

# Innovation & Strategic Partnerships Newsletter

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## Welcome to Our Inaugural Issue!

This newsletter is brought to you by the Office of Innovation & Strategic Partnerships at The University of Texas at San Antonio. We're excited to connect with you and share insights, resources, and success stories that highlight our collective commitment to advancing innovation and collaboration across our university.

Each issue will feature updates on intellectual property, partnerships, programs, and more—all designed to support and celebrate the spirit of innovation at UTSA.



## A Word from Our AVP, Anthony Francis

As we begin this exciting new chapter as the **Office of Innovation and Strategic Partnerships**, I'm proud to introduce our newly integrated team—bringing together the strengths of two universities to better serve our faculty innovators. Having the whole team together and focused on developing our innovation into real impact is starting to make a difference.

It's quite a ride though, the team are not only coping with the practical issues of integration there is a bit of a backlog of stuff and new processes and tasks to do. Whilst it's a hectic collision of activity, we think it is best to tackle head on, so please be patient now as we work through the changes (even though I know a lot of you have been overly patient already).

Our mission is simple: to help translate your ideas into outcomes that create impact in the real world. While patents remain a vital part of our work, our definition of **value** is expanding. We're focused on fostering spinouts, partnerships, and other pathways that bring discoveries to life beyond campus walls. There are many valuable opportunities who don't have traditional IP. We want to help with all – our focus is creating commercial value.

Over the coming months, you'll notice a more **streamlined and collaborative process** for engaging with our team—guided by faculty input, market feedback, and a development-oriented mindset. We'll also be launching a series of **short workshops** designed to help researchers scale their innovations and strengthen their market readiness.

Our **Entrepreneurs in Residence (EIR)** program continues to grow, providing hands-on leadership to support venture creation and development. We're also expanding programs in **AI, devices, and therapeutics**, with additional focus areas on the horizon—all aimed at advancing technologies toward partnership and proof-of-concept milestones.

As we also extend our partnerships in AI, Space, Cybersecurity, therapeutics, devices and others – partners to commercialize or research are only a step away.

At every step, our goal is to keep you **informed, involved, and supported** as you navigate the journey from research to real-world application. Together, we're building an ecosystem where innovation can thrive and impact can grow. It will be a cornerstone of the real value from the combined UT San Antonio.

## Our Approach The Market First Perspective



Central to the Office of Innovation & Strategic Partnerships' market-first approach to assessing, prioritizing, and developing opportunities is the concept of working backward from the market. Rather than starting solely from the technology or invention itself, we begin by understanding unmet needs, potential customers, and the competitive landscape. This approach allows us to evaluate real-world demand and commercial viability early in the process—helping ensure our development efforts, resources, and partnerships are aligned with the greatest market opportunity and potential impact.

[Learn More](#)

## Spotlight



### New Disclosure Process

We've redesigned our process to help you move from idea to impact – faster and with less friction. Submit your innovation with a simple first step, and we'll guide you the rest of the way.

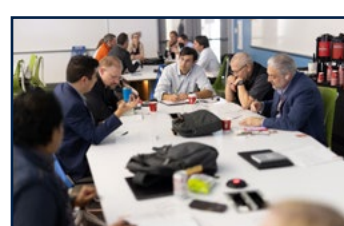
[Learn More](#)



### Meet Our Team

Our team at the Office of Innovation and Strategic Partnerships (OISP) supports the commercialization of innovations through start-up development, technology licensing, and strategic partnerships.

[Learn More](#)



### NEW Commercialization Workshop Series

Curious whether your research has commercial potential? The Commercialization Workshop Series guides faculty and researchers through a market-first approach to understanding opportunity, de-risking ideas, and exploring pathways from lab to market.

[Learn More](#)

## Looking Ahead

Our next edition will explore the different ways faculty can engage with the Office of Innovation & Strategic Partnerships, featuring emerging educational and development opportunities, expanding resources, and programs that continue to strengthen UT San Antonio's innovation ecosystem.

## Stay Connected

Follow the Office of Innovation & Strategic Partnerships for the latest updates, success stories, and opportunities to collaborate.

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