



Teri Willey

KPIs and Metrics

What it is
about



The Better World Report

The Positive Impact of
Academic Innovations
on Quality of Life

2010 Edition
www.betterworldproject.net

Association of University Technology Managers

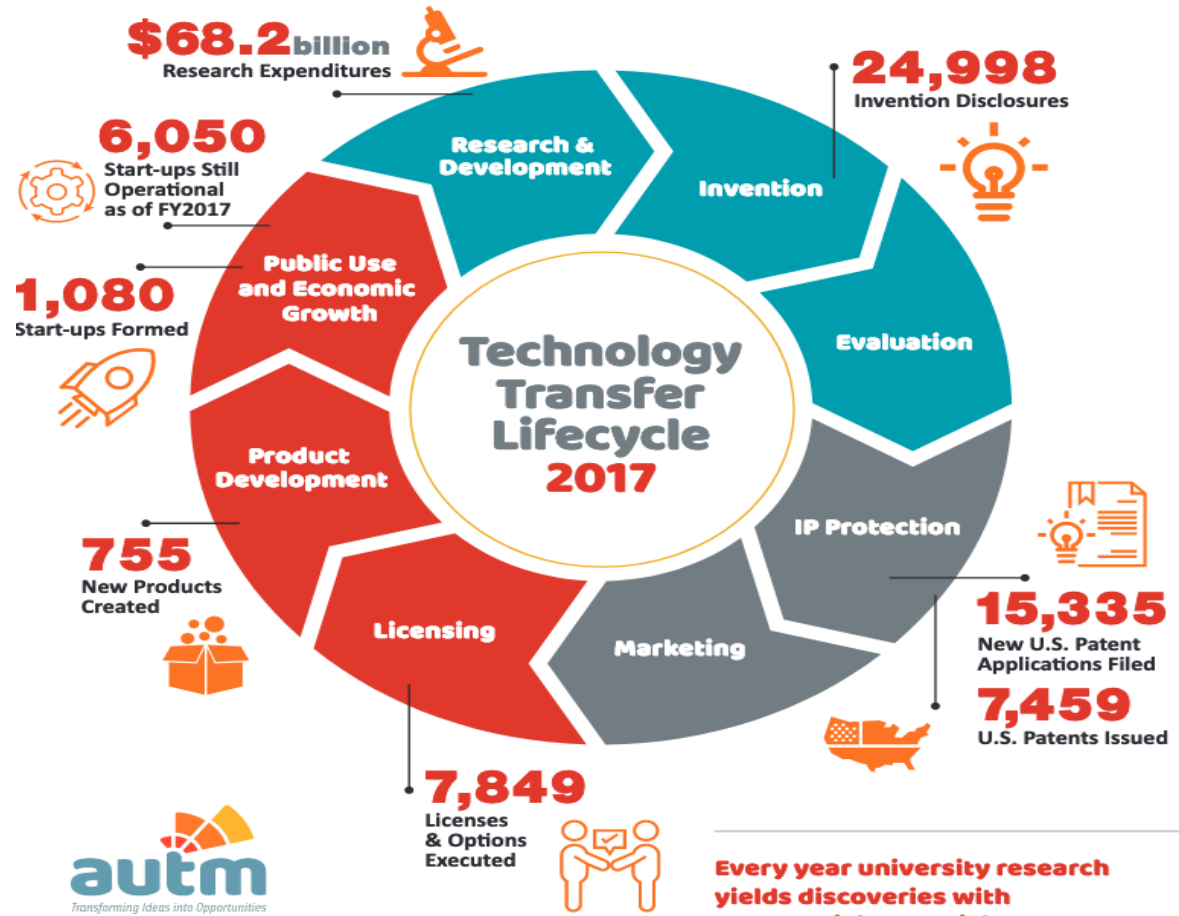
Special Edition
30th Anniversary of Bayh-Dole

30 BAYH-DOLE
Driving Innovation

The cover features a person standing on a rocky mountain peak with their arms outstretched, set against a backdrop of a vast mountain range under a cloudy sky. A blue rectangular box highlights the person's arms. At the bottom, there are three small inset images: a group of people in a meeting, a person in a wheelchair, and a woman holding a child.

AUTM metrics

Benefiting Society and the Economy academic technology transfer for 2017



what we can
measure in real
time...

many good
deals to many
good metrics

Many Good Deals

Mission

We are here to see that important discoveries at Mount Sinai reach patients by doing many good deals resulting in healthcare products and services for the benefit of patients and partners.

We do this through dissemination of expertise, results of research and scholarly activities through commercial channels via...

- Developing and managing strong relationships (faculty, industry, investors, teams, colleagues and peers);
- Developing deal ready assets (IP, market understanding and more);
- Negotiating and signing many good deals (licenses and industry collaborations) and
- Capturing a fair return for Mount Sinai through license revenue, research funding and efficient operations for further investment in research and teaching.

Performance Objectives

All in support of our mission:

- Increase the potential for future income by developing deal ready assets and many good deals
- Increase current income through good post deal management
- Increase efficiency and control costs through good process management
- Enhance the reputation of Mount Sinai and Mount Sinai Innovation Partners through good performance communications and mitigation of risks

Setting Objectives

Each individual and team will develop objectives, which address the mission, guiding principles and performance objectives.

- Individual and team objectives will be drafted and discussed as part of our performance evaluation process in December
- Refined in individual and team meetings in January
- Revisited in individual and team meetings in June/July
- Reviewed in December and recast for the next year

Mount Sinai Innovation Partners

Mission & Objectives

July 15, 2013

Many Good Deals

"Many" because what we do is a portfolio play where it is difficult to know which ideas will ultimately be successful. So, we need to make many good bets.

"Good" meaning a deal that has the potential to positively impact patient care and society, deliver a financial return to Mount Sinai and build partnerships with our Mount Sinai innovators as well as our commercial partners.

"Deals" because we won't accomplish our mission of benefit to patients unless there is a commitment from Mount Sinai and our commercial partners to go at risk to development products and services. The deal, or license, equity or collaborative research agreement is robust evidence of this commitment.

A Fair Return

In doing good deals we also take responsibility to capture a fair and positive financial return for Mount Sinai. This return provides funds for investment in research and teaching as well as incentives to academics to participate in dissemination of ideas, for the benefit of the public, through commercial channels.

Performance Metrics - Cambridge Enterprise May 19, 2006

Introduction

The proposal to incorporate Cambridge Enterprise as a company, wholly owned by the University, includes a provision that the arrangement be reviewed in five years. Thus far, this review is couched simply in terms of Cambridge Enterprise being on course to financial self-sufficiency in ten years. This note sets out more detailed criteria, in particular metrics, by which the progress of Cambridge Enterprise can be assessed.

Cambridge Enterprise is neither an academic department on the one hand, nor a strictly commercial entity designed to maximise financial return on the other. It should be judged on a range of criteria which reflect its complex mission of using commercial channels to facilitate knowledge transfer for the benefit of society.

As set out by the University, and in the following order or priority, the mission for Cambridge Enterprise is to:

- aid the transfer of knowledge from the University via commercialisation,
- aid staff and students in making their ideas more commercially successful, and
- produce a financial return for inventors, departments and the University

The way the mission is carried out under each item includes:

(i) aid in the transfer of knowledge from the University via commercialisation

- Encouraging disclosure of commercially viable innovations
- Securing intellectual property (IP) protection (patents and copyrights) when required for commercialisation
- Proof of concept support for commercially promising innovations
- Licensing transactions with existing or new companies
- Creation and/or support of new ventures for commercialising University IP through incubation and access to capital

(ii) aid staff and students in making their ideas more commercially successful

Even at this stage we are a long way for impact

134

Opportunities reviewed

21

Investment Committee Proposals

14

Investment Commitments

\$2.9M

Invested in 9 companies

\$21.75M

Amount of funding our portfolio companies raised in syndicated rounds with our fund



where the
money comes
from and
where it goes –
tell the story

