



UCLA Technology Development Group  
**INNOVATION MAGAZINE**

DECEMBER 2018 | V. 03

A Campus-wide  
Gateway to  
***Innovation  
Research &  
Entrepreneurship***

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A MESSAGE FROM  
 THE ASSOCIATE VICE CHANCELLOR, CEO & PRESIDENT

Happy Holidays!

In this edition of Innovation Magazine we feature our end-of-fiscal-year metrics. We are proud to report that we have had strong economic activity covering all areas of our responsibilities: Material Transfer Agreements, Industry Sponsored Research, Business Development and New Ventures.

We also have exciting news from UCLA's Innovation Fund: We are proudly announcing the winners of the 2018 Bioscience and MedTech Tracks.

In order to continue building a strong innovation and entrepreneurship culture on our campus, we intend to expand our reach and cross-campus collaboration with new programs such as a Faculty Fellowship Pilot (in collaboration with StartUp UCLA and the Vice Chancellor of Research Office), legal and business fellowships.

Recent reports reveal that LA is a hotbed for startup activity -- growing at the same rate as Silicon Valley. Our team works closely with new accelerators and venture capital firms to build a network that supports startup companies that emerge from UCLA, making Westwood a hub of innovation and entrepreneurship activity.

I'm delighted to introduce to you our two newest board members. Their combined expertise in business, science and knowledge of our campus serve as a significant resource for all of our activities. We are deeply grateful for their contributions!

I also wish to thank the TDG team. Their hard work, professionalism and dedication form the engine behind all that we do.



Sincerely,



Amir Naiberg  
 Associate Vice Chancellor, CEO and President

## NEW UCLA TDG BOARD MEMBERS

### The **Technology Development Corporation (TDC)**

is the UCLA TDG Board of Directors, comprised of distinguished UCLA faculty and executives from a range of industries, including biopharmaceuticals, engineering, finance, private equity, and venture capital. Board members provide guidance in making strategic investment decisions, oversight, and direction to TDG's activities. TDG proudly welcomes our **newest Board members**.



**Carl Gulbrandsen**  
Former Managing Director/CEO  
Wisconsin Alumni  
Research Foundation

Carl E. Gulbrandsen is the Emeritus Managing Director of Wisconsin Alumni Research Foundation (WARF). WARF is the patent management organization for the University of Wisconsin Madison. He has a Ph.D. in physiology and a J.D. degree, both from UW-Madison. Gulbrandsen was with WARF from October, 1997 until July, 2016. Prior to becoming its Managing Director in 2000, Gulbrandsen was WARF's Director of Patents & Licensing. Prior to his employment at WARF, Gulbrandsen was General Counsel of Lunar Corporation and Bone Care International. Both companies developed and commercialized technologies arising from research at UW-Madison. Gulbrandsen is Vice Chair and board member of the Morgridge Institute for Research. He also serves on the Board of WiCell Research Institute. Gulbrandsen is admitted to practice before the United States Patent and Trademark Office and served as a member of the Patent Public Advisory Council for the United States Patent and Trademark Office.

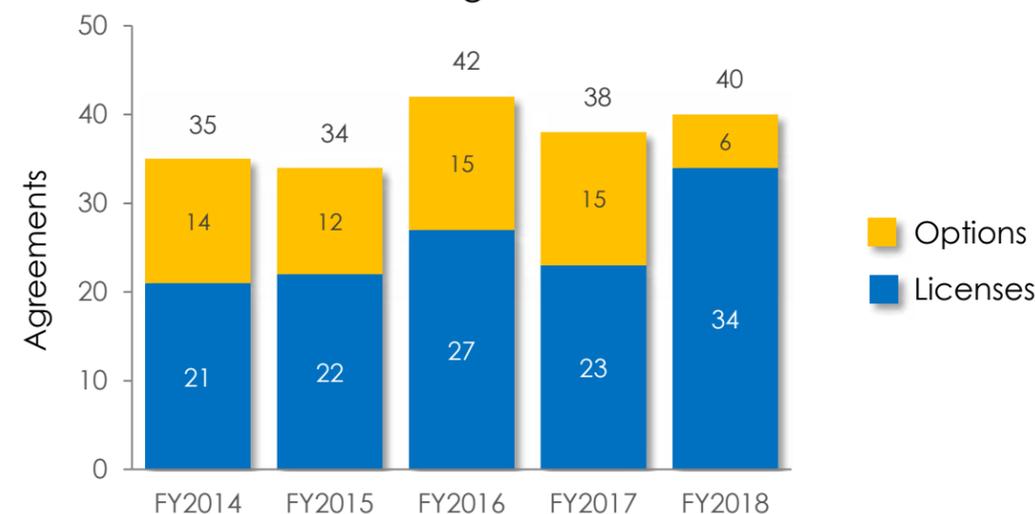


**Al Osborne**  
Interim Dean  
UCLA Anderson  
School of Management

Alfred E. Osborne, Jr., is interim dean of the UCLA Anderson School of Management, overseeing its key objectives to conduct essential research, educate students and serve the community. Previously, he served as the school's senior associate dean, overseeing such key initiatives as resource development, alumni relations, corporate initiatives and executive education. A professor of global economics, management and entrepreneurship, Osborne is also the founder and faculty director of Anderson's Harold and Pauline Price Center for Entrepreneurship & Innovation. His academic expertise and interests include social entrepreneurship and the development of a leadership approach that applies business models and methodologies to the nonprofit world. He holds four degrees from Stanford University, including a Ph.D. in business economics and an MBA in finance.

## LICENSING METRICS

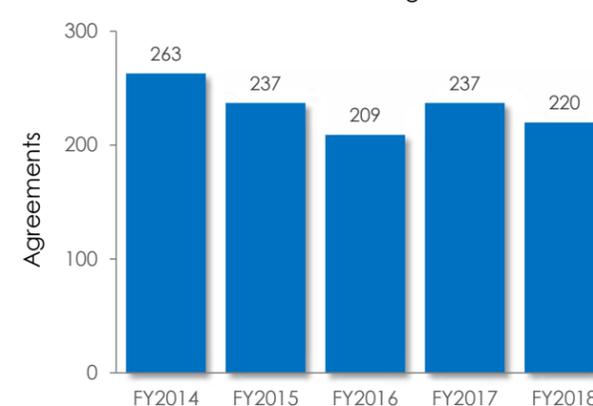
### Exclusive Agreements



### Licensing Income



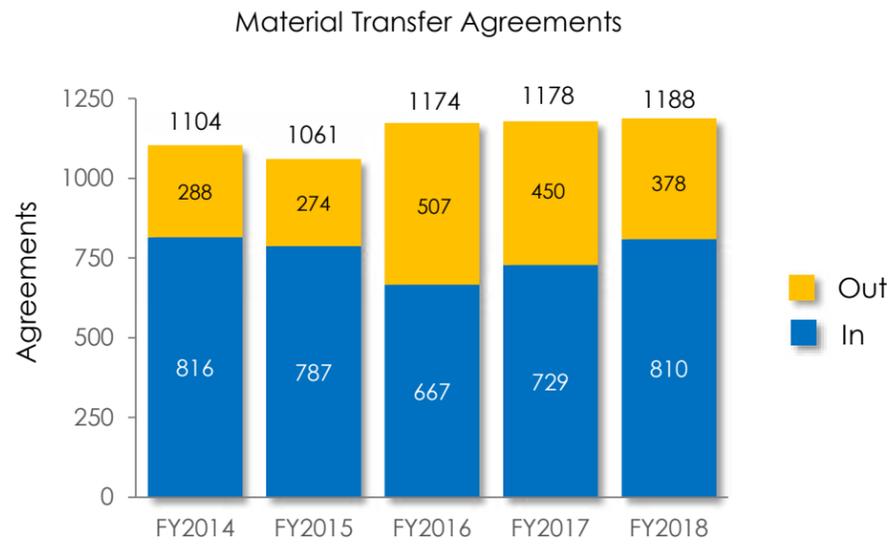
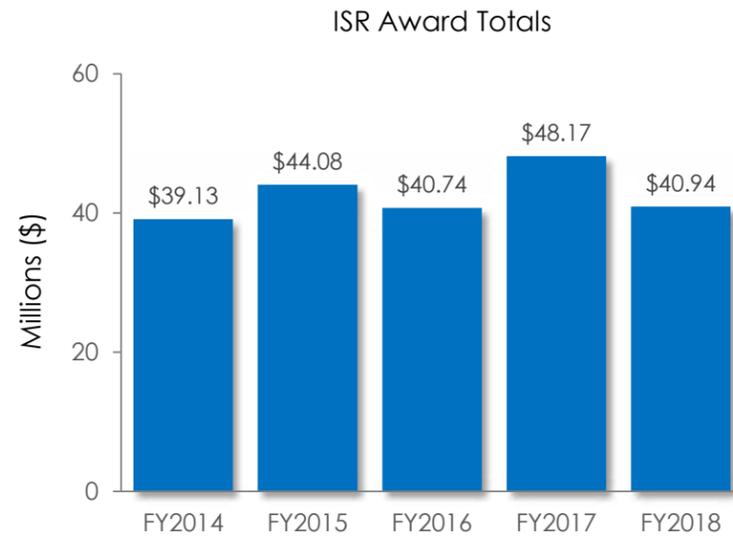
### Non-Disclosure Agreements



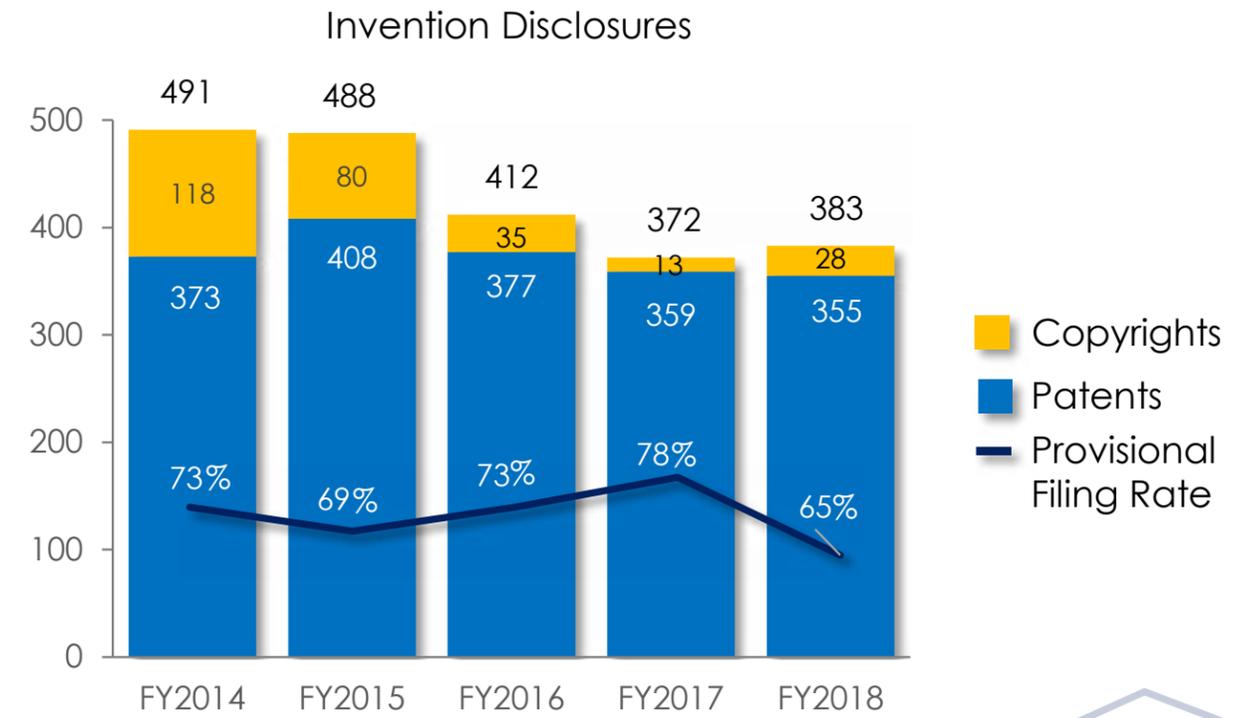
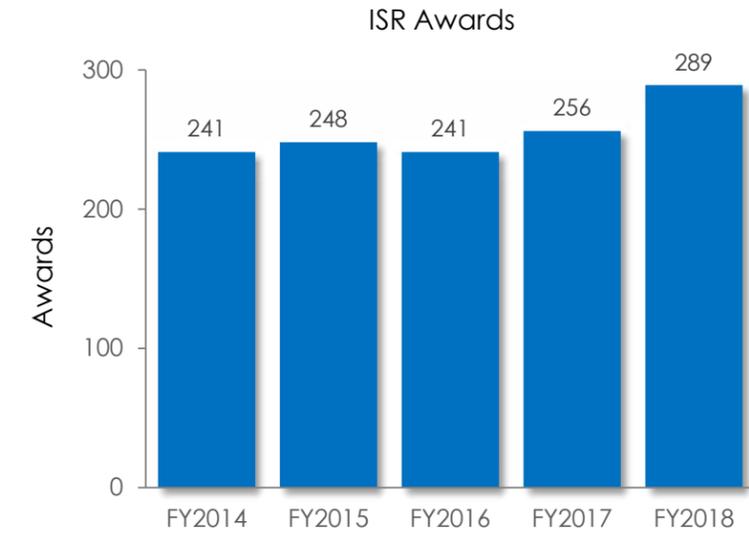
### Letters of Intent



# INDUSTRY-SPONSORED RESEARCH METRICS

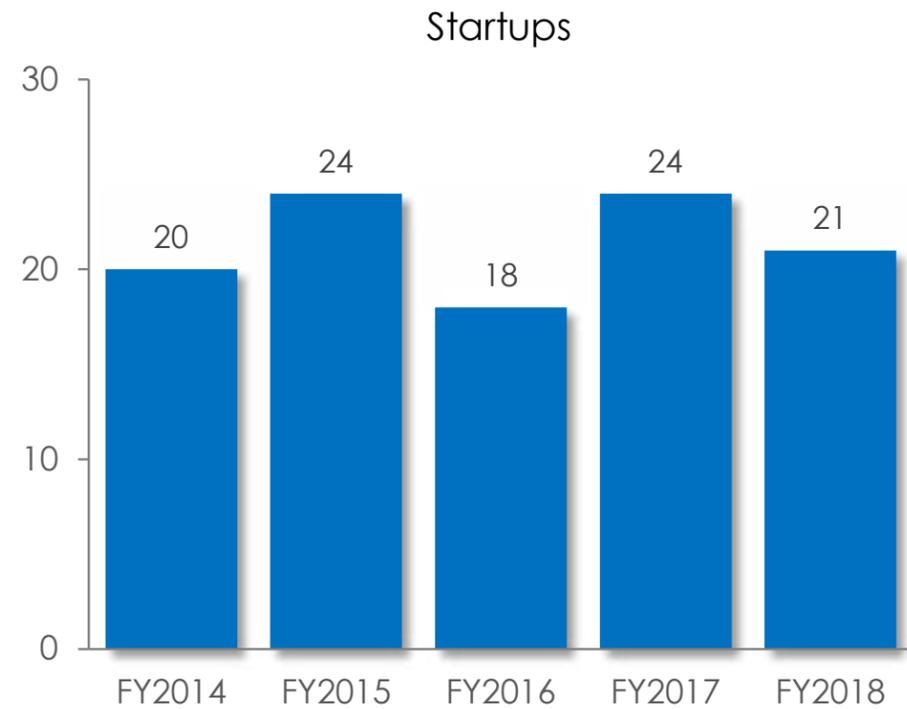


# PATENT PROSECUTION METRICS



## NEW VENTURES STARTUP METRICS

The Technology Development Group supports UCLA's research, education, and service mission. Working with TDG is a complementary approach to traditional publishing that can facilitate the translation of UCLA discoveries into new products and services that have the potential to broadly benefit the public. Our office manages a large portfolio of technologies and active license agreements and has a rich history of startup formation upon which we continue to build.



7<sup>th</sup> ANNUAL

# MEDTECH

PARTNERING CONFERENCE

March 4-5, 2019  
CNSI - UCLA Campus

SMARTER  
DEVICES

# SAVE THE DATE

IN COORDINATION WITH



SAVE THE DATE



NEW FACULTY INNOVATION PROGRAM

# UCLA BIOSCIENCE INNOVATION DAY

UCLA LUSKIN CONFERENCE CENTER | MAY 22-23, 2019



ADVANCING SCIENCE, FOSTERING PARTNERSHIPS

## UCLA's FACULTY INNOVATION FELLOWS



### A New Campus-wide Fellowship Aimed at Advancing Entrepreneurial Excellence and Startup Culture Across Campus

**UCLA Technology Development Group** is committed to fostering the success of UCLA startups by providing UCLA entrepreneurs with the tools they need to found and grow prosperous companies, centers, or non-profits.

- Focus on Business Strategy and Pitch Development for either for profit or non-profit project
- Pitch Ready for Public Presentation to Investors Audience April 2019

**ELIBILITY:**

Competition Open to All UCLA Faculty Led Teams

**KEY DATES:**

- November 26, 2018 — Application Opens
- January 13, 2019 — Application Closes
- January 30, 2019 — Fellows Announced
- April 2019 — Fellows Pitch Showcase

**PROGRAM:**

- 8-10 Teams Selected
- 12 Week Accelerator Program to Develop Existing Project
- \$2,000 Research Stipend and other perks

**APPLICATION AND ADDITIONAL INFORMATION:**

<https://form.jotform.com/83226040060947>

## Metabolism-focused startup aims to shorten time between scientific insight and therapies

One of the major challenges in modern medicine is the length of time required to turn new scientific insights into treatments that help patients. Now, the David Geffen School of Medicine at UCLA is launching an innovative startup company to speed up that process, with an emphasis on metabolism research and related therapies.

This new “virtual” drug development startup company, Enspire Bio, will channel the knowledge and financial resources necessary to translate basic science — the bedrock of medicine — into powerful treatments. And, in a notable departure from traditional approaches, the translation will occur in the heart of the research lab.

Enspire Bio is a collaboration between the Metabolism Research Theme at the David Geffen School of Medicine and UCLA’s Technology Development Group.

“As scientists, we have a responsibility to cure disease,” said Dr. Orian Shirihai, leader of the Metabolism Theme. “This company will help us accomplish that goal by ensuring researchers have the tools and the diverse expertise, not just the funding, needed to develop new drugs.”

Traditionally, a new startup is launched once a potential therapy has been identified. The researchers behind it patent their intellectual property, then team up with outside investors and entrepreneurs who license the compound into a company that takes on the translational work to develop its therapeutic potential. Often this company is formed around just a single therapeutic asset.

With the new virtual portfolio model of Enspire Bio, much of the early translational work will stay on campus and the company will develop a portfolio of projects rather than just a single asset. This model has a number of potential benefits. One is building closer collaborations and knowledge exchange between the scientists driving the original discoveries and drug development experts who can translate them into help for patients. Another is that the portfolio model isn’t built around a single therapeutic asset, which maximizes its chances of success.

Enspire Bio was launched with two therapeutics projects licensed from UCLA. A number of

additional projects are under discussion with the company. All projects receive a funding commitment designed to bring drugs to fruition. Ultimately, the company hopes to identify five to 10 projects within the theme that could lead to new therapies. As the company grows and demonstrates the success of the innovative virtual portfolio model, the hope is to inspire a broader adaptation of the model.

“With this approach, faculty members are all collaborating with each other, working together to leverage each other’s expertise to bring discoveries to benefit the public through the partnership with Enspire,” said Amir Naiberg, associate vice chancellor and president and CEO of the UCLA Technology Development Corporation. “Because it’s a virtual company, without a separate lab, the funding for the preclinical research will also feed back to fuel more basic discovery.”

“Collaborating with industry to further develop UCLA technologies via a portfolio model such as this allows us to increase their value and also reduce risk for investors,” said Earl Weinstein, senior business development officer in the Technology Development Group. “This model can incentivize industry and investors to take on early-stage projects and transition them to clinical use to benefit patients.”

The collaboration between the Geffen School Metabolism Theme and the Technology Development Group that spurred the creation of Enspire Bio highlights the power of the research theme concept. Created three years ago, the themes unify scientists and physicians across six broad disciplines to create opportunities for cross-disciplinary interactions.

“The new company is one indication that the themes work,” Shirihai said. “The new drugs — our ability to help people — will be further proof still.”

UCLA Newsroom (Sept 5, 2018). Metabolism-focused startup aims to shorten time between scientific insight and therapies. Retrieved from: <http://newsroom.ucla.edu/releases/metabolism-focused-startup-aims-to-shorten-time-between-scientific-insight-and-therapies>

BDO: Earl Weinstein  
Lead Inventor: Orian Shirihai

## We have UCLA research news covered

SCIENCE + TECHNOLOGY

**New algorithm more accurately predicts life expectancy after heart failure**

help health care providers make better use of life-saving resources

encl | May 17, 2018



HEALTH + BEHAVIOR

**App helps new and deaf parents know when and why their baby is crying**

Chamberbaby uses artificial intelligence to help determine if baby is hungry, fussy or in pain

Simi Singer | May 22, 2018



HEALTH + BEHAVIOR

**Personalized vaccine may increase long-term survival in people with deadliest form of brain cancer**

evaluates treatment using a person's own white blood cells

encl | 05, 2018



UCLA Jonsson Comprehensive Cancer Center

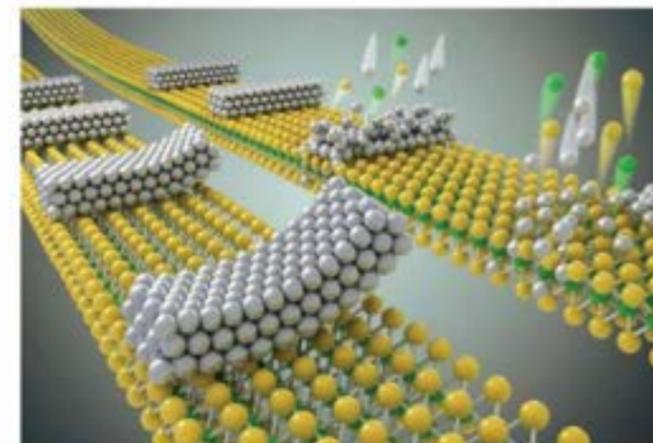
the study's lead author, said the treatment uses the patient's own tumor cells as the vaccine.

SCIENCE + TECHNOLOGY

**Tiny defects in semiconductors created 'speed bumps' for electrons. UCLA researchers cleared the path**

New technique could improve electronics' energy efficiency by removing the microscopic flaws usually formed during manufacturing

Matthew Chen | June 08, 2018



UCLA

The new technique (left, foreground) prevents tiny defects from forming by sputtering a thin sheet of metal (silver spheres) to the semiconductor layer (yellow), creating a barrier to the current process (right, background).

**UCLA Newsroom**

For daily UCLA news headlines, register at [newsroom.ucla.edu/subscribe](http://newsroom.ucla.edu/subscribe)

## Family travels 7,500 miles to save son's life with treatment developed at UCLA

When he was born in September 2015, Hussein El Kerdi looked like a healthy baby boy. No one knew that his immune cells lacked an important enzyme. But the absence of that enzyme would profoundly change the El Kerdi family's life, sending them on a journey from their small hometown in Lebanon to UCLA. Their one goal: to save Hussein's life.

When Hussein was three months old, a physician in Beirut diagnosed Hussein with a life-threatening immune disorder called adenosine deaminase-deficient severe combined immunodeficiency, also known as ADA-SCID or bubble baby disease.

The disorder is caused by a genetic mutation that results in lack of the adenosine deaminase enzyme, without which immune cells cannot fight infections. Babies with the disease must remain isolated in germ-free environments to avoid exposure to viruses and bacteria. If the disease is not treated, even a minor cold could be fatal, and babies with the condition typically do not survive past their second birthday.

Dr. Donald Kohn, a physician-scientist at the Eli and Edythe Broad Center of Regenerative Medicine and Stem Cell Research at UCLA, has been perfecting a stem cell gene therapy for bubble baby disease for more than three decades. The treatment uses blood-forming stem cells, which have two important properties: They can make exact copies of themselves and they can produce all of the cells that make up the blood system, including immune cells such as T cells.

Kohn's treatment involves removing those blood-forming stem cells from the patient's bone marrow and correcting the genetic mutation by inserting the gene responsible for making adenosine deaminase. The corrected stem cells are then infused back into the patient, where they begin producing a continual supply of healthy immune cells that are capable of fighting infection.

Kohn, whose work focuses on genetic blood



*Hussein El Kerdi before and after his successful treatment for ADA-SCID, also known as bubble baby disease. (Courtesy of the El Kerdi family)*

disorders, received approval from the U.S. Food and Drug Administration in 1993 to test the treatment in clinical trials. Since then, 30 out of 30 babies with the condition have been cured in six trials run by Kohn; data from a seventh trial is currently being analyzed.

In Lebanon, Hussein's father, Ali, and mother, Zahraa, had heard nothing about the treatment. They were told that there had been no other cases of bubble baby disease in the Middle East, and that Great Britain and the U.S. were the only places where this experimental treatment was available.

With help from family and friends, the El Kerdis created a plan that would eventually bring them to UCLA. A relative who is a doctor in Michigan emailed Kohn to tell him about Hussein, and Kohn — along with colleagues from the UCLA Broad Stem Cell Research Center, the David Geffen School of Medicine at UCLA and UCLA Mattel Children's Hospital — began to make arrangements for the El Kerdis' arrival and Hussein's treatment.

In April 2016, the family arrived in Los Angeles; Hussein was six months old and desperately ill.

"I hadn't seen a patient like Hussein in 15 or 20 years," Kohn said. "About three to four weeks in, I thought he wasn't going to make it

## Stem cell gene therapy cures baby with life-threatening immune disorder

through. But he did."

Each day leading up to his stem cell gene therapy treatment, Hussein became stronger thanks to the expert care provided by the pediatric intensive care unit at the children's hospital.

On July 12, 2016, some of Hussein's bone marrow was removed and blood-forming stem cells were extracted from it. Two days later, after the cells were genetically modified, they were infused back into Hussein. Over the next couple of months, the stem cells began to create immune cells that produce adenosine deaminase. By the beginning of that September, just a few weeks before his first birthday, Hussein was healthy enough to go home.

Before leaving UCLA, the El Kerdis celebrated Hussein's birthday with Kohn and several of the nurses who cared for him. During the celebration, Ali and Zahraa expressed their gratitude.

"I hope that when Hussein grows up, he comes to the States and gets educated to be a doctor at UCLA," Ali El Kerdi said. "On behalf of myself and my wife and child, I want to say thank you to Dr. Kohn and to UCLA and to all the people who helped bring this miracle to life."

Zahraa El Kerdi said, "I cannot describe my happiness; I'm going back to my family with my child in good health. It's so exciting, I cannot describe it."

Now, nearly two years after the procedure, Hussein is healthy and thriving at home with his family.

Orchard Therapeutics, a biotechnology company that was launched in 2016, is working to bring the therapy that Hussein received to more patients.

The company has a research partnership with UCLA to develop the treatment that Kohn

created as a frozen product, which would allow it to be used at other medical centers. Kohn is hopeful that the treatment, called OTL-101, will be approved by the FDA in due course so that it can be made available to hospitals across the U.S.

Kohn is currently conducting clinical trials that test similar stem cell gene therapy techniques for other blood diseases, including sickle cell disease, which is the most common inherited blood disorder in the U.S.

Kohn is a paid member of the Orchard Therapeutics scientific advisory board; on behalf of the Regents of the University of California, the UCLA Technology Development Group has licensed intellectual property related to the ADA-SCID treatment developed by Kohn to the company.

Orchard  
therapeutics



UCLA Newsroom (June 28, 2018). UCLA scientists identify a new way to activate stem cell to make hair grow. Retrieved from: <http://newsroom.ucla.edu/releases/family-travels-to-ucla-save-son-with-bubble-baby-disease>

BDO: Ragan Robertson  
Lead Inventor: Donald Kohn

## UCLA researchers & scientists receive awards from UCLA Innovation Fund

Twenty-two professors, researchers and clinicians at UCLA have been named recipients of the 2018 UCLA Innovation Fund Competition. The goal of the UCLA Innovation Fund is to bridge the gap between academic discovery and industry-investor interest. Projects receive up to \$200,000 in order meet project-specific milestones and increase the chance for commercial success.

The UCLA Innovation fund is generously supported from The Office of the Chancellor, UCLA Deans, and California State Bill AB2664 to spur campus innovation and entrepreneurship efforts. Projects were sourced through a campus-wide open call for proposals from: The David Geffen School of Medicine (DGSOM), Division of Life Sciences, Division of Physical Sciences, Henry Samueli School of Engineering and Applied Science (HSSEAS), and the UCLA School of Dentistry. In three years, over 200 applications from entrepreneurial faculty members have been submitted.

The fund is coupled with 1) an external Advisory Panel of industry experts and investors, to lend business insight, 2) internal, peer-reviewed scientific diligence, and 3) access to mentors/advisors/consultants to help drive project strategy and articulate key project-specific milestones. Funds are unrestricted, allowing for the outsourcing of work to Contract Research Organizations (CROs) and engineering firms.

Once submitted, projects are peer-reviewed by UCLA faculty for scientific merit, and TDG assesses the intellectual property. The external Advisory Panel members are invited to UCLA to help identify fundable projects, articulate key experiments to conduct, and aid in creating realistic development timelines/milestones.

Through targeted internal investing, the aim is to help nascent projects translate into products, increase financial returns to the University, and generate additional funds to facilitate new licensing deals and the creation of new startup companies. In time, the hope is these new companies will hire local talent and generate jobs in Los Angeles.

There were two tracks in the 2018 biomedical cycle: Therapeutics and MedTech. Nine projects were chosen for funding and are announced at right.

The 2019 call for Therapeutics and MedTech projects, will open in early 2019. More information about eligibility and the application process for the 2019 tracks can be found at the Technology Development Group's website.

### Recipients for work in the Therapeutics track:

#### **Therapeutic Agents for Ectopic Calcification**

Arjun Deb, MD & Mike Jung, PhD

#### **Activation of a Tau Regulator for Alzheimer's Disease**

Dan Geschwind, MD, PhD & Mike Jung, PhD

#### **Antibody and Antibody Fragment Stabilization**

Heather Maynard, PhD

#### **let-7/LIN28 Regulators for Acute Myeloid Leukemia (AML)**

Martina Roos, PhD, PharmD; John Chute, MD; William Lowry, PhD; & Mike Jung, PhD

#### **Estrogen Receptor Ligand for Neurodegeneration**

Rhonda Voskuhl, MD & Mike Jung, PhD

### Recipients for work in the MedTech track:

#### **Next Gen Optical Coherence Tomography (OCT)**

Chee Wei Wong, PhD & Kouros Nouri-Mahdavi, MD

#### **High-throughput Early Diagnosis and Monitoring of Antimicrobial Resistance**

Aydogan Ozcan, PhD; Omai Garner PhD; & Dino Di Carlo, PhD

#### **Blood-based Biomarker to Diagnose Irritable Bowel Syndrome (IBS)**

Lin Chang, MD & Swapna Joshi, PhD

#### **Acoustofluidic Platform to Enable Delivery of Gene-editing Nucleases**

Paul Weiss, PhD; Steven Jonas, MD, PhD; Ali Khademhosseini, PhD; & Don Kohn, MD



ADVANCING SCIENCE, FOSTERING PARTNERSHIPS

## UCLA TDG STUDENT PROGRAMS

TDG has recently welcomed several new UCLA students into its various student programs. These programs cover distinct areas of TDG's functions, including contracts, marketing, business development, and project management.

The **Technology Fellows Program** is TDG's longest-running student program, enlisting graduate students with a significant technical background to assist in marketing and business development efforts. Tech Fellows identify potential licensees and draft non-confidential descriptions for all technologies available for licensing.

The **Legal Extern Program** is a new initiative headed by the Sr. Director of Contracts, which provides second and third year law students the ability to gain practical expertise with the types of issues that are addressed and managed by patent counsel within a tech transfer setting. This year, externs included students from UCLA and Berkeley.

The **New Ventures Anderson Fellows Program**, which began this quarter, engages students from the Anderson School of Management's Healthcare Business Association and Ph.D. candidates. Fellows support the Innovation Fund by performing diligence, sourcing strategic partners, and assisting with project management activities.

### TDG LEGAL EXTERNS



Qiwen Zhong  
UCLA



Nir Maoz  
UC Berkeley

### TDG NEW VENTURES FELLOWS



Kotaro Uyeda



Duanting Zhai



Winston Neville

## TDG TECHNOLOGY FELLOWS

### SENIOR TECH FELLOWS



Elliot Horlick  
Law



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Integrative Physiology  
Advisor: Reza Ardehali



Travis Holloway  
Pharmacology  
Advisor: Sam Chow



Dian Huang  
Bioengineering  
Advisor: Michael Teitell



Diane Kim  
Bioengineering  
Advisor: Michael Teitell



Michael Liu  
Molecular Biology  
Advisor: Zhilin Qu



Ariella Machness  
Materials Science &  
Engineering  
Advisor: Mark Goorsky



Nathan Pham  
Bioengineering  
Advisor: Reggie Edgerton



Sue Tsui  
Chemistry & Biochem  
Advisor: Catherine Clark



Elaine Wang  
Bioengineering  
Advisor: Dino Di Carlo

## TECHNOLOGY DEVELOPMENT GROUP STAFF

We invite you to get to know our staff and the work that we do to facilitate collaborations with industry and build new startups

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### LICENSING AND TECHNOLOGY TRANSFER

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### NEW VENTURES

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### GENERAL INQUIRIES

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UCLA Technology Development Group (TDG) promotes UCLA innovation, research, education, and entrepreneurship to benefit society. Working with UCLA TDG helps facilitate the translation of UCLA discoveries into new products and services that create economic value to support UCLA's scholarly and educational missions. The UCLA TDG office manages a large portfolio of technologies and license agreements, and has a rich history of startup company formation.

For more information, please visit:  
[TDG.UCLA.EDU](http://TDG.UCLA.EDU)

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Connect with us @ UCLATDG

