



AUTM Board of Directors 2020 Candidate Form



Manu Nair, MBA, LLB, LLM

Vice President, Technology Ventures
Oklahoma Medical Research Foundation

Candidate Biography

Mr. Manu Nair is the VP, Technology Ventures for the Oklahoma Medical Research Foundation ("OMRF") in Oklahoma City. He is in-charge of developing/commercializing OMRF's technologies, establishing strategic industry collaborations and managing the innovation fund that is dedicated to such development efforts. In addition, Mr. Nair serves as a business consultant/advisor for several US and international entities, including prominent research institutes and technology companies. Mr. Nair started his technology commercialization career at OMRF in 2004 and was involved in OMRF's IP commercialization and start-up company efforts. He later joined Mayo Clinic Ventures ("MCV"), which is the technology commercialization and investment arm of Mayo Clinic in Minnesota, where he initially served as a Technology Licensing Manager and subsequently as Sr. Licensing Manager. At MCV, he managed a diverse portfolio of technologies and was in-charge of related IP protection, development and commercialization, including company formation and technology based investments. He also led MCV's international collaboration and funding initiatives, was responsible for strategic business development, and focused on special initiatives that were of priority to Mayo. Appointed by the Governor of the State of Oklahoma, Mr. Nair now serves as a member of the Oklahoma Science and Technology R&D Board. He has served as a member of the Board of Directors of the Legal Assistance of Olmsted County, Rochester, Minnesota, and currently serves on the Board of the Midwest University Research Network. He is also a Member of the External Advisory Committee for the NIH-funded "SE XLERator Network Hub".

Candidate Q&A

Why do you want to be on the AUTM Board of Directors and what motivates you to join the AUTM Board of Directors?

I have significantly benefited from my membership in AUTM. It has provided me the opportunity to be mentored, to network, learn and to mentor others. In addition, it has helped me exchange ideas with key opinion leaders. All of these factors have contributed to my career success. Hence, I wish to now contribute to the long term success of AUTM, so that others can benefit in the same manner as I did. My career path has offered me some unique opportunities that may not exist in many organizations. This, I believe, places me in a position to bring a different perspective and insights on matters of interest to AUTM, thus providing new thoughts and solutions.

Have you served in a volunteer leadership role for other organizations? If so, please explain.

I have been a volunteer and Board member of several organizations. Please see my Bio for more info. Also, I serve an IP consultant for the Dept. of Biotechnology of India, helping the Dept. establish tech transfer operations in affiliated institutes.

What special experience do you have that you feel will benefit AUTM and its members? What might distinguish you from other candidates?

Apart from having the experience of building (or advising to build) several tech transfer operations from scratch, I have successfully run tech transfer operations that are measured based on revenue and service matrices. I have been a strong proponent of running tech transfer operations primarily as revenue centers. I can bring that expertise to AUTM BOD, and hence, I believe that I could contribute to helping other AUTM institutions either achieve their goals to strike the right balance between revenue, compliance and service objectives. Having established and administered several technology funds that support institutional tech development and investments, I believe that I can assist other institutions effectively and efficiently achieve such goals. In addition, my tech transfer career has been very diverse (tech transfer, strategic BD, institutional know-how based JV structuring/management etc). Hence, I could potentially add such experience to the pool of BOD to help AUTM colleagues expand their horizons.

What do you see as the major strategic issues facing technology transfer today?

- Potential dilution of Bayh-Dole
- Activities (legislative, judicial and other) that weaken of US patent system
- Shortage of trained/experienced tech transfer talent
- Institutional support of tech transfer efforts and operations
- Venture capital concentration at limited geographic locations

What challenges does AUTM face that you think could be addressed by strategic discussion at the Board level?

The most important questions to ask are "what is the relevance of AUTM and what do we want to achieve"? Mission and vision statements help, but do not provide best results without specific short term and long term goals, and pathways to reach them. This is missing at AUTM. It is

important to have discussions at BOD level on what AUTM should achieve in 3 years, 5 years and 10 years, and specific yearly programs designed to achieve those. Also, it is important to communicate that to members in periodically and comprehensively.

How do the terms (both responsibilities and time commitment) of the position fit within your other responsibilities?

In addition to being the head of Technology Ventures at OMRF, I am a member (appointed by the Gov.) of the State entity called OSTRaD that is responsible for State of Oklahoma's science and technology based economic efforts and funding. I am also a board member of the Midwest University Research Network and a member of the External Advisory Committee for the NIH-funded "SE XLerator Network Hub". In these leadership roles, I represent State of Oklahoma, the mid-west and SE States and their institutions, and have a role in the policy initiatives and efforts of those geographies. Hence, I view my membership in AUTM BOD as an effective representation of institutes of the mid-west and SE regions.

How has AUTM benefitted you in your work and career?

Networking, continued education and mentorship.

Is there anything else you would like AUTM members to know about you before they vote?

No.