

# CAMBRIDGE & commercialisation

## What does Cambridge Enterprise do?

Cambridge Enterprise is a wholly owned subsidiary of the University. It assists in the commercialisation of University discoveries, provides access to early-stage funding, and supports staff wishing to perform external consulting work.

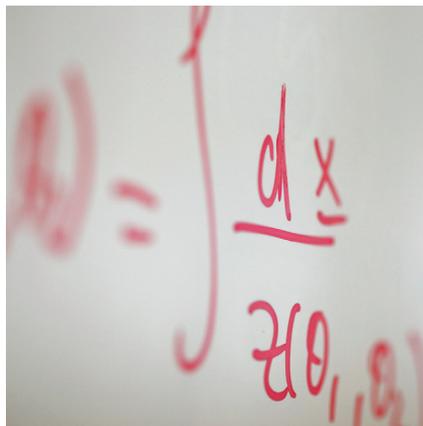


## Where does Cambridge Enterprise's funding come from and where does it go?

Cambridge Enterprise funds its efforts through a share of income from licensing, consultancy and equity transactions as well as through support from the University, government and other sources. More than 85% of income is returned to the University and its researchers.

## Why is the University involved in commercialisation?

One of the University's core values is to contribute to society through the dissemination and application of research. Engagement with commercial channels is needed to ensure that world-changing Cambridge discoveries can have the greatest impact on society.



## How does Cambridge Enterprise contribute to society?

University of Cambridge research has a global impact across a variety of sectors. Cambridge research is advancing solar and wind power, developing new therapies for disease and removing barriers to personalised medicine.



## How does a focus on fundamental research and commercialisation work?

Generating an impact from research requires the University to put certain mechanisms in place, such as intellectual property management, proof of concept funding, licensing and starting new ventures, to support promising ideas through to commercialisation.



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### **Cambridge Enterprise**

Cambridge Enterprise Limited is a wholly owned subsidiary of the University, responsible for the commercialisation of Cambridge intellectual property. Cambridge Enterprise delivers its mandate through three overlapping business units: technology transfer services, consultancy services and seed fund services. Activities include management and licensing of patents, proof of concept funding and support for University staff and research groups wishing to undertake consultancy work.

Cambridge Enterprise provides access to angel and early stage capital through the Cambridge Enterprise Seed Funds and Cambridge Enterprise Venture Partners, and offers business planning, mentoring, and other related programmes. Over the past four years, income from licensing, consultancy and equity transactions exceeded £37 million, of which £30 million was distributed to University departments and academics.

### **Technology Transfer**

The Technology Transfer team works with researchers to manage and license their patentable inventions and other intellectual property. The team works to support academics starting from the earliest stages of the commercialisation process, from supporting funding applications, to supporting the market research and development of prototypes in order to find the best commercial partners.

Over the past three years, income from licensing has exceeded £23 million, 536 new technology disclosures were made and 315 patents were filed.

### **Consultancy**

Consultancy is an important and effective way for the University to disseminate its knowledge and expertise to government, industry and the public sector.

In consultancy, as opposed to collaborative research, University staff apply their personal expertise to help a client organisation solve problems that are specific to the client's business. The type of projects vary widely between expert witness appearances and tendered public contracts, while the broad scope of projects reflects the wide range of University research that is in demand by both industry and government.

The number of consultancy projects continues to grow rapidly, with a 92% increase in projects over the past four years. Client organisations include some of the largest and most respected companies in the UK and worldwide, including leading UK, US and European pharmaceutical companies, major petrochemical corporations and several Formula 1 racing teams.

### **Seed Funds**

Cambridge Enterprise invests intellectual property and cash to create successful new ventures based upon University research. PathFinder funding of up to £15,000 is available to carry out market and IP assessments; and seed funding of up to £250,000 is available to set up a new company, joint venture or partnership.

The Seed Fund team maintains links to venture capitalists, angel and early stage investors through Cambridge Enterprise Venture Partners. Currently, Cambridge Enterprise holds equity in more than 68 companies and manages evergreen seed funds on the University's behalf. Since 1995, the investee companies have raised more than £800 million in funding, representing a leverage of 75 times the University investment.

[www.enterprise.cam.ac.uk/](http://www.enterprise.cam.ac.uk/)