



Capitalizing on CURF: Business Solutions in Your Backyard

- Founded in 1982
- Governed by a Board of Directors
- 501(c)3/509(a)3

“...organized, and at all times shall be operated, exclusively for the benefit of, to perform the functions of, or to carry out the purposes of Clemson University.”

- This 501(c)(3)/509(a)3 designation granted to CURF by the IRS requires CURF to be:
 - very **responsive** to Clemson University,
 - reflect a **close and continuous** relationship with Clemson University, and
 - permit Clemson University to have a **significant voice** in its investments and operations.

1. CURF will support and contribute to the Clemson *Elevate* strategic plan (maintain R1 status)
 - Double research and triple industry sponsored research by 2035
 - Serving as a point of contact for industry research and technology transfer relationships
2. CURF will provide the necessary technology transfer functions to the university research enterprise
 - Provide Faculty technology transfer and IP management services
 - Enhance support to start-ups that have licensed university IP
3. CURF will provide research contract and operational flexibility within the legal and regulatory requirements of a 501(c)3 to grow the university research enterprise
 - Ability to enter and manage unique and higher risk research projects and collaborations



CUSTOMERS

INTERNAL

- CU Research Division
- Clemson Faculty (Research Portfolios)
- Colleges/Depts./Units
- Institutes & Centers
- Office of Corporate Partnerships (Ex. Affairs)

EXTERNAL

- Industry Partners/Assoc.
- Local, Regional and State Econ. Dev.
- Investor Community

SERVICES



Research
Support

Technology
Transfer

Business
Development

SERVICE MENU



PATENT/IP PROTECTION



TECHNOLOGY & RESEARCH
CAPABILITIES MARKETING



PROPOSAL & GRANT SUPPORT



MARKET RESEARCH



IP & COMMERCIALIZATION
EDUCATION



LICENSE/NDA/MTA NEGOTIATIONS



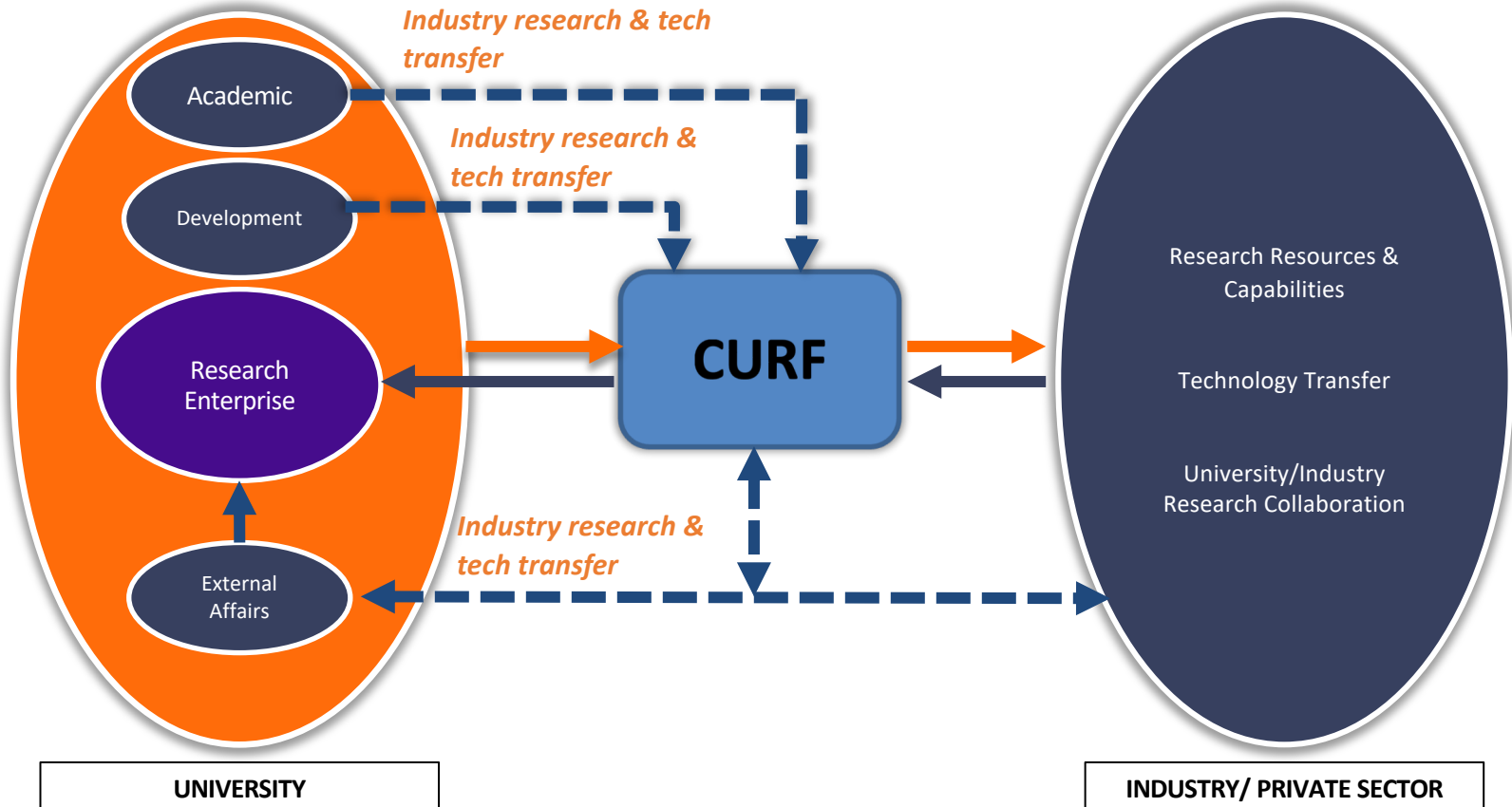
INDUSTRY OUTREACH/
BUSINESS
DEVELOPMENT



TECH MATURATION PROGRAM



INDUSTRY RESEARCH ENGAGEMENT & TECHNOLOGY TRANSFER FLOW



LEVELS OF CORPORATE ENGAGEMENT

CURF - Office of Corporate Partnerships & Strategic Initiatives



TRADITIONAL ENGAGEMENT

PARTNERSHIP

TIER 1 Single Point of Engagement	TIER 2 Managed Relationship	TIER 3 Tailored Partnership	TIER 4 Broad-Based Engagement	TIER 5 Strategic Partnership
<ul style="list-style-type: none">• Sponsored Research• Technology License• Service Contracts	<ul style="list-style-type: none">• TIER 1 PLUS:• Student Engagement• Center Membership• SBIR/STTR Grant/Contract	<ul style="list-style-type: none">• MBA Recruiting• Gifts• Student Recruiting• Trustee• Sponsored Research• College Advisory• Faculty Awards• Student Interns	<ul style="list-style-type: none">• Sponsored Research• Gifts across campus• Student Groups• Board Memberships• Student Groups GIK• Vendor• Student Recruitment• Center Membership	<ul style="list-style-type: none">• Sponsored Research• Gifts across campus• Recruiting• Trustee• Student Groups• Center Memberships• Recruiting• Endowed Chair• Lab GIK• Trustee

Note: It may be that multiple departments and units may be involved as the partnership tier increases including, but not limited to: OIC, OEA, CUF, Career Services, etc.

Key Clemson University Web Portals



[Division of Research – Sr. VP for Research, Scholarship and Creative Endeavors](#)

[Public Service & Agriculture \(PSA\)](#)

[Clemson Colleges, Schools and Departments](#)

[Clemson Centers & Institutes](#)

[Michelin Career Center](#)

[Clemson University Foundation – Philanthropy](#)

[Office of Corporate Partnerships and Strategic Initiatives \(OCPSI\) – Innovation Campuses & Facilities](#)

Tech Maturation Program Overview



Funded 48 projects
totaling \$1.5M



33% of funded
technologies have
been licensed



>50% of funded
technologies have
received follow-on
research funding

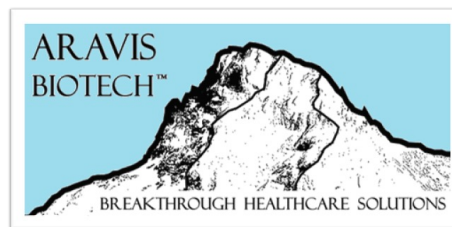


Generated \$24.9M
in Revenues



\$15.7 CU Research
Awards (15:1 ROI)

Select Clemson Start-Ups



QUESTIONS?



Chris Gesswein

Executive Director

agesswe@clemson.edu

864.656.9964

Mark Roth

Assoc. Director Bus. Dev.

mroth3@clemson.edu

864.656.4935



Innovation ♦ Intelligence ♦ Industry ♦ Involvement

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