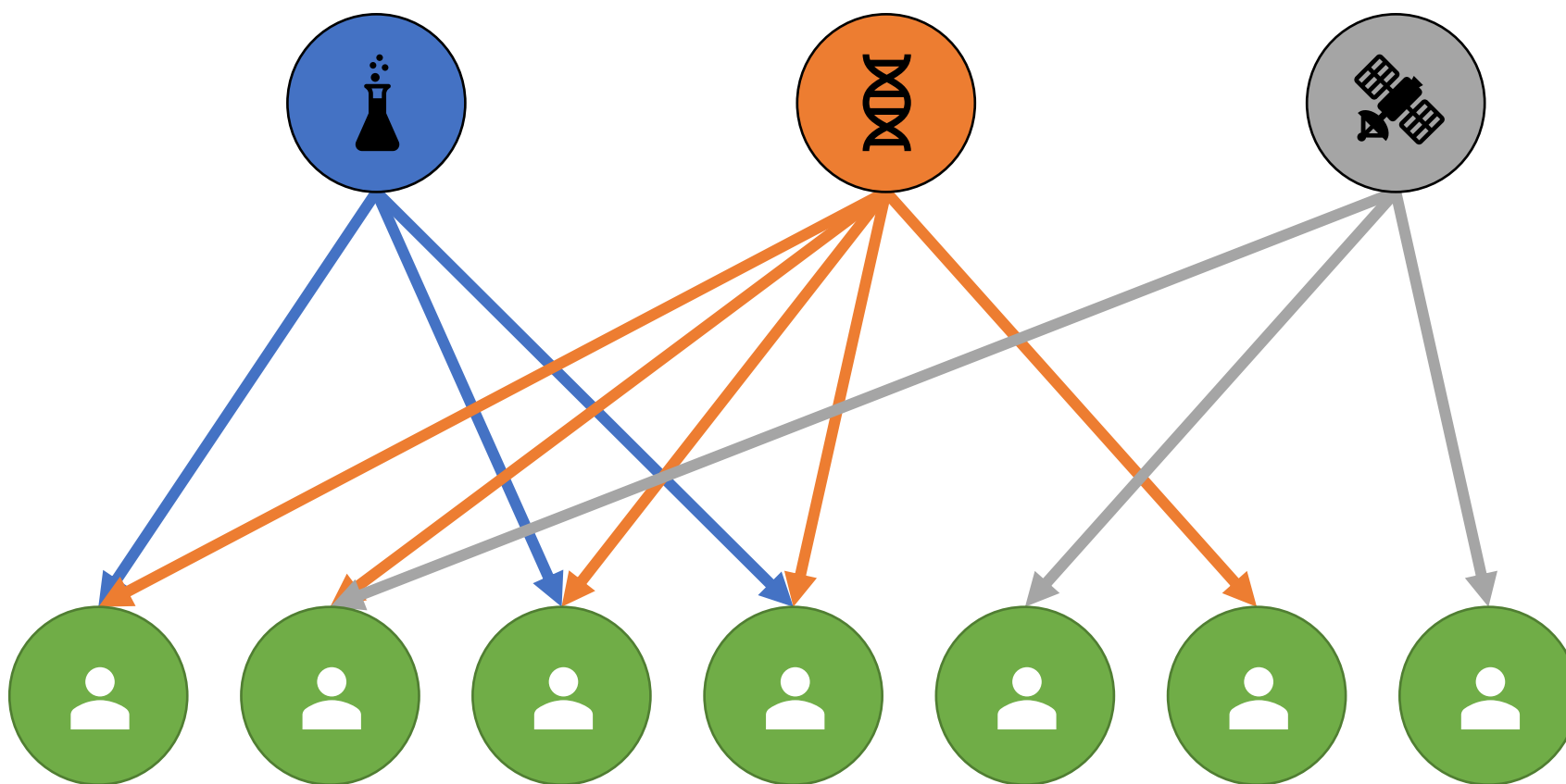
Solution: pool innovation assets (start-ups, entrepreneurs, investors) into a network

So what is the Academic Venture Exchange?

- Consortium of America's preeminent research Universities
- **Objective**: improving research-driven start-up teams
Solving the 'talent valley of death'
- Connecting **ventures** with **entrepreneurs** and **investors**

AVX Process

Suggestions



Hi [Redacted]

Based on your background and skill set, I think you should check out WNT Scientific from Columbia University.

WNT Scientific

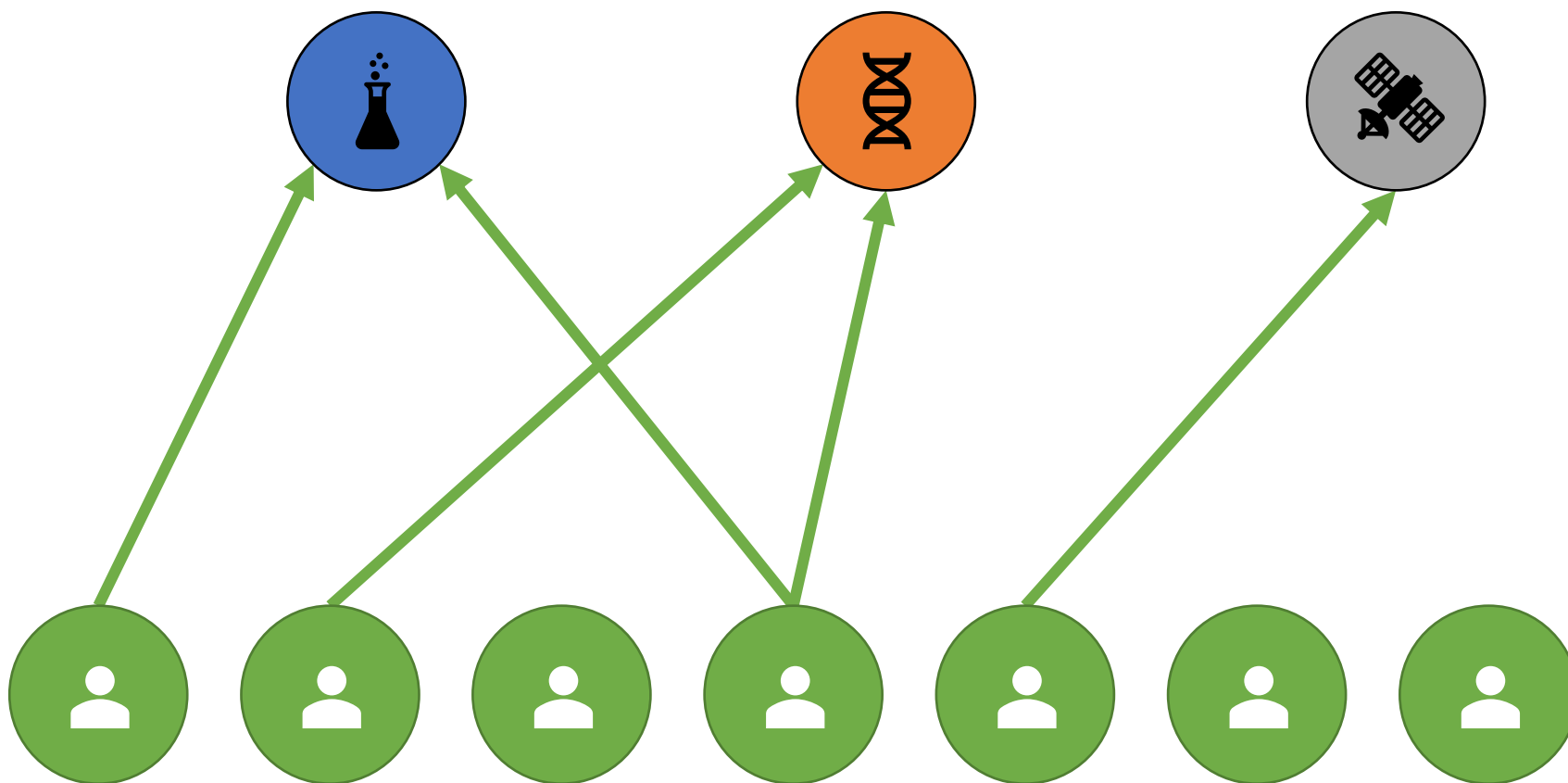
Decline

Connect

Wnt Scientific is a pre-clinical stage biotechnology company that aims to therapeutically harness endogenous fibrocartilage stem cells to regenerate the temporomandibular joint. Our approach offers the promise of a minimally invasive, local regenerative treatment for TMJ osteoarthritis that alleviates pain and restores function.

AVX Process

Introductions



Hello [redacted]

Introducing you to [redacted] a member of the [AVX](#) network. [redacted] is interested in learning more about Molecular Decisions and how to help. We are beta testing an AI assistant to help with scheduling calls and follow-up.

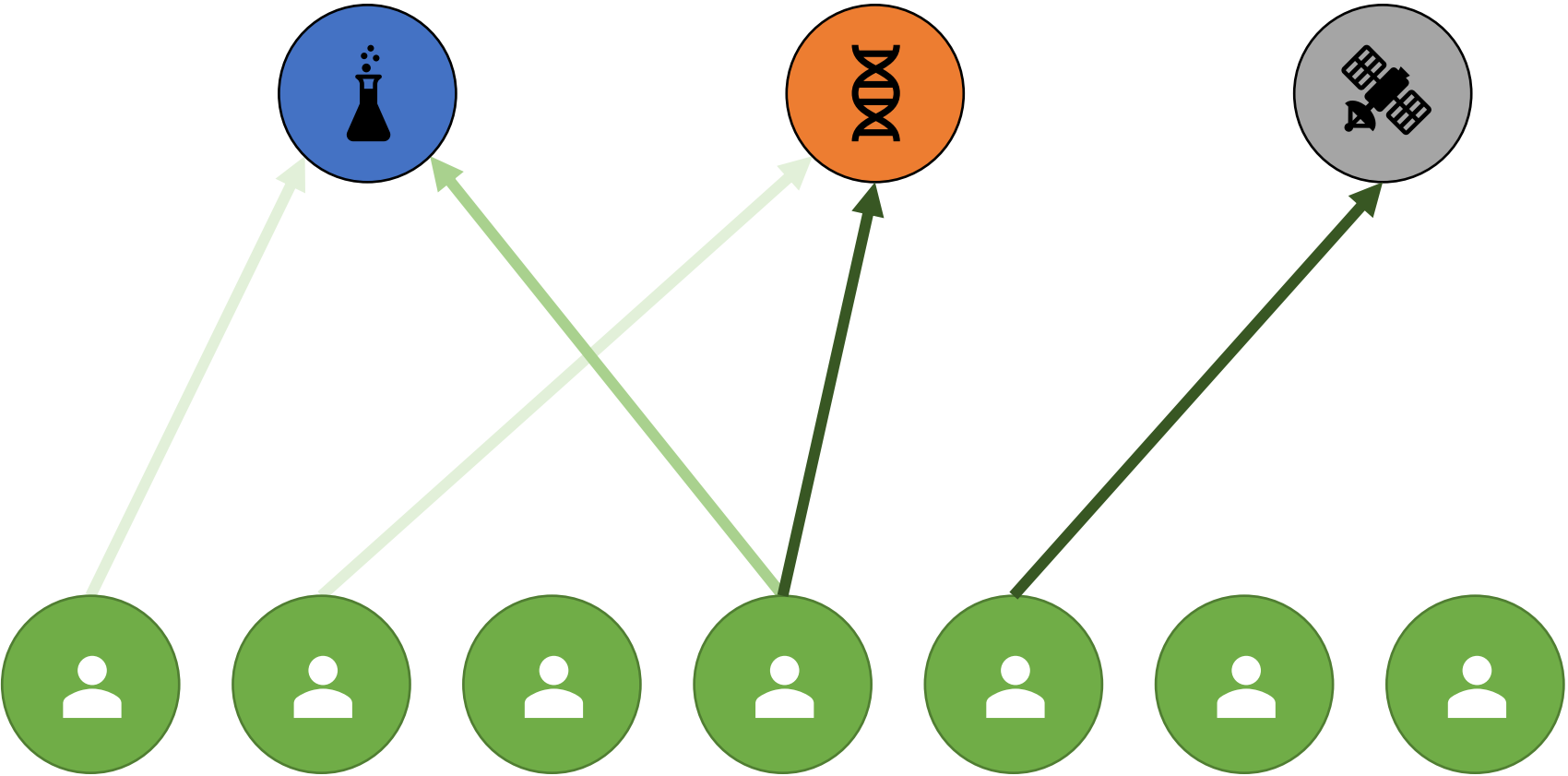
Hello [redacted]

[redacted] will be able to tell you more about Molecular Decisions.

Molecular Decisions

AVX Process

Tracking



Hi [redacted]

I hope this email finds you well! I am reaching out to collect feedback on your recent conversation with the Surgical Innovation Associates team from Northwestern University. This should take less than one minute. Please click on one of the three options below



Thank you for your time and feedback! – Hamdi

How Does AVX Create Connections?

Step 1: Lead Generation E<>V

- Suggestions based on profile of Entrepreneur and Venture
- **CURRENTLY: 10 Connections per day**
- Email sent if suggestion seems reasonable and well-timed

Step 2: Contact Entrepreneur About Venture

- Introduction to venture, including link to venture on avx.io
- **Web-traffic indicative of 60-80% click through**
- Entrepreneur must consent to introduction

Step 3: Make Introduction

- E-mail sent introducing Entrepreneur and Venture Contact (with bio links)
- Venture Contact must acknowledge for tracking

Step 4: First Contact

- 2-4 week holding period as first non-confidential conversation takes place
- Occasional shepherding of first conversations for ventures/entrepreneurs
- Follow-up email sent after holding period

How Does AVX Track Connections to the End?

Step 5: Follow-Up Email

- Follow-up with entrepreneur to confirm discussion took place
- Solicit feedback from entrepreneur on venture opportunity
- Confirm if the conversation was positive and on-going

Step 6: Multiple Dialogs

- Discussions progress beyond introduction as a dialog develops
- Solicit feedback from venture on the value of the evolving dialog

Step 7: NDA/Negotiations

- Either venture or entrepreneur indicates that an NDA is put in place
- Negotiations proceed with occasional AVX check-ins to confirm status

Step 8: Match or Closed

- **Matches are recorded**
- **Near Misses are logged**
- **High Value Discussions are noted**

Value Proposition of AVX

- For Entrepreneurs, Investors, & Corporate Business Development:
 - Up-to-date access to a growing number of university ventures seeking feedback, leads, co-founding entrepreneurs, funding
 - Facilitated introductions to tech transfer offices and affiliated campus innovation resources
- For Faculty, Researchers, Founders, & Technology Transfer Offices:
 - Access and introductions to business leads and fundable co-founding CEO's
 - Sources from collective rolodex of participating institutions
 - Referred and vetted