2014 was an exciting year for Fast Forward Medical Innovation, a key enabler in the University of Michigan Medical School's Strategic Research Initiative and the Office of Research. Our team has made great progress in strategies to “fast forward” the U-M’s biomedical research discoveries into the marketplace where they can positively impact human health.

As our core initiatives have picked up momentum, we have been able to pilot creative new programs with our campus collaborators such as the Early Tech Development Course and Personalized Funding Consultation services. Other 2014 highlights include:

- The William Davidson Foundation generously awarded $2.9 million to FFMI over three years. This funding is enabling our programs to more deeply engage faculty and “mine” for promising projects, to broaden efforts to promote innovation and commercialization, and to create new commercialization education, training, and mentoring opportunities for faculty researchers.

- 11 projects funded through the U-M Michigan Translational Research and Commercialization for Life Sciences Program (MTRAC) with critical support from the Michigan Economic Development Corporation. Of those, we expect three start-ups and as many licenses.

- FFMI has continued to act as a front door for industry collaboration, representing over $61 million of the Medical School’s funding in 2014. Agreements with companies like GlaxoSmithKline, Novo Nordisk, Procter & Gamble, and others have fueled a 40% increase in industry funding over the last three years.

- 13 teams completed the inaugural Early Tech Development Course, modeled after the highly successful NSF I-Corps program in partnership with U-M’s Center for Entrepreneurship. The program took teams through an intensive four-week customer discovery process preparing them to refine their development and go-to-market strategies.

This year promises to bring even more success as we continue to push the innovation envelope, finding new ways to serve our faculty colleagues and external partners. The FFMI team is dedicated to patient care by serving our faculty as our most valuable innovation asset.

Kevin Ward, M.D.
Executive Director
Fast Forward Medical Innovation

Connie Chang, M.B.A.
Managing Director
Fast Forward Medical Innovation
The ultimate goal of our research is for it to impact patients and their families. The University of Michigan Medical School is committed to investing in a culture of innovation today, for better outcomes tomorrow.
2014
A Year in Biomedical Commercialization at the University of Michigan

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INDUSTRY FUNDING

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$61.4 million</td>
</tr>
<tr>
<td>2013</td>
<td>$51.3 million</td>
</tr>
<tr>
<td>2012</td>
<td>$45.0 million</td>
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</tbody>
</table>

13% of Medical School funding is from industry

$2.9 million awarded by the William Davidson Foundation

$61.4 million
$51.3 million
$45.0 million

13% of Medical School funding is from industry

467 industry-sponsored clinical trials currently under way

467 industry-sponsored clinical trials currently under way

$1.5 million awarded
11 mid-stage MTRAC projects

$300,000 awarded
12 early-stage Kickstart projects

13 Early Technology Development course teams

$11.3 million

ROYALTY/EQUITY SALES

62% Medical School
38% Other schools/units

133 new invention reports by
285 Medical School Faculty
84 patents applied for or received
1/4 of all U-M patent activity

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285 Medical School Faculty
84 patents applied for or received
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500+ faculty participants in commercialization education classes & webinars

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DYNAMIC RESPONSE IMPEDANCE VOLUME EVALUATION (DRIVE) non-invasive blood volume analysis device offers increased accuracy and fewer complications
Albert Shih, Ph.D. Mohamad Tiba, M.D. Kevin Ward, M.D.

ADVANCED IMAGING FOR EARLY COLON CANCER DETECTION innovative screening technique offers new path to preventing cancer
Thomas Wang, M.D., Ph.D.

GENOMENON a faster, more accurate path to cancer identification and treatment
Mark Kiel, M.D., Ph.D. Kojo Elinja-Johnson, M.D. Megan Lim, M.D., Ph.D.

BIOMARKER FOR LATENT TUBERCULOSIS fast, easy diagnostic for deadly disease in the developing world
Matthew Schaller, Ph.D. Jonathan Goldstein, M.B.A Cordelia Ziraldo, Ph.D.

NEW THERAPEUTIC FOR HEART FAILURE targeted receptor antagonist improves efficacy while reducing negative side effects
Sascha Goonewardena, M.D. Hong Zong, Ph.D.

POTENTIAL NEW TREATMENT IN EGFR-TKI RESISTANT CANCER helping patients who currently have no long-term cancer treatment options because of resistant tumors
Mukesh Nyati, Ph.D. Theodore Lawrence, M.D., Ph.D.

CAR SEAT COMPASS new mobile app helps parents keep children safer on the road
Michelle Macy, M.D. Brigette McCool, M.P.H.

MTRAC and the Early Tech Development programs have been made possible by the Michigan Economic Development Corporation, the Michigan Institute for Clinical and Translational Health Research, and the generosity of friends of the University of Michigan.