Office of Strategic Initiatives

Dr. Leslie Hudson
Vice Provost

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Revenue and Expense Drivers

- Major revenue sources
  - Teaching and training
  - Research and intellectual property
  - Gifts
- Commercialization and industrial partnership
- Optimizing the expense line and leveraging Penn’s buying power

Research Investment

- $700 million in awards; 2Q04 $357 million
- Investment on average $400 million per annum
- ~70% in research areas with potential commercial applications
- 80% in biomedical inventions
Technology Transfer Revenue & Capital

- Capital Funding for 19 Start Up Companies
- BioAdvance Innovation Philadelphia: $6.0
- BFTP: $0.6
- SBIR: $5.0
- NTI: $2.5
- SRA: $8.5
- GSK: $10.1
- Materials: $1.0
- Consulting: $0.6

FY03-2Q04

Total Expenses: $7.5 million
Total Capital & Revenue: $94.0 million

Closing a Critical Gap in Value Chain

- Translational Research Fund
- Lead pre-clinical data transition
- Proof of concept
- Phase II ab transition

Idea

- Grant Funding
- Increasing Gap
- Capital for Commercialization

Product

Sellers
Enablers
Buyers

Transforming Our Relationships

- IBM
- Life science research, grid computing, eLearning and major gifts
- University and Health System

Keystone Innovation Zone and Convergence Center

- Zone immediately adjacent to Penn and Drexel campuses
- Significant tax and development program advantages
- Partnership with Ben Franklin Technology Partners, BioAdvance, Innovation Philadelphia and Science Center
- Need serious out reach and marketing to commercial and industrial sectors
Potential for Major Keystone Innovation Zone

Science Center

Translational Research

Market Street
Chestnut Street
Walnut Street
Spruce Street

Civic Center

Post Office Lands