

# ANTHONY FRANCIS

Visionary Business Leader | Commercialization Expert | Global Innovation Champion | Partnership Builder



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## CORE COMPETENCIES

- Innovation Management & Commercialization
- Strategic Partnerships & Alliances
- Venture Capital & Fundraising
- Startup Ecosystem Development
- Entrepreneurial Education & Leadership
- Technology Transfer & Licensing
- Organizational Transformation
- Market-Led Innovation Systems
- Executive Leadership & Team Development
- Stakeholder Engagement & Relationship Building
- Corporate Governance & Strategic Advisory
- Global Business Development
- Regulatory & Compliance Knowledge

## EDUCATION & RELEVANT QUALIFICATIONS

- Bachelor of Arts (Accountancy), University of South Australia
- Fellow of the Institute of Chartered Accountants (FCA), Australia
- 25-Year Service Award, Institute of Chartered Accountants

## PERSONAL SKILLS

- Effective Listening
- Decision Making
- Emotional Intelligence
- Teamwork
- Adaptability
- Problem Solving
- Overcoming Objections
- Creativity
- Analytical
- Multitasking
- Interpersonal Skills
- Organization

## EXECUTIVE SUMMARY

Accomplished and results-driven Senior Executive with over 25 years of expertise in leading high-performance innovation in academic and research environments, driving commercialization, and cultivating partnerships. Adept at transforming organizations by implementing innovative models, securing substantial investment, and creating sustainable value. Skilled in guiding universities, start-ups, and high-growth companies through the full lifecycle of technology transfer, from idea conception to market execution. Passionate about empowering teams, fostering a culture of collaboration, and utilizing cross-functional expertise to drive impactful, global-scale innovation. Proven record of successfully turning nascent opportunities into multi-million-dollar ventures, fostering entrepreneurial ecosystems, and advising on high-level strategy for industry leaders.

## SELECTED ACHIEVEMENTS

- **Transformation of Innovation Ecosystems:** Led the Office of Technology Commercialization at UCSF, increasing licensing revenue by 150%, growing from \$20M to \$50M, and expanding equity portfolio from \$50M to \$200M over 3 years.
- **Foundational Leadership in University-Industry Partnerships:** Developed and nurtured key partnerships with global leaders like Zuckerberg, Parker, and Benioff, positioning UCSF as a model for innovation-driven academic partnerships.
- **Entrepreneurial Education Leadership:** Created the Entrepreneur-in-Residence (EiR) program at UCSF, which matched entrepreneurs with research technologies, resulting in the launch of over 25 successful start-ups.
- **Strategic Advisory Roles:** Played a pivotal role as an advisor for major organizations, including government, sports teams (San Antonio Spurs, Adelaide Crows), and universities.
- **Award-Winning Educator:** Winner of the 2013 & 2015 National Award for Best Entrepreneurial Educator of the Year.
- **Global Fundraising & Capital Raising:** Facilitated over \$400M in capital raising for UCSF spin-off companies and secured multi-million dollar grants for innovative initiatives.

## PROFESSIONAL EXPERIENCE

### Vice President Innovation and Development UT SAN ANTONIO and UT Health San Antonio

2024 - Present

*Drove strategic transformation and innovation initiatives, encompassing the Office of Technology Commercialization and new partnerships to position UT Health as a key economic developer for Texas.*

- Turned around the technology transfer office to achieve profitability within six months, aligning operations with market-driven goals to enhance financial sustainability.
- Forged strategic partnerships with the San Antonio Spurs, Scalable Care (AI), and Fountain Head (medical devices), creating collaborative pathways that blend sports, technology, and healthcare innovation.
- Developed work flow management system which now tracks and reports on \$100m of research commercialization projects
- Led development of an entrepreneurial start-up portfolio, launching ventures focused on concussion therapeutics, opioid addiction treatment, digital health, and medical devices.
- Introduced new departments in Equity Management, Strategic Alliances, and Entrepreneurial Education, strengthening UT Health's role in regional and global healthcare advancement.
- Recruited and developed a new team of eight specialists, fostering a culture of innovation and equipping the office with multidisciplinary talent.

### Advisor and co-founder SCALABLE CARE

2023 - Present

- Guided initial concept development and spin-out of Scalable Care from UCSF, recognizing the startup's potential and successfully guiding it to launch in 2023.
- Raised operational efficiency by developing strategic business models tailored for clients and Scalable Care, aligning the platform's capabilities with market needs.
- Cultivated client relationships and secured early adopters by presenting scalable AI solutions that deliver impactful, personalized care, driving revenue from launch.
- Facilitated brand recognition and visibility in the healthcare innovation space, showcasing the platform's unique AI coaching features to potential investors and partners.

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“Mr. Francis’ accomplishments at UCSF boil down to the simple premise of making sure UCSF research is used in a real-world context. While this may sound simple, it is a complex process to introduce research to market. His methodology of introducing market needs and demands at the start of the technology transfer process – rather than the end – has shown impressive success in making this goal a reality. Mr. Francis has achieved similar success in smaller universities in Australia, and the research wealth of UCSF provides him an unparalleled opportunity to further build this resume of success. As the major recipient of NIH grants and with some of the world’s best scientists, in a fertile environment like San Francisco, Mr. Francis’ work will impact not just the surrounding region, but how patients are treated and diagnosed around the world.”

**Sam Hawgood**  
Chancellor

**University of California, San Francisco**

“In his role we are grateful for the improvement. I work with and mentors and physicians and I continually hear of the praises that they give Anthony and the approach. It has allowed us to take risks they perhaps wouldn’t always take and given confidence to pursue commercial opportunity. Previously, there was fear and misconception.”

**Michael Lesh MD**

“I am familiar with Mr. Francis’ leadership accomplishments through professional channels. In fact, I first became familiar with him when he was the Managing Director of Flinders Partners. In this role he made amazing Contributions to entrepreneurship at universities around the world, winning numerous awards for these contributions. Prior to his time at Flinders, the organization focused more on patents and technical review and less on commercialization and technology transfers. He also used this role to become a leader in a number of start-ups that were founded based on research being done at Flinders University.”

**Greg Pogue: Executive Director**  
**IC2 University of Texas at Austin**

## WORK EXPERIENCE & KEY ACHIEVEMENTS (Cont'D)

### Executive Director UCSF

**2019 - 2023**

*Spearheaded transformative initiatives within UCSF's Office of Technology Management, the USA's largest NIH grant recipient, overseeing \$1.2 billion in annual research.*

- Transformed the Technology Transfer Office into a high-performance model, implementing streamlined processes and boosting alignment across strategic alliances, entrepreneurial education, seed funds, and development programs.
- Secured three major investor-led partnerships, each directly funding groundbreaking research and expanding UCSF's influence in tech-driven healthcare advancements.
- Negotiated high-value licensing agreements with start-ups and Fortune 500 companies, using n-depth research to secure favorable terms and bolster UCSF's licensing revenue.
- Launched InVent, a \$10M internal seed fund that supports promising early-stage technologies, paired with an Entrepreneur-in-Residence program to provide real-time industry feedback.
- Built strong capital provider relationships, fostering alliances with notable investors such as Zuckerberg, Parker, and Benioff to blend philanthropic funding with investment.
- Re-engineered a 25-member team, optimizing performance and capturing a record number of high-value projects, doubling innovation disclosures and startup formations through a market-aligned, multidisciplinary approach.
- Delivered \$50M in license revenue and \$220M in startup equity, shifting the team's ethos towards a value creation model that significantly elevated UCSF's innovation footprint.

### Managing Director | GP VENTURES CEO | GP PARTNERS

**2018 - 2019**

**2018 - 2019**

- Led a \$10M business turnaround, repositioning GP Partners and GP Ventures from loss to profitability by introducing new products, services, and business units that leveraged existing resources for immediate and long-term growth.
- Formulated a visionary strategy, aligning directors and stakeholders on a unified growth path that balanced immediate profitability with sustained innovation and future revenue streams.
- Expanded revenue streams by launching high-demand services, such as clinical trials access and mental health support, tailored to the member base.
- Launched Australia's first connected health accelerator, GP Innoventures, to drive healthcare innovations from concept to market, securing GP Partners' reputation as an industry leader in healthcare innovation.
- Introduced critical innovations, including a patient-GP connection app for obstetric care and a paramedic-integrated platform for palliative care, receiving a \$1.5 million grant to advance healthcare efficiency.
- Developed a new clinical trials business in collaboration with Irom (Japan), creating a revenue-generating pathway by connecting global trials with local physicians.

### Managing Director FLINDERS PARTNERS PTY LTD

**2007 - 2017**

- Drove transformational growth by shifting the company from a technology/IP-focused entity to a market-oriented commercialization hub, converting a \$1.2M loss into \$800K profit within 18 months and achieving \$1.7 million profit in 30 months.
- Revolutionized industry partnerships by consolidating commercial entities under Flinders Partners and shifting to a market-driven model.
- Pioneered award-winning initiatives, such as the "Research to Outcome" workshop, which gained national recognition for translating academic research into commercial applications.
- Established the New Venture Institute, a premier incubator for fostering start-up success, and launched the "In Conversation" series.

### Director DELOITTE

**2004 - 2007**

- Integrated innovation consulting into Deloitte's offerings, working closely with government and corporate clients to develop regional innovation growth plans.

### Founder / Managing Director TECHNOLOGY COMMERCIALISATION GROUP (TCG)

**1998 - 2004**

- Founded Australia's first commercialization consultancy, growing it into a national business with offices in multiple cities.
- Sold the company to Deloitte, expanding its commercial innovation offerings and working with universities and major clients.