

From Lab Book to License

Technology Transfer at U.Va.

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Stereotaxis, Inc., 1991
IPO 8/2004
(NASDAQ: STXS)



CytoGenesis, Inc., 2000
B/O 8/2006
(Hospira Holdings S.A.)



NexGen Medical, Inc., 2002
P/H Series B 6/2010
(LifeTech Research)



EpiEP, Inc., 2008
P/H Seed Round 2/2010
(Tall Oaks Capital/CTI)



Magnetic Catheter Guidance System



Stereotaxis, Inc. Niobe System

Complex Technology Platform

- Magnetic system design
- Precision medical imaging
- Hardware/software synthesis

Major Milestones

- Initial U.Va. Disclosure Date: September 1984
- Darden School Case Study: March 1989
- First U.S. Patent: September 1989
- Stereotaxis, Inc. founded 1991
- Human clinical trials begun in 1998
- Initial FDA approvals in 2003
- IPO August 2004
- Royalty Stream to UVAPF: \$4M through 2005

Institution-Wide Effort:

- Fund-raising: 5000 private foundations contacted
\$1.5M procured from 32 (SEAS, VEF)
- Design work/Proof-of-principle experiments
(SEAS, CLAS, SOM)
- Faculty entrepreneurship: founding of Stereotaxis, Inc.
(SEAS, Darden, CIT)
- Inter-institutional R&D effort
(U.Va., U.Wash., Wash.U., U.Iowa, VCU)
- Intellectual Property creation/Scholarly activity/publications
U.S. and International patents through UVAPF
Publications: IEEE Trans., Med. Phys., Neurosurg.

Invention of Medical Devices in the Academic Workplace

What is needed to attract industrial attention?

- **Clear proprietary position**
Would there be “freedom to operate?”
- **Potential for growth**
Would your device help lead to a 20% per year growth rate?
- **Sensitivity to regulatory issues**
What are the “predicate devices?”
- **Respect for capital**
Do you have a spare \$20M+ to do it all yourself?
- **Follow your doctor’s advice**
To industry, remember that M.D. > Ph.D.
- **Goal: become the “standard of care”**
No doctor wants to be sued because they didn’t use the best.

Expect *Long* Timelines For a Major Medical System

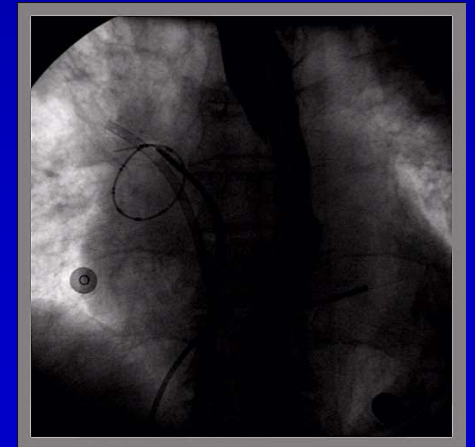
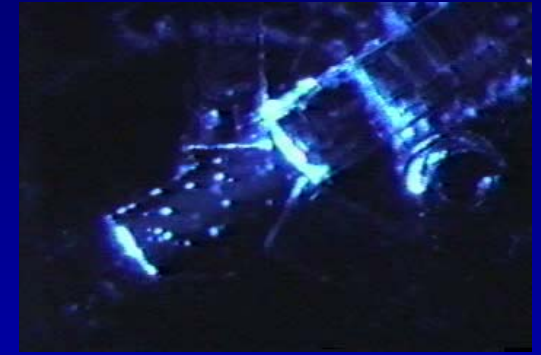


+ 23 Years + Capital + Hundreds of People =

Stereotaxis, Inc. World Headquarters: 2007



Front Burner Projects



New Companies in 2011, 2012, 2013...

A new kind of femoral access device for cardiology.

A novel type of low-complication hydrocephalus therapy.

A comprehensive new tool kit for congestive heart failure.

Thanks

U.Va. Patent Foundation

Stereotaxis, Inc.

NexGen Medical Systems, Inc.

EpiEP, Inc.