

Start-Up Nation: Up close and personal

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PEARL COHEN

Elite Intelligence Units



Government
Incentives



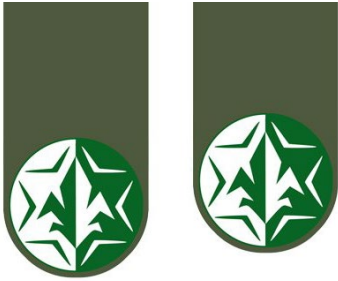
TTOs





- 8200 (intelligence technology)
- Mamram (computer division)
- Talpiot (combining technology and commando units)





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Check Point
SOFTWARE TECHNOLOGIES LTD.



The Israel Innovation Authority was founded in 2016 (replacing the OCS)

Objectives:

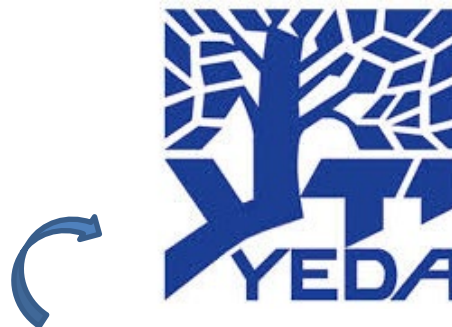
- Creating jobs in industry
 - Bringing added value to the economy
 - Development of industrial infrastructure and manpower
 - Improvement in Israel's trade balance through manufacturing and export
-
- Various Tracks (R&D, Incubators, Academia)
 - Pre-Conditions: ownership, limitations on transfer of technology
 - Royalties; Penalties



Technology Transfer Offices (TTOs) are responsible for technology transfer from the academia/research hospitals to industry



One of the top 10 TTOS internationally



One of the top 10 TTOs internationally. 7 out of 25 of the world's blockbuster drugs have been developed at the Weizmann Institute



1. Company, not office

- Wholly-owned subsidiary with business focus & operational independence
- Professional team with relevant industry experience

2. Business leaders on boards

- Balance academic viewpoint

3. Clear IP ownership with generous revenue sharing (usually 40%-60%)

4. One-stop-shop for industry – leverage relationship

- Licensing
- R&D collaborations
- Sponsored research
- Consulting (not always applicable)



- Proof of concept grants for early stage projects, academia-based (100% funding)
- Proof of principle grants for academia-based projects with initial industry interest (90% funding, 10% from industry for first look)
- Tech transfer grants for academia/industry collaborations between one academic institution and one industry partner (66% funding, 34% industry)
- Consortiums encompassing several academic institution and several companies working on platform technology



Some of Israel's biggest blockbusters

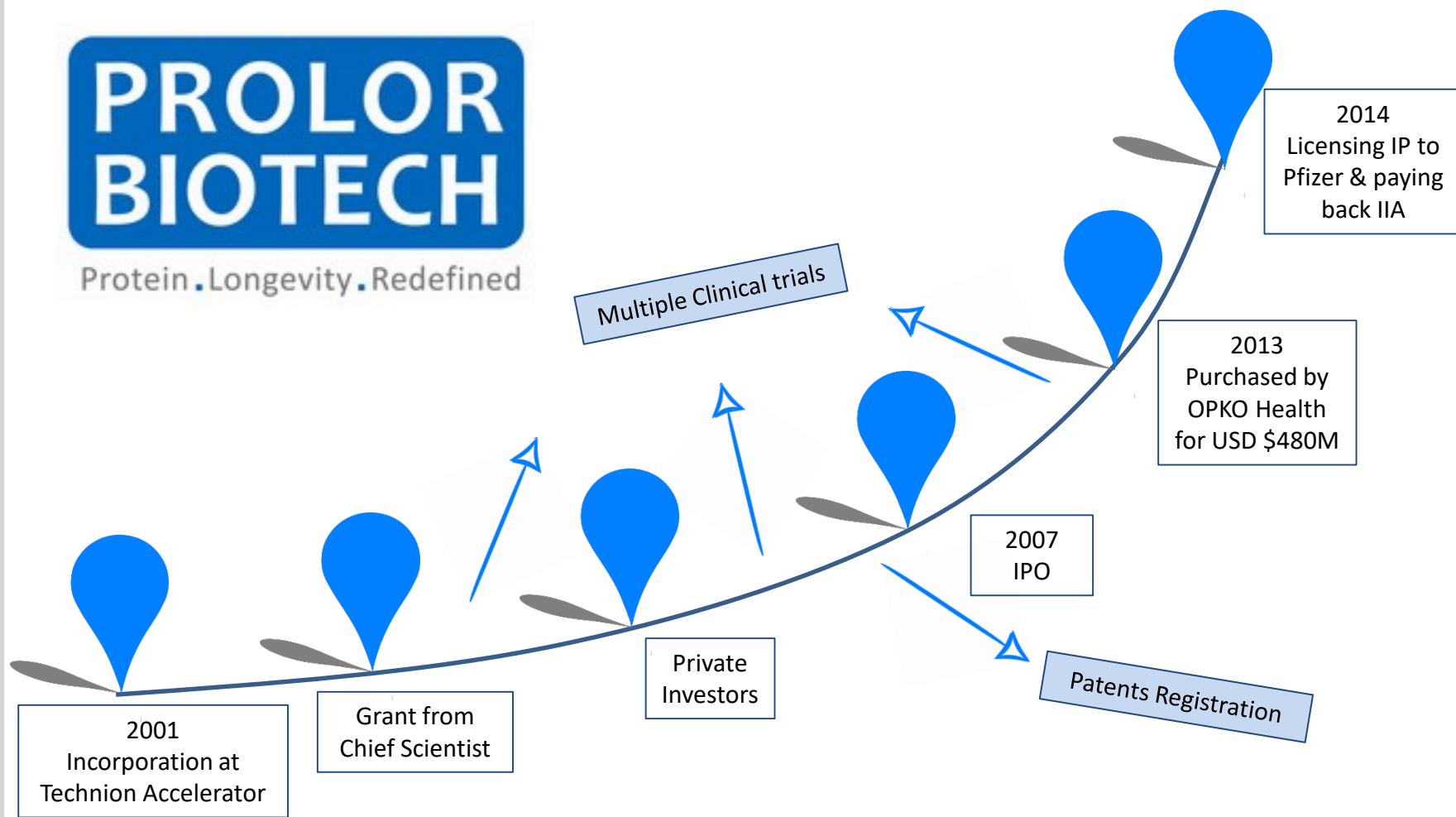
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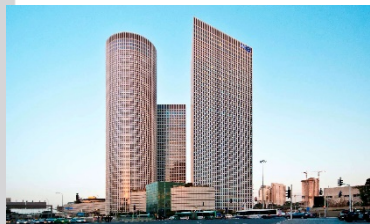
Exelon®



"Without the support of the Innovation Authority, we would not have been able to raise money and the company would not have been established." – Quoted on IIA website



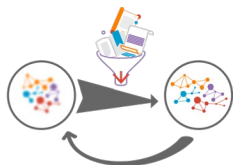
Data driven target discovery, indications, combinations and biomarkers



Founded Oct '16

Revenue funded

Located in Tel Aviv



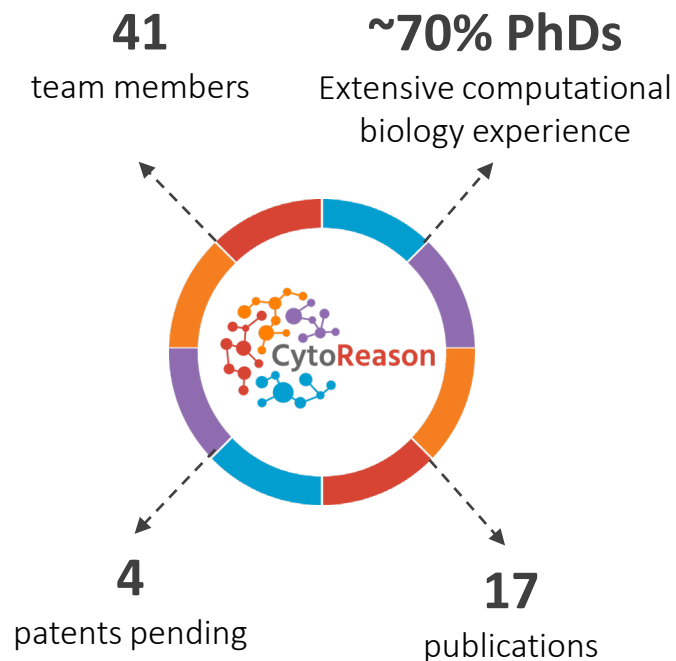
CytoReason's proprietary model
includes collaborator data



Based on 13 years research from
Stanford and Technion



Big pharma collaborations





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