

The Academic Venture eXchange



AVX

What is AVX?



The AVX Team

Executive Board



Karin Immergluck



Nichole Mercier



Orin Herskowitz



John Pyrovolakis
Chair



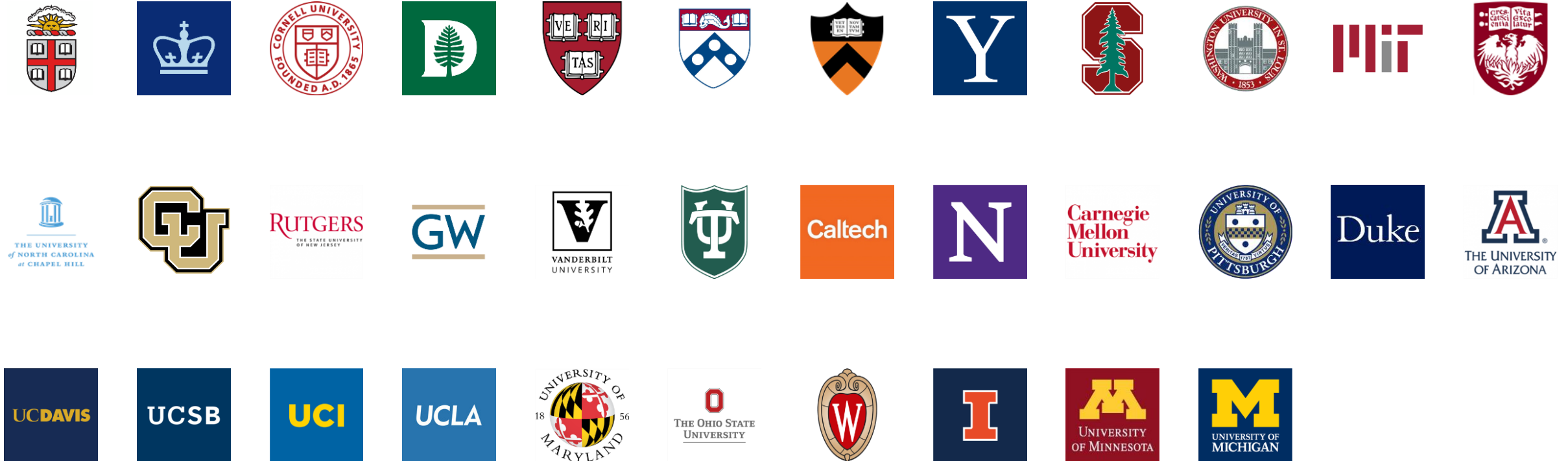
Jon Soderstrom



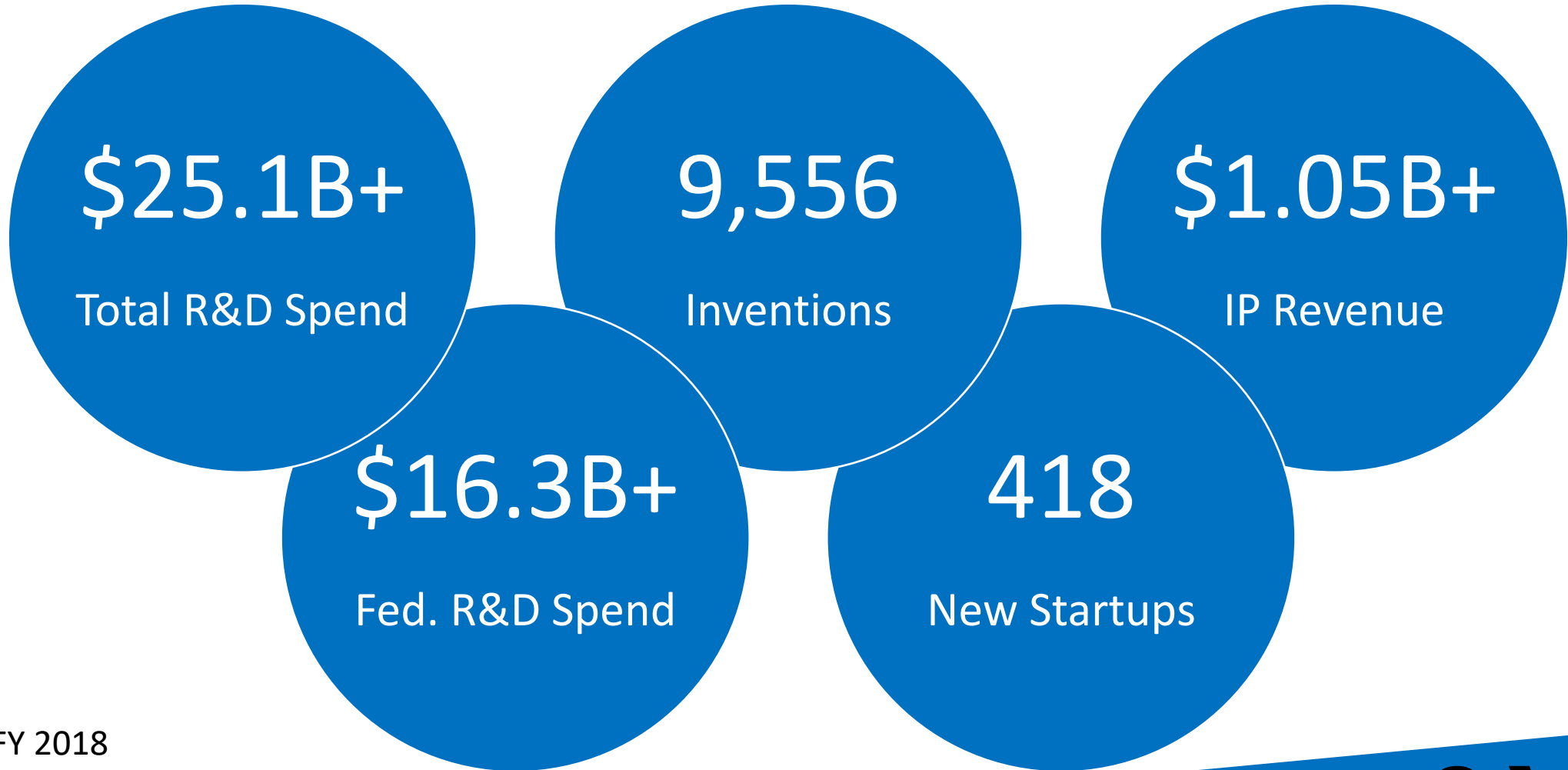
Ahmet-Hamdi Cavusoglu
Director



AVX Partner Institutions



Annual Innovation Output of AVX Institutions



in FY 2018

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

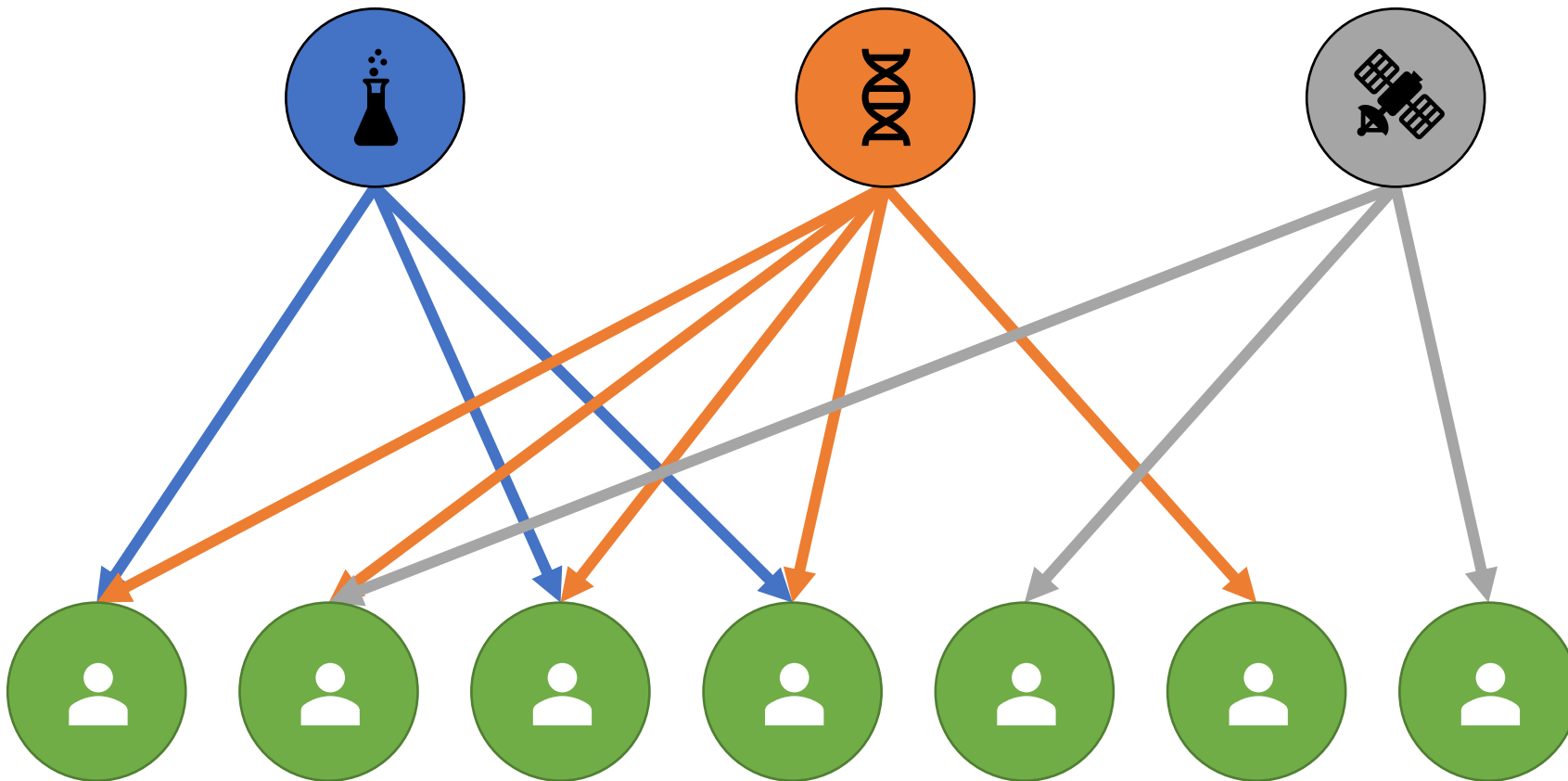
Solution: pool innovation assets (start-ups, entrepreneurs, investors) into a network

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



AVX

Hi [Redacted]

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

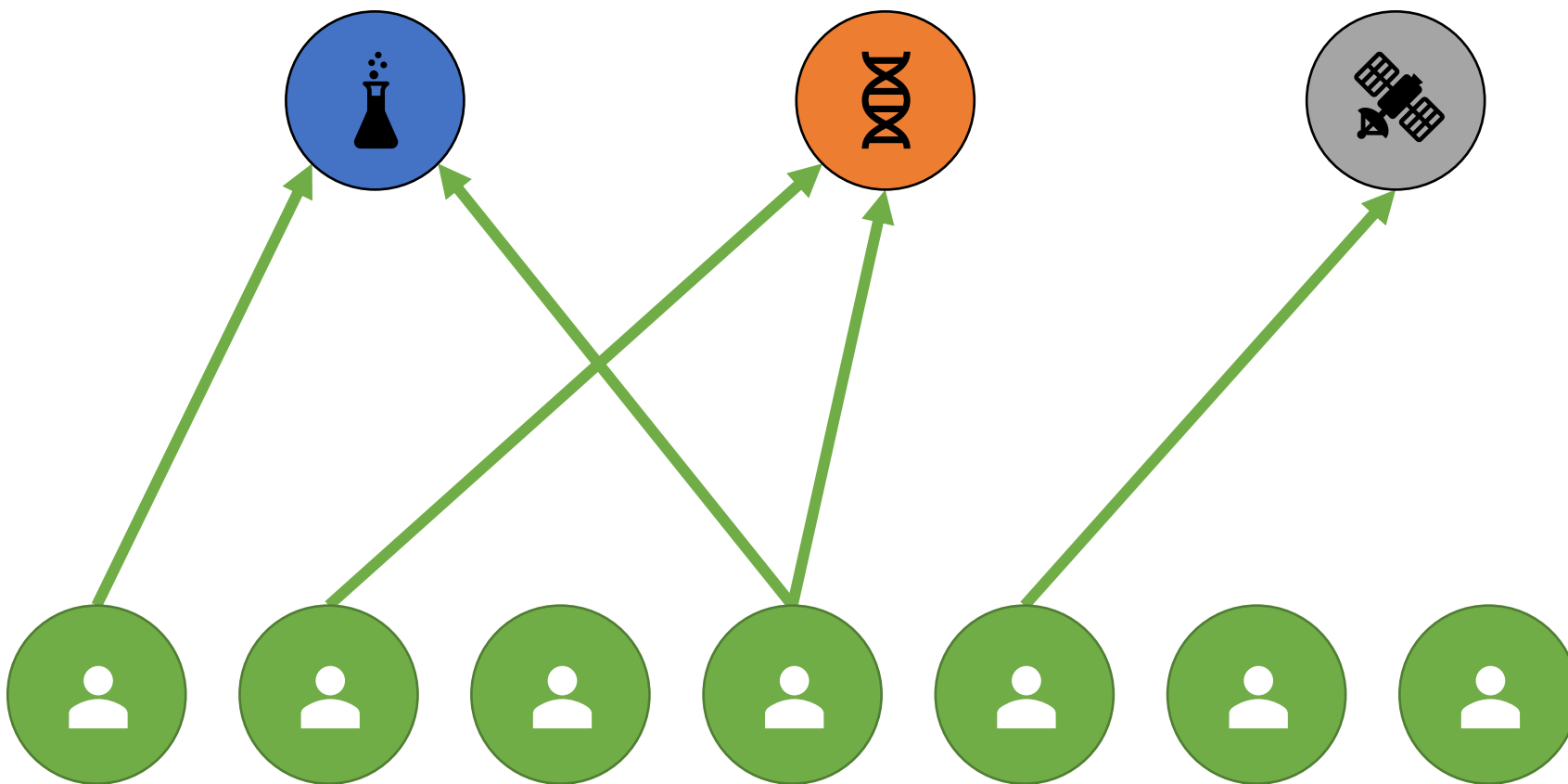
WNT Scientific

[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

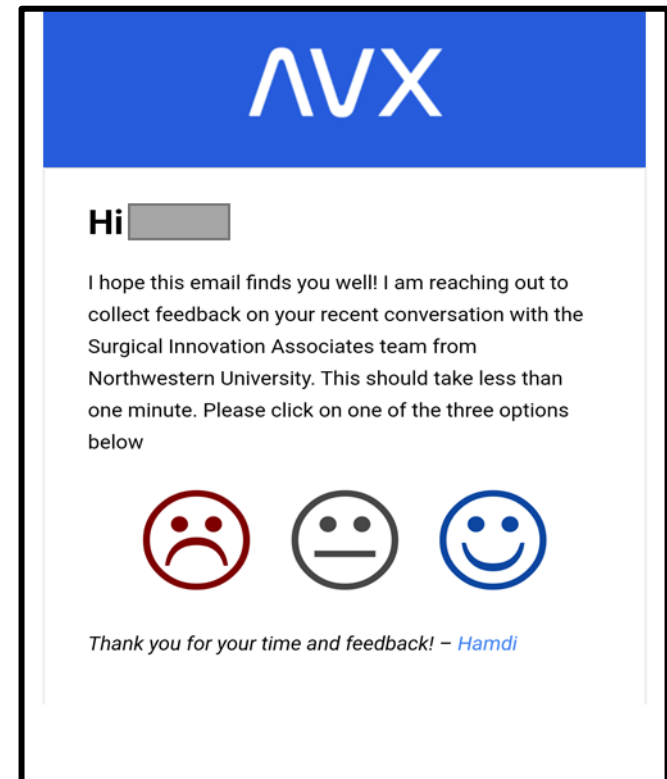
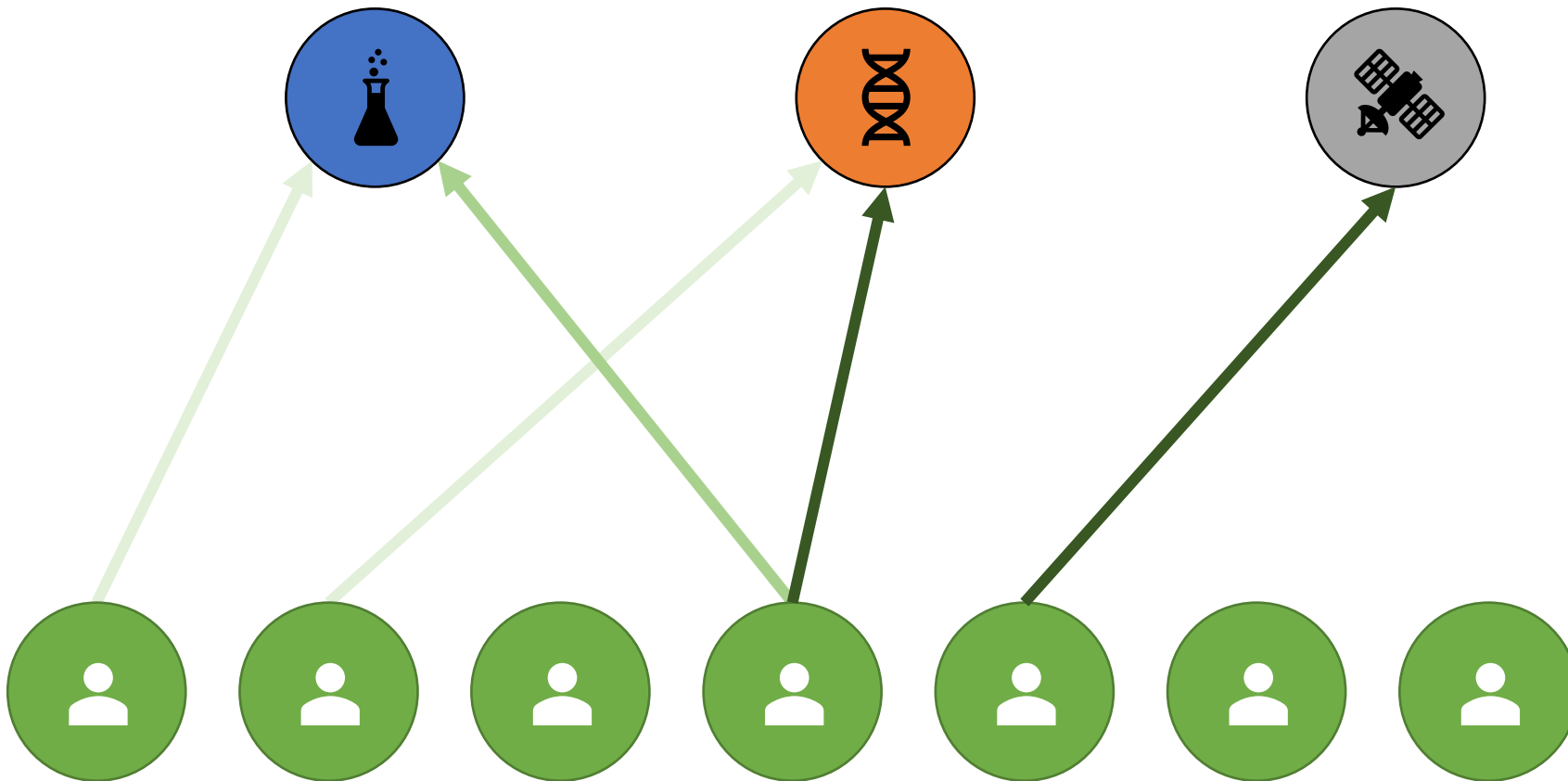
Introductions



The screenshot shows an email interface with a blue header containing the AVX logo. The main body of the email contains two paragraphs of text, each starting with "Hello" followed by a greyed-out name. The first paragraph introduces a member of the AVX network and mentions an AI assistant for scheduling. The second paragraph states that the recipient will be able to tell more about Molecular Decisions. At the bottom, there is a dark button labeled "Molecular Decisions".

AVX Process

Tracking



How Does AVX Create Connections?

Step 1: Lead Generation E<>V

- Suggestions based on profile of Entrepreneur and Venture
- **CURRENTLY: 20 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