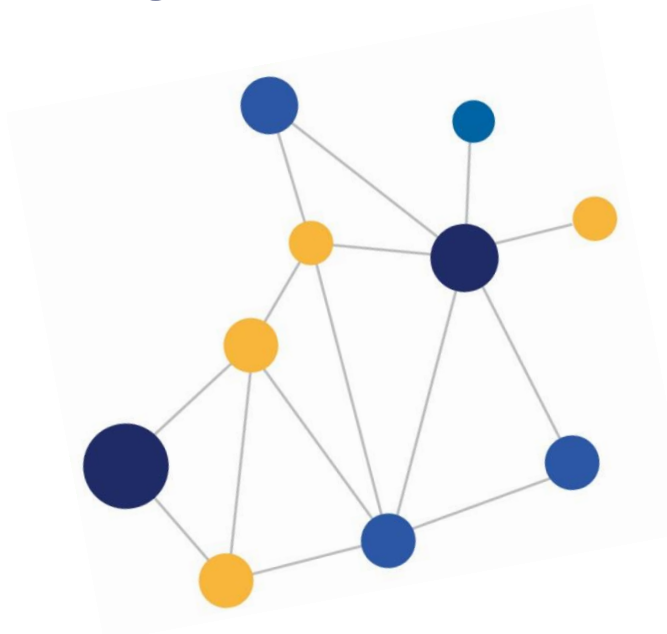


# AgorIP, an Open Innovation Initiative in Technology Transfer



**Dr Gerry Ronan**  
Project Director, AgorIP  
Head of IP,  
Swansea University  
Managing Director,  
Swansea Innovations Ltd



- Unique open innovation project led by Swansea University working to ***bring ideas and innovation to life***
  - Agnostic to the source of innovation
- We want to improve the health & wealth of the people of Wales, we are doing this by working with . . .

> Academics

> Industry

> The NHS

> Entrepreneurs

> Investors



Swansea University  
Prifysgol Abertawe

AgorIP



# Open IP – a new approach to innovation

- All TRL levels - idea, proof of concept, follow on funding, investment readiness, seed finance
  - Not research!
- Swansea University have to be able to add value & get something for this added value
  - This allows us to be State Aid compliant
  - Swansea Innovations Ltd holds the 'benefit' for SU
- Swansea University will not be 'greedy'
- Must assist the Region (structural funds)

# AgorIP – a few headlines in ~2 years

- Over 350 enquiries – there is demand!
- Over 140 actively funded projects already
- Over 50% health and well being related
- Over 25% with NHS engagement
- Nearly 30 companies formed
- Market Capitalisation approaching £30million
- Only 18 projects declined
- Healthy pipeline for the future



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# AgorIP Enhancements

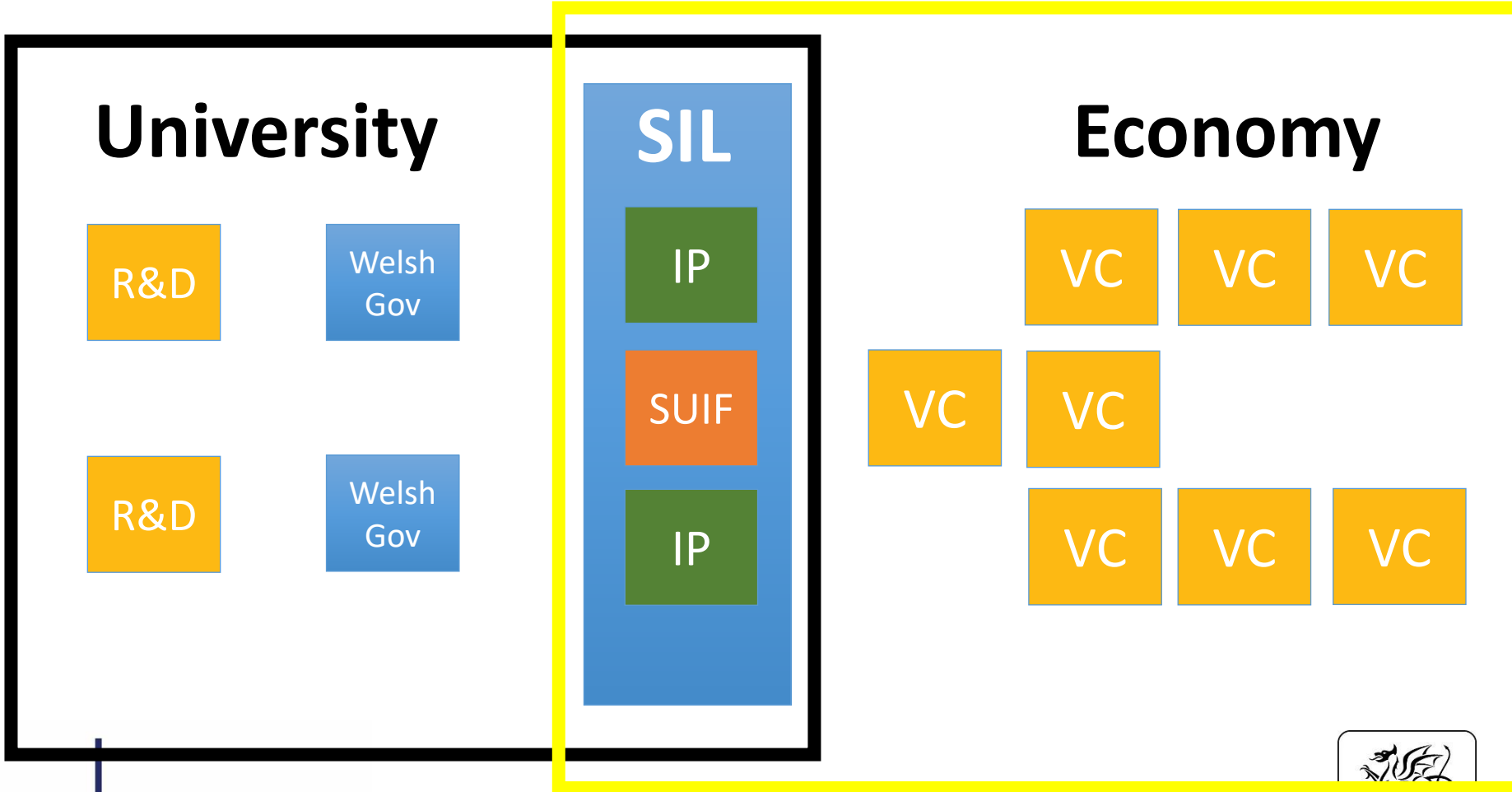
- In 2018 Funders requested project extension
- **AgorIP+**
  - An extension of current activities to Dec 2022
- **AgorIP EW**
  - A geographic extension of activities to include East Wales
- Both build on lessons learned
  - Supporting projects with Health and Well-Being
- Both build on strong interest from UK and abroad

# AgorIP Finances

Funder	AgorIP
Welsh Government (ERDF)	£12.8m
Swansea University (Cash)	£1.9m
Swansea University (In-Kind)	£10.1m
Private Sector	£1.9m
Total	£26.7m



# AgorIP Finances



# AgorIP Pipeline

## A Few Examples

# Industry IP (Tata Steel)

- BIPV Ltd, Buildings as 'Power Stations'



***£3m investment, employing 25 staff***



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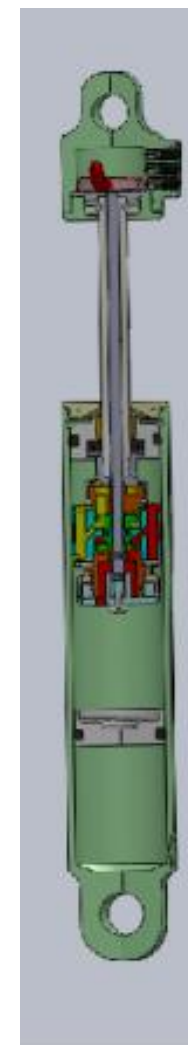
# Innovators/ lone inventors

Calvin Williams & Paul Davies

## High efficiency shock absorber/ damper concept

Optimal design which reduces thermal degradation, is more compact and has instantaneous response

AgorIP filed patent, build prototype, extensive testing, business planning and now funding an Investor Readiness project with interest in investment



# Swansea EngD Student IP

- Air Shot Ltd, Charles Jones

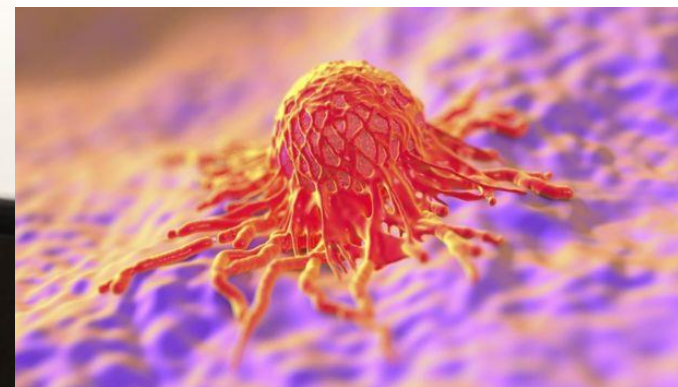
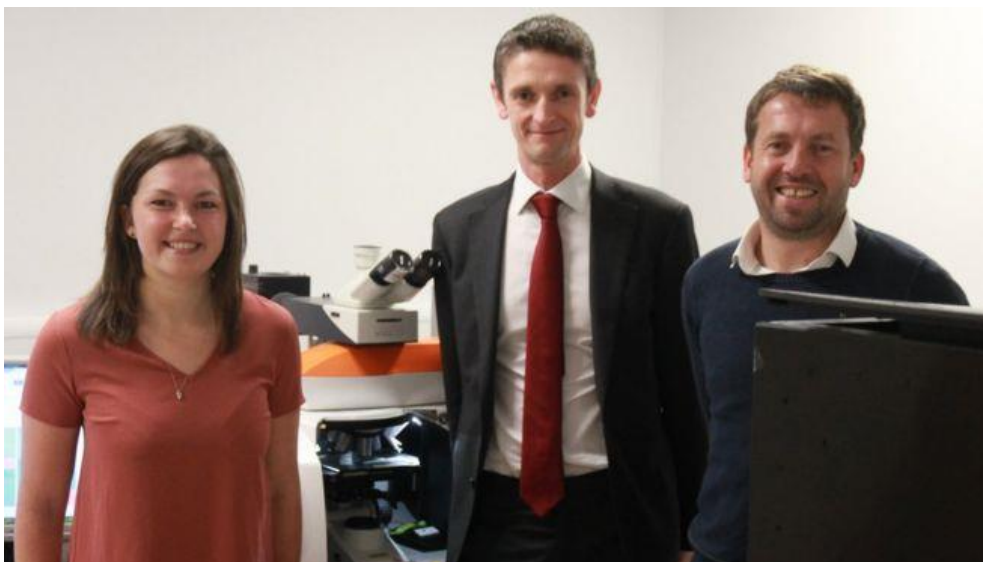


- Orders for 70,000+ from major mountain bike companies

# ABMU Health Board

Prof Dean Harris and Prof Peter Dunstan

## Blood Test for Colorectal Cancer



*Research Excellence in the NHS Award, 2016*



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# Multi HEI Collaboration



Yamni Nigam, Swansea University with:  
Cambridge University  
Bath University  
Oxford University  
Kew Gardens

***Raised £650k for derivation of next generation antimicrobials from  
natural products***

# Gower College

## ENDURO – 4 Wheel Downhill Mountain Bike for disabled



## *Downhill World Record Holder*



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# Industry (Tata) Sponsored Student

Hexigone Inhibitors Ltd, Dr Paddy Dodds

Alternative to hexachromate being banned in 2019



**Seed investment +project to secure Tata  
Steel UK £300m+ business in Wales  
Term sheet for £550k investment**



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# University Spin-in

Huw Davies, Laurence Strong

**trameto**

**Power conversion electronics for the Internet of Things**

**Investment secured with Dev Bank of Wales for £300k investment**

**£350k Innovate UK grant secured**

# ABMU Health Board

- Trauma Simulation Ltd., Dr Ian Pallister



- MRI and 3D printed mannequins for trauma surgery training
- Substantial interest from MoD and NATO

# Cardiff & Vale UHB

Dr Michael Oliver & Dr Robert Sparrow, Cardiff & Vale UHB

*Bougie Introducer, reducing tracheal trauma*



**Single handed (allowing anaesthetist full control of laryngoscope and introducer)**

**Able to use softer thinner bougie reducing potential for tracheal damage**

**Reducing morbidity and, in extremis, mortality**



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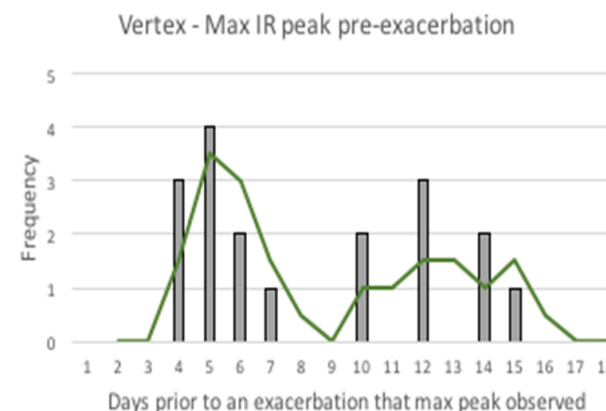
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# Swansea University/ Cwm Taf Health Board

## Pulmon<sup>IR</sup>

Prof Paul Lewis, Swansea University, John Geen, Cwm Taf UHB



**Secured £535,000 of investment and £105,000  
Innovate UK grant**



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# Swansea University Spinout

Dr Minshad Ashari (ex Swansea academic), Bionema Ltd



**Bio-pesticides, non chemical action, bio-friendly**  
**Portfolio of products now on the market**  
**Investment with AgorIP of £425,000**  
**Innovation grant of £600k**

# Swansea University Collaboration with Cardiff University

Prof Paul Dyson



**Therapeutic for solid tumours using RNAi delivered by a GM non-pathogenic strain of salmonella**

**AgorIP funded successful pre-clinical trials**

**Attracting early investor interest**

Companies we helped create include. . .

**trameto**

**Pulmon***IR* 



**Bionema**   
Founded on research – focused on nature

 **Polypharmakos** 

**CALON**  
CARDIO 

**AltEnergis**   
Alternative Energy Innovative Solutions

... and helped them raise > £7,500,000 investment

... and > £2,300,000 in grants



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# AgorIP – Bringing together many players

- Funders – WG, SU and private sector
- Academics (Wales and abroad), NHS, SMEs, Corporates, Inventors and Investors
- Founded on 6 years of previous initiatives at Swansea
  - ESDF, InvestorG8, SHIPP, SUIF
- Builds on openness, trust and delivery where all parties benefit



Swansea University  
Prifysgol Abertawe

# AgorIP



## Bringing Innovation to Life

[g.a.ronan@swansea.ac.uk](mailto:g.a.ronan@swansea.ac.uk)

AgorIP supports  
you from your  
lightbulb  
moment... to the  
marketplace.

See What We Do >



Ariennir yn Rhannol gan  
**Lywodraeth Cymru**  
Part Funded by  
**Welsh Government**



[www.agorip.com](http://www.agorip.com)



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Welsh Government

**Cronfa Datblygu  
Rhanbarthol Ewrop  
European Regional  
Development Fund**