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UNIVERSITY TECHNOLOGIES
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EVOLUTION From Innovation to Industry

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Company Creation One Way to Maximize Value for our Researchers

University Technologies International is currently building our company creation support team and related programs. UTI's company creation strategy will focus primarily on the development of start-up or spinoff companies. This initiative is the logical next step towards generating greater sustainable economic benefit for our researchers, the U of C and our local community.

There are nine key elements to our company creation capability. We will be rolling these elements out over the next few months:

- Company-in-a-box - UTI will develop consistent governance structures, employment agreements, business plans, etc. to support start-ups.
- Education and Coaching
- Pool of Advisors
- Industry Counsels
- CEO Roundtables
- Infrastructure - UTI will work with its partners to utilize existing infrastructure including the Alastair Ross Technology Centre and the Research Transition Facility.
- Pre-Seed Company Development Fund - Up to \$500k per annum for prototype development, market development, product development and company start-up expenses.
- Executive-in-Residence Program
- Haskayne School of Business MBA Entrepreneurship Development Program

As part of this new initiative, UTI is pulling together a dynamic team to execute this bold new vision. Dr. Alykhan Nanji plays an integral role in driving the development of new spin out companies as our first Executive in Residence. Alykhan is a Canadian General Internal Medicine specialist with a Masters in Public Health from Harvard and an MBA from Wharton.

Becky Wong also recently joined the Company Creation Team as Associate, Portfolio Development. Becky will be focusing on developing the Alberta Innovation Investment Partnership Seed Fund and some of our associated programming. She received her MBA from McMaster University; and an MSc in Biochemistry and Molecular Biology and a BSc in Cellular, Molecular, Microbial Biology, both from the University of Calgary.

The Company Creation initiative is currently being headed up by our President & CEO, Paul Cataford. Helen Shannon, Peter Santosham, Cheryl Whyte and Shannon MacMillan will round out the company creation team, offering their various areas of expertise to the projects.

For more information on this important initiative, please contact Paul Cataford at cataford@uti.ca.

NEW COMPANY CREATION TEAM MEMBERS:
BECKY WONG, ALYKHAN NANJI, PETER SANTOSHAM



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Myth:

Universities have a lot of potentially commercializable technologies which are not getting out of the university to industry.

Facts:

- Universities are designed to conduct primary, fundamental or often called "curiosity-driven" research meaning that findings or discoveries are not always easily commercialized.
- Often, research discoveries can take up to 5-10 years to commercialize, lagging research spending.
- U of C and UTI are industry leaders in commercializing technology.

SAIP Network Hosts Annual Conference: The Future of Information Security



The Future of Information Security is a timely and relevant topic, impacting the way we do business on a daily basis. The Southern Alberta Intellectual Property Network with its members, UTI

/ University of Calgary, Mount Royal College, Red Deer College, and SAIT Polytechnic, all came together on April 20 to host its first annual conference, focusing on the future of information security.

The Annual Conference, held at Mount Royal College, showcased innovation issues related to the future direction of the information technology and security sector. Tom Keenan, U of C Professor in the Faculty of Environmental Design, kicked off the morning with his keynote address on the Power of Information. Topics ranged from IT Security Challenges and Solutions, to How to Plan and Ride the Tsunami of Information Security.

We would like to thank the following speakers for taking the time to share their ideas and expertise:

- Peter Kehler, Director, Information Systems and Dr. Brandon Beierle, Manager, Centre for Innovative Information Technology Solutions, SAIT Polytechnic.
- Dr. Michael Jacobson (Department of Computer Science) and Dr. Alex Lvovsky (Department of Physics & Astronomy), University of Calgary.
- Det. Brad Martin, Calgary Police Services & Cpl Allen LaFontaine, RCMP.
- Doran J. Ingalls, Lawyer, Fasken Martineau.
- Frances Newbigin, Software Practice Manager, Sun Microsystems Canada.
- Elaire Frenette, Web Services Manager, Red Deer College.

- Gerrit Nel, Managing Consultant, Security / Identity and Privacy Practice, Information Technology Services Americas, Global Services, IBM.

If you were unable to attend the conference but are interested in the presentation material, please visit <http://www.saipnetwork.ca/seminars/past.asp>.

Whether you are a researcher or potential industry partner interested in utilizing SAIP Network services or engaging the SAIP Network in a new project, we are interested in connecting with you. For more information on the SAIP Network visit the new Web site at www.saipnetwork.ca or contact Joann Priestley, Manager - SAIP Network, at 270-2446 or priestley@uti.ca.

"Topics ranged from IT Security Challenges and Solutions, to How to Plan and Ride the Tsunami of Information Security."

The SAIP Network has been formed to draw on the collective knowledge of its members in the area of intellectual property mobilization. This collaboration will increase the benefit to Albertans of our growing investment in research. The Network works together to enhance technology commercialization projects by extending value-added services from our institutions, to those in the Network and to industry partners.

Thank you to our funding agencies, NSERC, SSHRC and CIHR.

SAIP Network members include: UTI/University of Calgary, SAIT Polytechnic, Red Deer College, and Mount Royal College.

Technology in Profile

Protein Visualization Technology – Money and Time Saved in the Lab



Technologies which enable researchers to save time and money in the lab are invaluable. Methods which increase the throughput of existing techniques are very valuable from both a research

as well as a commercial perspective. Dr. Raymond Turner and Dr. Robert Edwards in the Department of Biological Sciences at the University of Calgary have developed a novel technique for the visualization of proteins. The Haloalkane Spectroscopy Probe has been developed as a complement to current procedures for separating and detecting proteins.

This technology is based on UV-induced reactions between trichloroethanol and tryptophan residues within the protein. The Haloalkane Spectroscopy Probe enables the user to view the results of one- and two-dimensional protein gels within five minutes, saving hours of time and money spent working with defective proteins/gels. Traditional methods take upwards of four hours to obtain results. The process also eliminates background stain associated with more conventional visualization techniques, enabling higher resolution and more reliable spot picking for identification. Sensitivity limits are more favourable than some other techniques, allowing for the detection of proteins at low concentrations.

This product is currently available for licensing. For more information, please contact Joel Goertz at goertz@uti.ca.

In the Spotlight

Dr. Francis Green and Dr. Samuel Schürch



Acute asthma can be a life-threatening illness. Many asthmatics will require emergency room treatment during their lifetime, and approximately 1-2% of asthmatics with severe asthma will die during an attack. Retrospective studies have indicated that 80% of these individuals die within one hour of the onset of their attack, too soon for them to receive appropriate medical attention. Acute asthma is especially difficult to treat because airways are obstructed by a combination of broncho-constriction and mucous plugs, such that therapeutic aerosols are not able to penetrate these constricted airways. Consequently, the most obstructed airways receive no treatment and a majority of the therapeutic aerosol goes to airways that are already open. An effective treatment that can solve these problems has the potential to save lives.

Dr. Green and Dr. Schürch with the Faculty of Medicine at the University of Calgary are dedicated to researching this issue. They have developed a therapeutic formulation comprising several compounds that act

synergistically to alleviate asthmatic symptoms. The nature of the formulation allows it to more effectively penetrate the mucous plugs found in severe asthma and deliver therapy where it is needed most.

Dr. Samuel Schürch is a biophysicist interested primarily in the lung surfactant system and its mechanical properties. He has contributed substantially to the understanding of the interrelationship between lung structure and lung surface tension. He has been with the U of C since 1985 as a member of the Department of Physiology and Biophysics.

Dr. Francis Green is a member of the Department of Pathology & Laboratory Medicine and is Section Head for the Autopsy Pathology for Calgary Laboratory Services. He has been with the U of C for 20 years. During this time his contributions to the study of lung disease have been extensive.

Their work is making a significant difference in our community and beyond. For more information on Dr. Green and Dr. Schürch's work, please email fgreen@ucalgary.ca or schurch@ucalgary.ca.

Myth:

Technology Transfer Offices can make it difficult for industry to get access to unique discoveries. Why does it take so long?

Facts:

- There is a lot of “packaging work” that needs to be done before a technology may be transferred.
- The expertise available through a technology transfer office, such as UTI, actually ensures that the process of transferring technologies out of a university environment occurs efficiently and effectively.

Out and About

If you missed us at the following...

VenturePrize Awards	Paul Cataford	March 6
EEDC Annual Luncheon	Paul Cataford.....	March 22
STIC Gala Event	UTI Staff	March 30
TechMed	Kevin Casement	April 4
U of C Graduate Students Association	Kevin Casement	April 6
SAIP Network Annual Conference	UTI Staff	April 20
Research In Action	UTI Staff	April 20

Then hopefully you can catch us at...

Gala Event Recognizing Bill Cochrane	UTI Staff	May 17
iCORE Summit	Paul Cataford.....	May 25

Visit our Web site (www.uti.ca) for event updates.

The Last Word

UTI conducted a client survey in March to gather feedback from U of C researchers on the services we are offering and the process of commercialization. We appreciate the feedback we received and are always open to ongoing input. If you did not have an opportunity to complete the survey, give us a call to let us know your thoughts. Early survey results show that we have work to do on campus, outlining how and when to commercialize discovery of new inventions. We are developing a broad suite of programs to help build awareness and educate our clients, the researchers, on this valuable opportunity to give a potentially substantial return to the community.

As part of our ongoing development and rebuilding process, we are excited to have recently welcomed five new staff members to the UTI team including Jane Churchill, Dr. Sabina Bruehlmann, Dr. Alykhan Nanji, Becky Wong and Kristen Zacharias.

In addition to staff changes, our Board of Directors is transitioning to a new chairman. After six years of bringing dynamic vision to UTI, Dr. Bill Cochrane is stepping down as Chairman but remaining as a Director. Dr. Cochrane has been on UTI's board since February 1992 and became chairman in November 1999. Christopher Robb assumed the role of Chairman of the Board on April 1, 2006. Mr. Robb has been on the UTI board since 2001 and is currently the managing director of Traction *Capital* Ltd. We welcome him and look forward to moving UTI forward under his direction.

We look forward to continuing to work with you on your commercialization projects. Have a great summer, until we reconnect in the fall. ~ Paul (cataford@uti.ca)

UTI Staff

We would like to hear from you. Please contact any of our staff with your inquiries, thoughts or insights.

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Company Creation Team

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Associate - Portfolio Development

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Haskayne School of Business MBA Intern

Open, Executive in Residence - Physical Sciences (IT, GPS)

Open, Executive in Residence - Life Sciences, Pharmaceuticals

Open, Haskayne School of Business MBA Intern (x2)

Administrative Team

Cheryl Whytewhyte@uti.ca
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Kristen Zachariaszacharias@uti.ca
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If you are interested in applying for one of the open positions, please contact Alex Tayler for a detailed job description.



UTI STAFF



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