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MIT

DESHPANDE CENTER

Enhancing the Impact of Academic Innovation

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History of the MIT Deshpande Center

- **Launched September 2002**
- **Gift of \$17.5MM from Desh and Jaishree Deshpande**
- **Mission: Create impact through technological innovation**
 - » **Move MIT technologies from the lab to the marketplace**
 - » **Stimulate innovation**

Mission

- **Primary: Create impact through technological innovation**
 - » Move MIT technologies from the lab to the marketplace
 - » Stimulate innovation
- **Secondary: Education**
 - » Of faculty and students about commercialization
 - » Learn by doing

THE GAP



Academic Research

- Federal Grants
- Corporate Sponsored Research

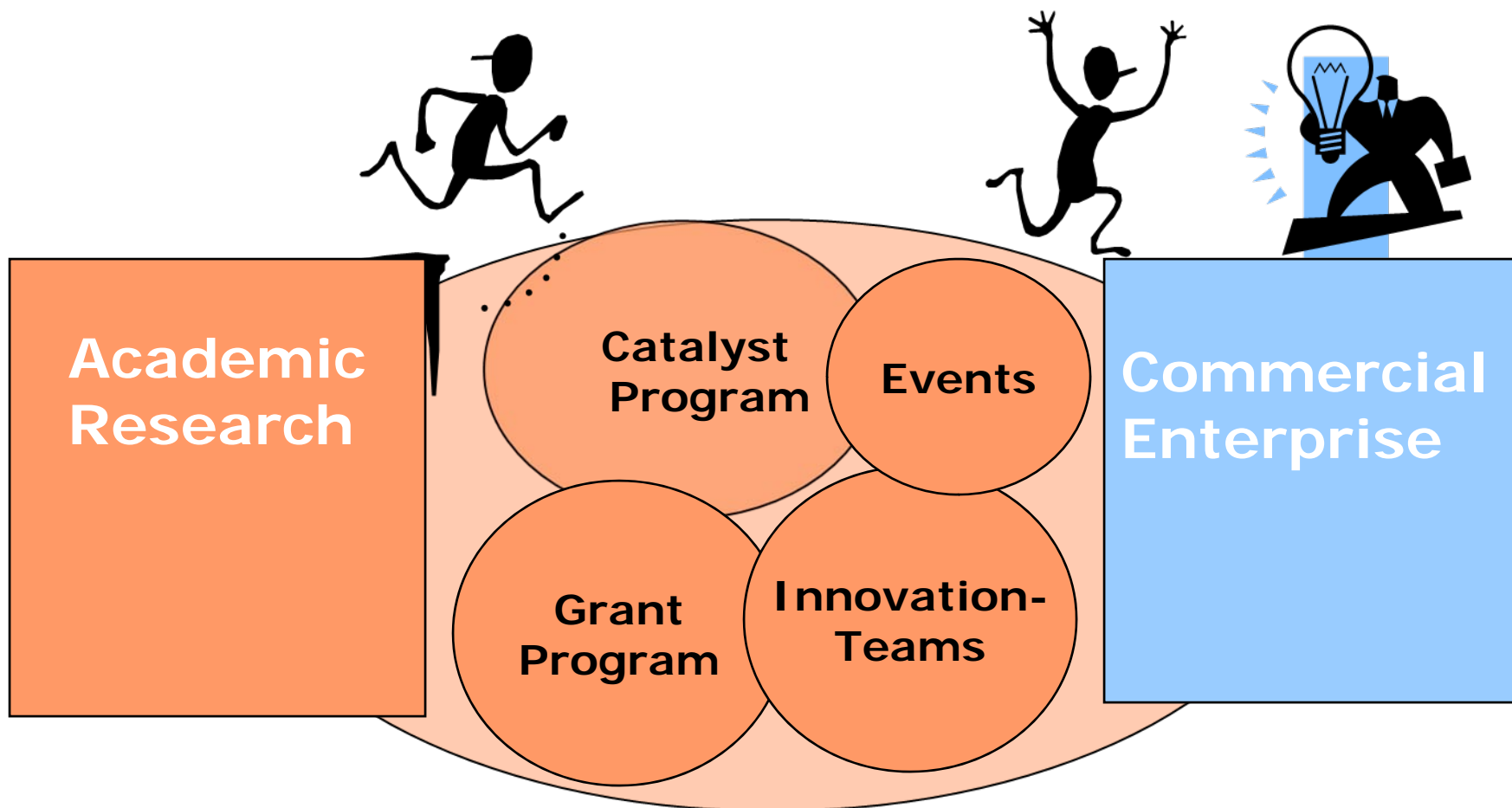
- » Technology risk
- » Market risk



Commercial Enterprise

- Investors Commercialize
- Angels
 - VC's
 - Corporations

How we bridge the gap



MIT ECOSYSTEM

TECHLINK
INNOVATION
CLUB

SEBC

VCPE

\$100K
COMPETITION

I-TEAMS

ENTREPRENEURSHIP
CENTER

MIT SLOAN

MIT VMS

MIT
ENTERPRISE
FORUM

MIT TLO

DESHPANDE
CENTER

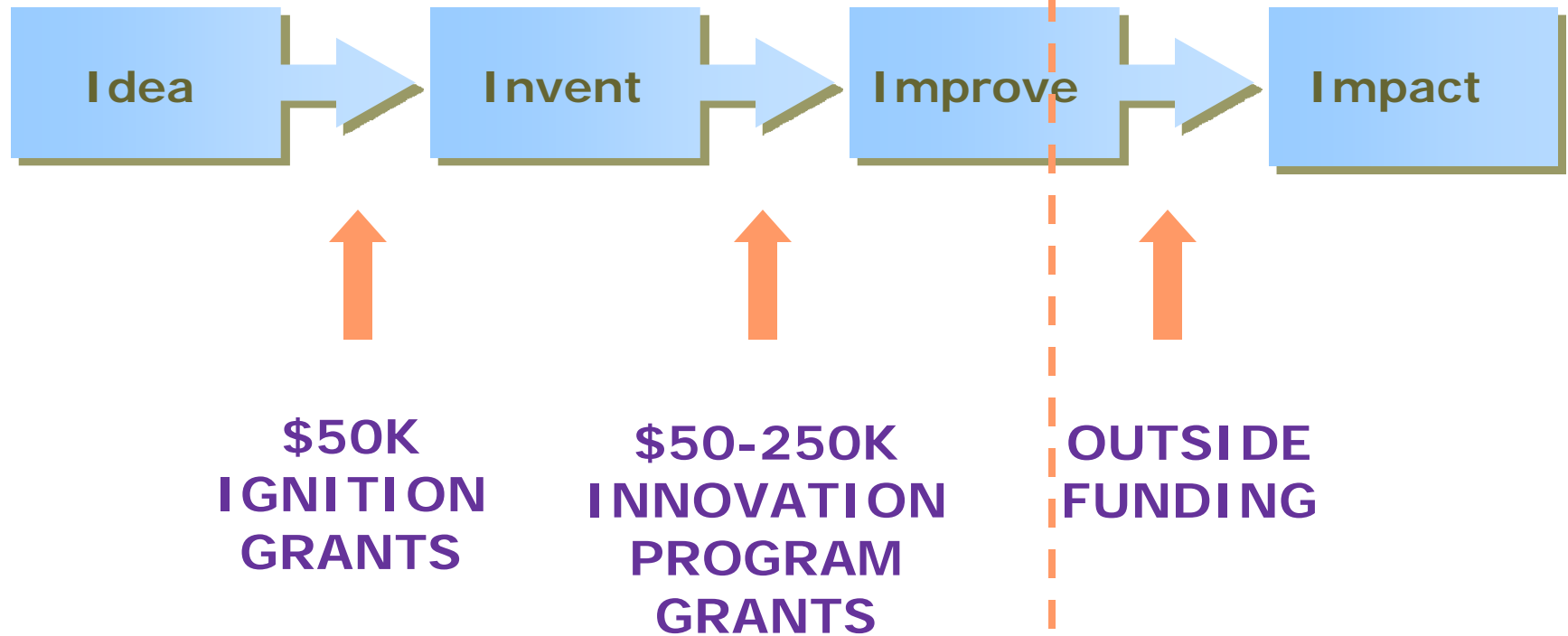
\$600 million
Research

COMMERCIALIZATION

Deshpande Center Process

- Select
 - » Rigorous two-step process
 - » Screen 70 proposals/yr.
 - » Internal and external reviewers
- Direct
 - » Catalysts
 - » I-teams
- Connect
 - » VCs – market/customer
 - » Introductions
 - » Ideastream/publicity

GRANT PROGRAM



CATALYST PROGRAM: COMMUNITY

VOLUNTEERS

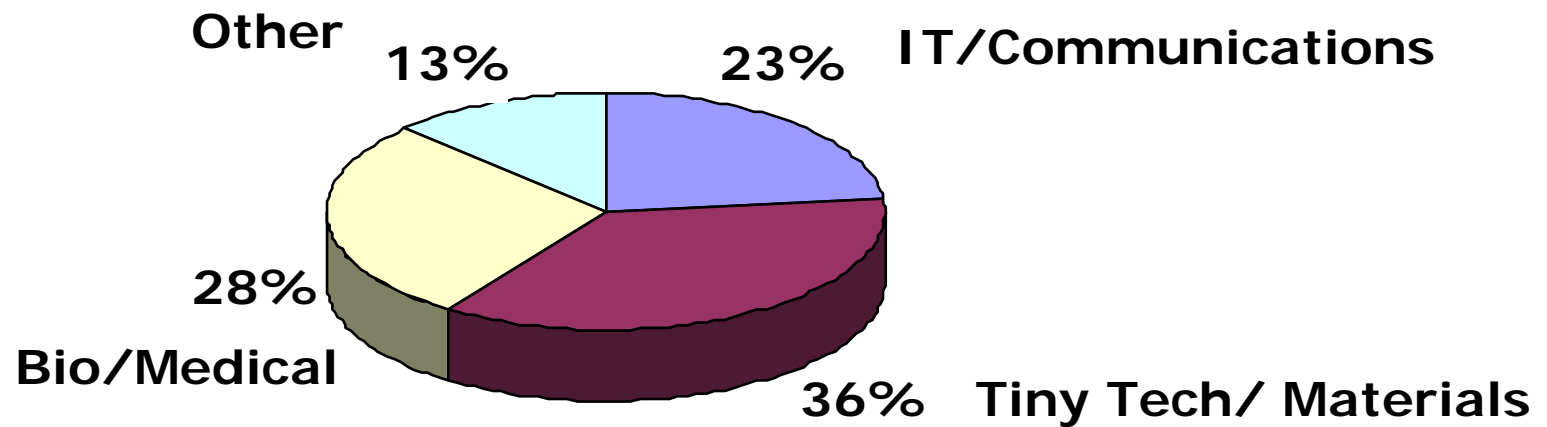
**LEAD
CATALYSTS**

STAFF

Volunteers from the business community are an integral part of the Innovation process

**GREATER
BUSINESS
COMMUNITY**

Technologies



Grants

- **In 5 years**
- **300+ proposals**
- **70+ projects**
- **\$8+MM grants**

Results

- **200+ faculty/students & 100+ volunteers**
- **11 start-ups + 1 license**
- **Capital \$90 MM**

Report on Proof of Concept Centers

- Kaufmann Foundation study – report on Jan 24, 2008
- <http://www.kauffman.org/items.cfm?itemID=980>

Ideas --→ Impact

Moving Ideas from the Laboratory to the Market

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