

# Introducing Queen Mary Innovation (QMI)

Dr Jim Shaikh

Senior Commercialisation Manager

[jim.shaikh@qmul.ac.uk](mailto:jim.shaikh@qmul.ac.uk)



Queen Mary Innovation  
[qminnovation.co.uk](http://qminnovation.co.uk)

Knowledge is our business



# Queen Mary Innovation (QMI)

- **Technology Transfer** Company of Queen Mary, University of London
- Technology Transfer? – Nearly always based on the transfer of **intellectual property** to a company:
  - Licensing of Technology
  - Formation of Spin-Out Companies based on Technology
- Why? – Increase **Impact** of research outcomes delivered by QMUL



A large background image featuring a complex, glowing blue geometric network of interconnected lines and points, resembling a molecular or data structure, set against a dark blue gradient background.

# Welcome to QMI – Proudly supporting Queen Mary University of London

Welcome to

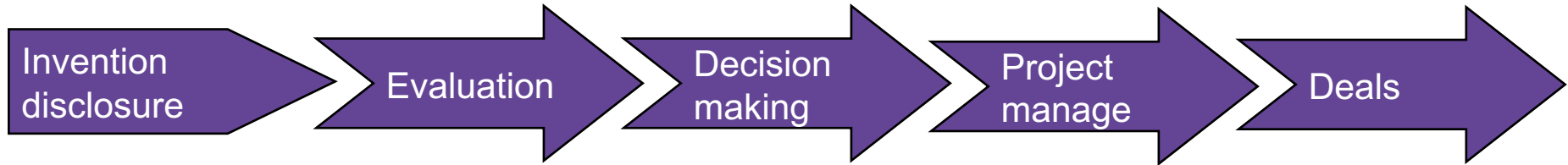
## Queen Mary Innovation

Queen Mary Innovation Ltd (QMI) is Queen Mary University of London's (QMUL) wholly-owned technology transfer company and is responsible for the commercialisation and

### Latest News

Bowel Research UK Press  
release 29.09.20; Lower bowel  
holds secret to weight loss

# The QMI Process



## Engage with QMI

Completion of technology disclosure form

## Evaluation

Market need  
Competition  
IP ownership  
Patentability

## Feedback

Go/No-go  
Outcomes

## Commercial Plan

(Licensing / Spin-out)

**PoC/IAA funding**

**IP Protection**

## Licence

Data pack  
Negotiate licence (Assignment/Sale)

## Spin out

Further diligence  
Incubation funding  
Seed Finance

## Commercialisation



# QMI Track Record

- > 500 invention disclosures evaluated
- > 130 commercial licenses returning >£3m income shared with inventors
- Established at least one new spin out per year
- QMUL spin outs have attracted > £15m investment, creating a portfolio > £200m
- Approx £10 million of QMUL assets
- Exit from Apatech Ltd. returned £10m



# How to contact me

**Jim Shaikh**

Senior Commercialisation Manager (Tech&Eng)

Phone: +44 (0) 20 7882 5117

Mobile +44 (0) 7584 527 057

[email: jim.shaikh@qmul.ac.uk](mailto:jim.shaikh@qmul.ac.uk)



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# Spin-out vs Licence

- An obvious licence:
  - **Market is mature** with a small number of dominant players, i.e. these companies are needed to get to the market
  - **Technology is mature** with limited (one) applications. Enabling technology
  - Examples: software; established market engineering projects: requiring skills and market position of licensee to be a success – i.e. no go it alone option
- An obvious spin-out:
  - **Growing Market**, no obvious dominant licensee. Don't require skills of another company and market position to be a success
  - **Scalable revenues**, exponential sales forecasts.
  - **Platform technology**: lots of potential applications and/or customers

