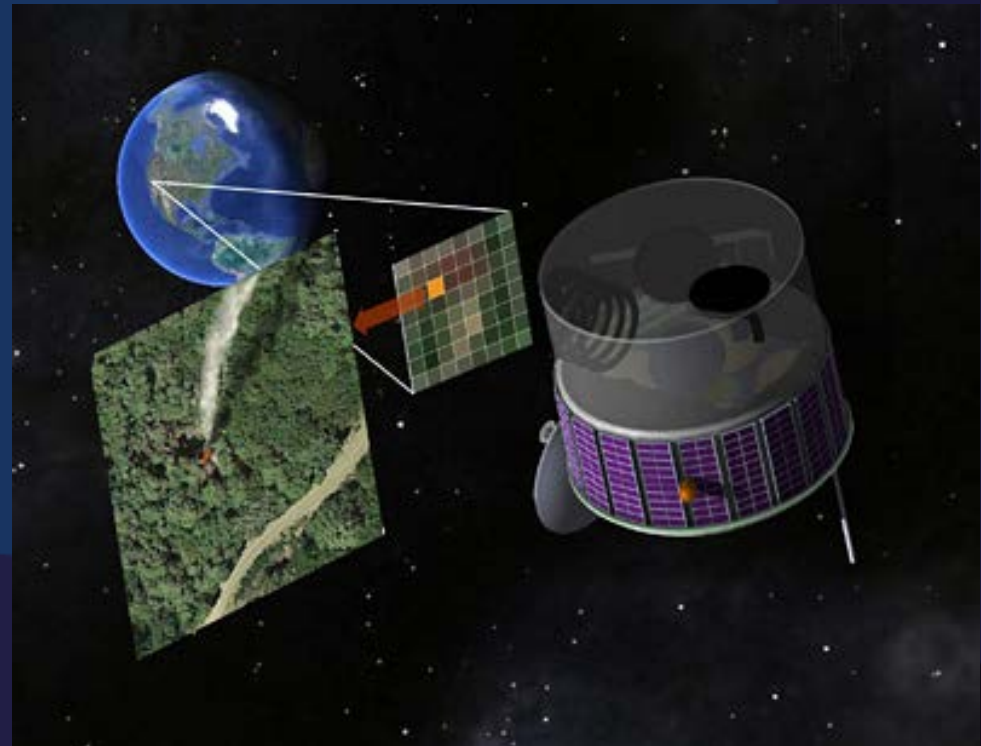


Welcome and Overview

- Brief Introduction to Berkeley
- FUEGO and Public Private Partnership
 - Membership Model
- Intellectual Property
- Confidentiality
- Export Controls
- Overseas Offsets



UC Berkeley - A Top Research University

- Leading in research
- Industry-friendly
- Global
- Innovative



Explore research collaboration and intellectual property licensing with Berkeley

Berkeley Facts



- #1 public university in the U.S.
- #5 in the world in reputation rankings (UK's *Times Higher Education*)
 - The Sweet Six include:
Harvard, MIT, Cambridge, Stanford, Berkeley and Oxford
- 51 Nobel Prizes so far
- #1 in number of startup companies who received Venture Capital funding
- Berkeley IP licensees have commercialized 100 products and dozens more are in the R&D pipeline.
- 150+ start-up companies founded to commercialize Berkeley IP
- 65 companies have raised an average of \$13.8M.

Industry at Berkeley

- More than 500 companies have sponsored research at Berkeley and/or joined an industry affiliates program since 2004
- Repeat business: ~40% of sponsoring companies sponsor research more than once



FUEGO as a Membership Program

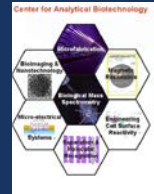
- Membership Model
 - Berkeley to host public-private partnership
 - Many industry participants join
 - Membership Agreement
 - Annual fees fund research and operations
 - Involves multiple Berkeley researchers
- All members receive the same benefits
 - Same research program
 - Same IP rights
 - No company-specific project or budget
 - Same opportunity to influence program
 - However, program may have tiered benefits
- All agreements have the same terms
 - No specially negotiated terms for each member



Successful History of Berkeley Membership Programs



- Berkeley Sensor and Actuator Center (BSAC)



- Center for Analytical Biotechnology (CAB)



- Center for Hybrid & Embedded Software Systems (CHESS)



- Pacific Earthquake Engineering Center (PEER)



- Team for Research in Ubiquitous Secure Technology (TRUST)



- Center for the Built Environment (CBE)

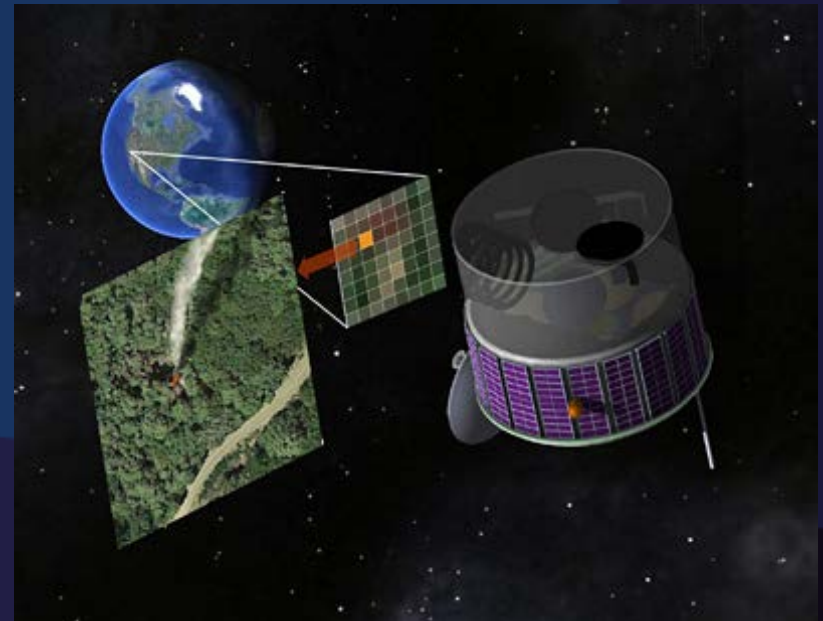
FUEGO Membership Benefits

- Early IP access – limited to “make and use”
- First Right to negotiate commercial IP license
- Early access to papers, research results
- Meetings, conferences on research and trends
- IAB membership to higher paying members
- Affiliation, networking
 - Meet with faculty, competitors, in pre-competitive framework
- Access to students as interns and new-hires
- Access to resources: libraries, software



FUEGO IP Access

- FUEGO IP is filed – Berkeley Case # B11-081
- FUEGO Members have “make, use” rights
 - For internal evaluation, research
- FUEGO Members have an exclusive first right to negotiate separate commercial license



Confidentiality Agreements

- Prefer not to receive confidential information under FUEGO membership agreement.
- Exchange under separate company-Berkeley CDA
- Limited to preparing proposals, discussing new initiatives, such as in Industry Advisory Board meetings

Export Control

- Berkeley operates under the Fundamental Research Exemption (FRE)
- Berkeley does not wish to receive export controlled information or technology
- Berkeley does not reveal citizenship or keep foreign students from projects

Overseas Offsets



- Fire is global. Think Australia.
- FUEGO members may have offset obligations in selling to foreign countries.
- Obligation can be met by subcontracting.
- Berkeley has international collaborators.
- Berkeley can be an offset partner through FUEGO.



Discussion

- Membership Model
- Intellectual Property
- Confidentiality
- Export Controls
- Overseas Offsets

Contact for Agreements

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