UCAR Foundation and Peak Weather Resources

Members’ Meeting
October 7, 2003
UCARF Strategy

The UCAR Foundation’s **two-pronged technology commercialization strategy:**

- The placement of intellectual property with existing businesses in order to derive revenue from **licensing** and royalties; and

- **Development of independent businesses** to take advantage of strategic business opportunities created by UCAR expertise/technology and profitable market opportunities.
UCARF Business Development

• The Foundation held equity in these companies:
  - Mesa Archival Systems, Inc. (MESA)
  - External Tanks Corporation (ETCO)
  - Space Destination Services, Inc. (SDSI)

• Formed WITI Corporation, a for-profit subsidiary, in 1989

• Sold WITI in March 2000

• Established Peak Weather Resources, Inc. in June 2003
Guiding Principles for Peak Weather Resources, Inc.

- Develop “UCAR friendly” company to further tech. transfer mission/IP commercialization
  - Create outlet for developed products in order to sustain R&D funding
- Work for mutual UCAR, UCARF and Peak Weather benefit in support of common goals
- Bring opportunities to each other
- Share in building collaborative management relationships
- Operate as for-profit company, not to be sold
Peak Weather Resources

• Seed funding - line of credit from UCARF (with smaller loans from UCAR and NCAR, if needed) to support Peak’s business plan

• Russ Peterman, former president of Radian and recent Vaisala executive, is the company’s president

• One to two staff positions to be filled in FY 2004, per plan
Peak Weather Resources  (continued)

- Initial business activities, details to be announced soon:
  - **WSDDM** (Weather Support for Deicing Decision Making) commercialization through joint venture
  - **DICast** (Dynamic Integrated foreCast) data services capability operational by the first of the calendar year
  - **TIPS** (Total Instantaneous Precipitation Sensor), formerly known as the hotplate snow gauge, marketing representation relationship
Future prospects:

- **4DWX (Four-Dimensional Weather)**
  - system data service sales
    - Homeland Security
    - Intelligence and DoD agencies
    - Corporate security community
    - Emergency managers

- **GIS tools** and commercial data sets
  - Collaborative development
  - Business partnering
UCARF Licensing

- Continuing to produce significant revenues ($240K - exceeding FY2003 projections)

- Leading producers in portfolio:
  - **LLWAS** (Low-Level Windshear Alert System)
  - **GPS Dropsonde** and **AVAPS** (Airborne Vertical Atmospheric Profiling System)
  - **NIMA** (NCAR Improved Moments Algorithm)
UCARF Licensing (continued)

• Future prospects:
  - RWFS (Road Weather Forecast System)
  - NESPA (NCAR Efficient Spectral Processing Algorithm)
  - IODA (Intelligent Outlier Detection Algorithm)

• Future activity for the Foundation’s direct licensing program should increase as a result of Peak Weather Resources focused and ongoing commercialization activities.