INNOVATION PARTNERSHIPS 2024 IMPACT REPORT



Dear Colleagues,

Innovation Partnerships is dedicated to supporting University of Michigan innovators in their efforts to have a meaningful impact on society by translating their research discoveries into real-world solutions. I am pleased to present our annual report, which contains highlights of our office's performance, as well as stories of impact from across the university's innovation ecosystem.

This past year has been an extraordinary one for U-M's research commercialization efforts. Innovation Partnerships received a record-setting 615 invention reports from U-M faculty and staff, executed 273 commercialization agreements and supported the launch of 28 new startup companies.

The Innovation Partnerships team extends our deepest gratitude to the university's extraordinary researchers for placing their trust in us as partners on their innovation journey. We also thank the companies, entrepreneurs and investors who collaborate with us to bring groundbreaking discoveries to the marketplace.

I look forward to another year filled with collaboration as we redefine how world-class university research can fuel a region and solve the world's greatest challenges.

Sincerely,

Kelly Sexton, Ph.D. Associate Vice President for Research - Innovation Partnerships and Economic Impact

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Our vision at the University of Michigan is to become *the* defining public university. A critical component of this vision is advancing innovation and discovery into real world impact. By amplifying the impact of innovators and scholars through research commercialization, we are addressing the great challenges of our time."

SANTA J. ONO

President, University of Michigan

ABOUT INNOVATION PARTNERSHIPS

Amplifying the Impact of Research

Innovation Partnerships serves as the primary gateway for researchers seeking to increase the impact of their work. We provide this service to U-M faculty by connecting with the private sector through corporate-sponsored research collaborations, licensing discussions and connections with entrepreneurs and investors to support startup company formation. Our team of licensing, business development, corporate research and venture professionals provides comprehensive, step-by-step services to faculty—from invention assessment and intellectual property support to business mentoring, translational research funding and early-stage capital from the Accelerate Blue Fund.

Our team also helps faculty create new research collaborations, allowing us to leverage strong relationships with industry partners, investors and entrepreneurs to positively impact society and drive economic growth. We support the broad dissemination of scholarly output by providing open-access channels and open-source licensing models. We provide support to faculty and researchers from all schools and colleges across the three U-M campuses (Ann Arbor, Dearborn and Flint).

Our team enables the translation, commercial development and licensing of groundbreaking research discoveries and technologies. We are inspired to redefine how world-class research can fuel a region and solve the world's greatest challenges.

At the University of Michigan, we are fortunate to be surrounded by incredibly talented individuals in our research community. Our researchers and faculty consistently produce revolutionary work that stands out for its excellence. The committed team within Innovation Partnerships plays a key role in this success by working tirelessly to bring the cutting-edge technologies and services developed here to the world outside our campus walls, making a tangible difference in people's lives."

ARTHUR LUPIA

Vice President for Research and Innovation (Interim), Gerald R. Ford Distinguished University Professor

Ite innovation partnerships team

Areas of Service

Innovation Partnerships' team of professionals brings business, scientific and legal expertise to amplify the impact of U-M research. We center our efforts around three areas of service:







- Strategy and negotiation support for corporate-sponsored research agreements
- Faculty connections with commercial research opportunities
- Ongoing research alliance management
- Invention intake support
- Intellectual property strategy and funding
- License agreement negotiation
- Data licensing and mobile app publishing



- Translational research funding
- Business mentorship
- Venture capital investment and connections
- Connections to entrepreneurial talent

2024 IN REVIEW



U-M RESEARCHERS LAUNCHED **28** NEW STARTUPS IN FY24, A SIZABLE INCREASE FROM FY23. THESE NEW VENTURES ARE HELPING TO ADDRESS SOME OF THE WORLD'S GREATEST CHALLENGES.

FY24 STARTUPS

ALLIN BIO	GRASP ROBOTICS
ARTSPECTIVE	HEALTH TECHNOLOGY
BALLOTIQ	INNOVATIONS
BE BIOINNOVATIONS INC.	НТІС
CLARITY GOLF	INTE-OPTOELECTRONICS
FVS	JOINLU INTERNATIONAL
GEMINUS	KIDNEYINTEL, LLC
	KIDOU SYSTEMS

KUVA LABS
LEARNINGCLUES
LUMETEC INC.
M3D
MH3D
MEDSYN BIOPHARMA
NANOVASCULAR

NULYNX PEERS HEALTH RACE SPACE INC. RUA DIAGNOSTICS SC2 TECHNOLOGIES SIKRIT SVS-VIEWPOINT

Michigan University Innovation Capital Fund and Consortium

In January 2024, Lt. Gov. Garlin Gilchrist II announced the Michigan University Innovation Capital Fund (MUICF). This new pre-seed venture capital fund invests in early-stage, Michigan-based startup companies that are licensing technologies from any of the state's public universities. Strategic guidance and support of the MUICF is provided by the Michigan University Innovation Capital Consortium. This Consortium is composed of a statewide network of leaders from university tech transfer offices, university-managed pre-seed funds and university-associated economic development organizations along with the <u>Michigan Economic Development Corporation (MEDC)</u>.

The MUICF was established by an award from the Michigan Strategic Fund and MEDC through the Michigan Innovation Capital Fund.

To learn more about the MUICF and Consortium, visit **muicf.com**

Partnerships with the MEDC Enable Research Commercialization Across Michigan

The Michigan Economic Development Corporation (MEDC) supports several key initiatives that bolster Michigan's statewide research commercialization ecosystem. The Innovation Partnerships team oversees the Michigan Translational Research and Commercialization (MTRAC) Life Sciences and Advanced Transportation Programs, as well as the Technology Transfer Talent Network, in order to support U-M faculty and broader statewide efforts to enable research commercialization. The Michigan University Innovation Capital Fund is the latest chapter in this long-standing commitment to the translation of university innovation into societal and economic impact. To learn more about the MEDC's University Programs that enable translational research, technology transfer and industry engagement, visit <u>michiganbusiness.org</u>.

\\ FUND FEATURES Accelerate Blue Fund

The Accelerate Blue Fund (AB Fund) is dedicated to advancing U-M startups. As an early-stage venture fund focusing exclusively on startups based on U-M intellectual property, the AB Fund bridges the funding gap between initial launch and angel/venture capital.

The AB Fund is committed to nurturing U-M startups by providing support and investments to aid in their growth and success. As an evergreen fund, all investment returns are reinvested back into the fund for future investments. This allows the AB Fund to continue supporting new U-M startups.

In the 2024 fiscal year, the AB Fund's reach expanded, with **9 new companies** receiving investments, bringing the portfolio up to **21 dynamic U-M startups**. Thanks to generous donors and U-M support, the Accelerate Blue Fund now oversees **\$15.6 million in assets**.*



LOCAL IMPACT

The fund activity encourages startups to stay and grow across southeast Michigan, supporting local economic growth.



U-M FOCUSED

Investing exclusively in startups spinning out of U-M's research enterprise.



DEFINED PIPELINE

Startups based on research discoveries and technologies from across the entire U-M research ecosystem.



EVERGREEN

The fund is evergreen; all investment returns are rolled back into the fund to invest in future U-M startup companies.



To learn more about the Accelerate Blue Fund, visit **acceleratebluefund.com**

U-M Startup, H3D, Powers Economic Growth in Southeast Michigan



Zhong He, professor of nuclear engineering and radiological sciences at the University of Michigan, developed a new gamma-ray detector technology with the support of various federal agencies that was more accurate and easier to deploy than existing gamma-ray sensors.

But when existing suppliers could not effectively transfer the technology, he took matters into his own hands. His determination and expertise culminated in H3D—a company he founded with three of his former students, Drs. Feng Zhang, Weiyi Wang and Willy Kaye. H3D's technology finds, characterizes and cleans up radiation contamination. The company is revolutionizing how radiation measurements are performed and has thoroughly exceeded industry expectations.

Launched in 2011 with the help of Innovation Partnerships, H3D has proudly maintained its roots in Ann Arbor. Prof. He's commitment to the region has not only kept the business local but also spurred significant economic growth. H3D has helped with talent retention with 23 out of H3D's 39 employees being U-M alumni. Moreover, with the company's total revenue exceeding \$80 million, H3D and its sister companies are significant contributors to Ann Arbor's prosperity.

"I am incredibly proud that the result of my team's work has had wide-ranging impacts," said Prof. He. "Not only have we been able to give back to the community that has supported us, but the original product we developed to aid in detecting and imaging radiation is now used in more than 75% of nuclear power plants across the country. Our tools are ensuring that nuclear power plant workers are safeguarded with dependable technology." H3D's technologies have versatile applications. They are viewed as the future of emergency response, CBRNE (Chemical, Biological, Radiological, Nuclear and Explosives) management, defense, homeland security, medical imaging and more. experienced in bringing medical devices to the market, and from there, we were able to partner and launch M3D and MH3D. While I don't know exactly what the future brings, I know it is bright, and I look forward to seeing where our technology takes us next."

H3D and its sister companies have grown and hired many U-M graduates, with 23 out of H3D's 39 employees being U-M alumni.

> In addition to creating H3D, Prof. He and his team have launched two more startups, expanding further into the medical realm. One of the startups, M3D, offers a variety of gamma cameras for use in healthcare facilities by surgeons, physicians, physicists and environmental safety personnel. The Ann Arbor-based startup's products are powered by H3D's game-changing sensor technology developed in Prof. He's laboratory over more than 25 years of research.

> H3D supplies M3D with the core detector technology to deliver new capabilities to the healthcare domain. M3D's products enable the real-time visualization of radiation in the operating room to help surgeons precisely excise tumors and help healthcare workers in the treatment of a wide variety of patient conditions. Additionally, M3D's safety cameras support health physicists and environmental safety personnel to ensure the safe receiving, storage, use and cleanup of radioisotopes in their healthcare facilities.

> The third company, MH3D, is developing another medical use of Prof. He's technology. MH3D focuses on larger imaging modalities such as traditional SPECT imaging, whereas M3D is geared toward smaller, novel imaging applications.

"We knew we needed to expand our offerings, and launching two more startups seemed the best way to move forward," said Prof. He. "We found local entrepreneurs that were more 66 I am incredibly proud that the result of my team's work has had wide-ranging impacts. Our tools are ensuring that nuclear power plant workers are safeguarded with dependable technology.

[...] While I don't know what the future brings, I know it is bright, and I look forward to seeing where our technology takes us next."



- **Prof. Zhong He** Professor of Nuclear Engineering & Radiological Sciences, University of Michigan



Veil Institute Director Named Distinguished University Innovator of the year Distinguished University Innovator

of the Year



When he joined the University of Michigan in 2012, Dr. Kevin Ward was given a challenge that would test his leadership and entrepreneurial mindset.

The challenge—to develop a new transdisciplinary team science research program in critical illness and injury would require Dr. Ward to draw on his experiences in the U.S. Army and interests as an emergency physician.

A year after his arrival at U-M, Dr. Ward helped to establish the Max Harry Weil Institute for Critical Care Research and Innovation, a central hub for research and technology development across basic, clinical, information and engineering sciences.

Today, the Weil Institute (formerly known as the Michigan Center for Integrative Research in Critical Care) works with more than 240 faculty members across 43 departments from seven U-M schools and colleges. The Institute is unique in its approach emphasizing transformation of a medical field through the principles of innovation, integration and entrepreneurship.

For his contributions to U-M's culture of entrepreneurship and innovation in critical care and intensive care, Dr. Ward has been awarded this year's Distinguished University Innovator of the Year Award, the highest honor for faculty members who have developed transformative ideas, processes or technologies and shepherded them to market for broad societal impact. 66 Exploring the critical care and emergency medicine space to identify where there are holes

> or lags in care and then finding ways to remedy these discrepancies is one of my passions, and I am eager to work with my colleagues to develop the next technology that can help patients in the real-world."

> > - Dr. Kevin Ward Executive Director,

Weil Institute for Critical Care Research and Innovation Professor of Emergency Medicine, Michigan Medicine Professor of Biomedical Engineering, Michigan Engineering

A professor of emergency medicine and biomedical engineering, Dr. Ward also founded Fast Forward Medical Innovation, a Michigan Medicine program that offers commercialization resources and support to biomedical researchers that complement the offerings of Innovation Partnerships. This work helped to change and elevate the culture of biomedical innovation within U-M and beyond. This includes developing and implementing commercialization educational programs with a team that has trained hundreds of faculty and students not only at U-M but also at many other universities. Dr. Ward helped change the Medical School's promotion and tenure guidelines to value innovation and entrepreneurship to levels on par with teaching and research to make innovation a natural and expected behavior.

As a lieutenant colonel in the U.S. Army Reserve Medical Corp., Dr. Ward has collaborated with the Army and its Joint Special Operations Training Medical Center to develop and direct programs that have provided clinical training to more than 1,500 special operation combat medics. Prior to his coming to U-M, Dr. Ward led a team that discovered and patented the hemostatic effects of clays to stop high pressure arterial bleeding. This discovery helped lead to the development of the military's major hemostatic bandage as well as a commonly used product to endoscopically control lifethreatening gastrointestinal bleeding. These products have helped save thousands of lives.

"One of the hallmarks of an incredible researcher and scholar is the impact their work leaves in their wake," said Arthur Lupia, interim vice president for research and innovation. "Dr. Ward's passion and tenacity for excellence has improved the world at large and our world here at the University of Michigan. He exemplifies what we do as a leading public research university by pursuing innovative solutions to the world's great challenges."

ENTREPRENEURSHIP IN MEDICINE AND ACHIEVING THE EXTRAORDINARY: FDA APPROVALS

In addition to his leadership at the university, Dr. Ward has also succeeded in translating numerous innovations from the bench to the clinic and launching startup companies that amplify the impact of his work. This includes obtaining FDA approval for numerous products.

During the COVID-19 pandemic, Dr. Ward helped develop several personal protective equipment solutions using negative pressure technology. This work led to the launch of U-M startup Inspire Rx in 2021 to bring these technologies to the marketplace, one of which achieved Emergency Use Authorization (EUA) approval from the FDA.

Dr. Ward also launched U-M startup Precision Trauma in 2021 to commercialize innovative life-saving products that address gaps in prehospital trauma care. Products from Precision Trauma include the FDA-approved Turn-I-Kit, a simple and more effective tourniquet solution designed for use by untrained first responders. As an example of Dr. Ward's passion for helping others, Precision Trauma has donated hundreds of Turn-I-Kits to support emergency care providers in Ukraine.

Another startup commercializing Dr. Ward and his team's work is Fifth Eye, Inc., which launched in 2018. Fifth Eye's FDA-cleared Analytic for Hemodynamic Instability (AHI) System can continuously detect and predict hemodynamic instability far in advance of changes in traditional vital signs using a single lead electrocardiogram. It is now being tested in hospitals around the country to provide clinicians real-time information in advance to reduce preventable hospital deaths. It is one of the few FDA-approved software as medical device products using artificial intelligence and signal processing for a predictive endpoint.

"Innovation and entrepreneurship are at the heart of Dr. Ward's work," said Kelly Sexton, associate vice president for research - innovation partnerships and economic impact. "Our office has had the privilege of closely supporting Dr. Ward's efforts for years, giving us a front-row seat to how his technologies have improved patient care and changed the world for the better. We eagerly anticipate the next groundbreaking advancements he will make in the fields of critical and intensive care."

With more than 40 issued patents coupled with definable impact, Dr. Ward was also recently inducted as a Fellow in the National Academy of Inventors for his work in emergency and critical care.

"Exploring the critical care and emergency medicine space to identify where there are holes or lags in care and then finding ways to remedy these discrepancies is one of my passions," said Dr. Ward. "I am honored to receive this year's Distinguished University Innovator of the Year Award and am pleased to see so many impactful innovations recognized. However, I do want to make clear that innovation and commercialization is a team sport and I have been fortunate to work with so many talented colleagues. There is much left to be done in this space, and I am eager to continue working with my colleagues at Michigan and beyond to develop the next technology that can help patients in the real-world."

The award was established in 2007 and is supported by endowments from the Office of the Vice President for Research (OVPR) and the Stephen and Rosamund Forrest Family Foundation.

OVPR selected this year's recipient based on the recommendation of a diverse faculty selection committee that reviews a pool of nominees. Dr. Ward will receive the award Oct. 15 at the annual Celebrate Invention event.

To learn more about Dr. Kevin Ward, visit **myumi.ch/bEXbd**

Celebrate Invention Celebrating the Impact of Michigan Innovation

Celebrate Invention is an annual event that honors University of Michigan inventors and the growing impact of U-M innovations. To learn more about **CELEBRATE INVENTION** and the **DISTINGUISHED UNIVERSITY INNOVATOR OF THE YEAR AWARD**, visit the event page at **myumi.ch/RmdzD**

N RESEARCH IMPACTS Digital Discovery Process

The Digital Discovery Process is a unique service created by the Innovation Partnerships software team to help faculty and staff move early-stage, software-based ideas from unstructured brainstorms, fragments and broad-based inspiration into well-formed and developed concepts. This service helps move ideas from a rough sketch to an articulate vision that can be clearly presented, supported and actioned. Our team of software industry professionals, as well as external experts with business, technical, design and compliance experience walk you through a comprehensive process to execute your initial idea.

\\ KIDNEYINTEL, LLC

KidneyIntel, LLC Leads with Education and Innovation

Launched in the final weeks of fiscal year 2024, KidneyIntel, LLC is developing educational tools, called Kidney Essentials Programs, for kidney specialists and their patients experiencing chronic kidney disease. This program focuses on the impact diet and lifestyle have on a patient's outcome. KidneyIntel's founder and CEO, Terrie Holewinski, a registered dietician with the **Ring in Case** department of internal medicine at the University of Michigan, of StartUp collaborated with Innovation Partnerships to bring this program from idea to fruition. Additionally, she tapped into the rich entrepreneurial resources available in southeast Michigan. This includes Fast Forward Medical Innovation's (FFMI) fastPace **program**, which provides support for academics as they develop their innovations and work toward commercialization, and Ann Arbor SPARK, which helped secure funding support and additional educational and talent resources. KidneyIntel's commitment to improving outcomes for chronic kidney disease patients through education and innovation is poised to set new standards Terrie Holewinski in patient care and empowerment.

Registered Dietician, Department of Internal Medicine

ADZYNMA

FDA Approves Adzynma, Novel Treatment for Ultra-Rare Blood Disorder Based on U-M Research



In November 2023, the U.S. Food and Drug Administration (FDA) approved Takeda Pharmaceuticals' therapy TAK-755, commercially known as Adzynma, to treat congenital thrombotic thrombocytopenia purpura (TTP).

Adzynma is the first pharmaceutical treatment available to treat this genetic disorder, which causes patients to develop small blood clots throughout their body, blocking blood flow to essential organs including the brain and kidneys.

The work that led to this breakthrough therapy started more than 20 years ago in Dr. David Ginsburg's lab at the University of Michigan. As the James V. Neel Distinguished University Professor at U-M's Life Sciences Institute and Medical School, Dr. Ginsburg has spent his career researching the genetics of blood clotting, the structure and function of key blood clotting proteins and the processes regulating the cellular secretion of blood clotting and other proteins. Compared with standard blood clots, the TTP clots were very rich in platelets and contained much more unusually long forms—of a protein called von Willebrand's factor (VWF). When left untreated, TTP can cause serious damage to the organs, leading to an 80-90% fatality rate.

"These patients were clearly missing something that would typically process VWF into smaller pieces and it seemed likely that was causing the clots," explained Dr. Ginsburg. "That connection to VWF is really what got us interested in this."

During his research into the clotting patterns associated with TTP, Dr. Ginsburg connected

with colleague Dr. Han-Mou Tsai from the Albert Einstein College of Medicine, who had collected data showing that TTP could be inherited. Further research showed that TTP was associated with a recessive gene, meaning that it required an impacted copy from each parent to manifest; this allowed Dr. Ginsburg and his team to determine not only who was affected by the gene, but also who was carrying it.

It was graduate student Gallia Levy who joined Dr. Ginsburg and undertook the task of identifying the gene behind TTP. Levy used a technique called positional cloning—which involves first figuring out on which chromosome the potential gene of interest lies, then narrowing down the gene candidates and testing them one by one—to find the culprit. Levy's research into TTP was done prior to the completion of the Human Genome project, meaning that the option of sequencing an individual's entire genome was not available to researchers at the time.

Examining the family tree samples from Dr. Tsai's lab, Levy and Dr. Ginsburg discovered an abnormality on chromosome 9. This gene was responsible for making a protein called ADAMTS13, which typically chops up the VWF into appropriate sizes. Without the properly functioning gene, patients with congenital TTP were missing ADAMTS13, resulting in VWF chains that were too long and too sticky to allow proper blood flow.

Once the team had identified the gene, they realized a purified version of ADAMTS13, also called a recombinant or synthesized protein, could lead to an effective treatment for TTP.

"What's been approved is this purified recombinant, or artificially synthesized enzyme, and you can give that to patients in place of giving them somebody else's whole blood plasma," said Dr. Ginsburg. "The big advantage of the recombinant protein, over human plasma, is that you're just getting this pure, clean protein. With this new treatment, we know exactly what is going into the patient, and at exactly what dose, and we don't risk exposing the patient to anything else that may be in human plasma."

66 With this new treatment, we know exactly what is going into the patient, and at exactly what dose."

Dr. David Cinsburg James V. Neel Distinguished University Professor, Life Sciences Institute

Dr. Ginsburg and his team partnered with Innovation Partnerships to license the rights to the ADAMTS13 sequence to Baxter International, now Takeda Pharmaceuticals, and the discovery became the basis of the new FDA-approved treatment.

"We are incredibly excited about the future of Adzynma and its use in patients experiencing this rare blood disorder," said Tiefei Dong, director of therapeutic partnerships at Innovation Partnerships and manager of the treatment's affiliated license. "The work done by Dr. Ginsburg and his lab are a testament to the kinds of groundbreaking research happening all throughout the University of Michigan. Our researchers are determined to make a positive impact in the world through their work, and the approval of TAK-755 is just the latest example in this impactful legacy."



To learn more about TAK-755 (Adzynma) and Takeda Pharmaceuticals, visit **takeda.com**

To learn more about Dr. David Ginsburg, visit **myumi.ch/xq9Nq**

For more detailed information, check out the following stories:

<u>"Life-changing therapeutics: From U-M laboratories</u> to the marketplace," by Eric Shaw for the University of Michigan YouTube channel

<u>"A basic biological question leads to the first</u> FDA-approved treatment for rare blood disorder," by Emily Kagey for the Life Sciences Institute

🚺 NATIONAL ADVISORY BOARD

Thank You to our National Advisory Board

Innovation Partnerships' National Advisory Board (NAB) was founded in 2002 to provide advice and connections to enhance technology transfer performance. Composed of industry, venture, government, university and community leaders, the NAB has transformed the university and the state of Michigan with several initiatives, including Ann Arbor SPARK, the Tech Transfer Talent (T3N) Network and the Accelerate Blue Fund.

Thank you to our National Advisory Board Members for their expertise and support.

CONGRATULATIONS - CHRIS RIZIK



During the 2024 Spring Innovation Partnerships National Advisory Board Meeting, Chris Rizik was appointed to the Board Chair position. As Board Chair, Rizik will guide the Board as they provide strategic advice to university leadership to enhance Innovation Partnerships' performance. Rizik is the founder and chief executive officer of Renaissance Venture Capital, a venture organization that works to support Michigan-based startups and increase entrepreneurial activity throughout the Midwest.

THANK YOU - RICHARD DOUGLAS

We would like to thank Richard Douglas as he completes his tenure as National Advisory Board Chair. Douglas has been an ardent supporter of Innovation Partnerships and the community of U-M innovators since the establishment of the NAB. His years of dedication and leadership have left an indelible mark on the U-M innovation ecosystem and we are grateful that he has agreed to continue serving on the Board.

🚺 NATIONAL ADVISORY BOARD

National Advisory Board Members



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U-M has a financial interest in some of the companies featured in this report through licensing agreements and investments.

University of Michigan Nondiscrimination Policy (effective June 2024)

The University of Michigan, as an equal opportunity/affirmative action employer, adheres to all relevant federal and state laws governing nondiscrimination and affirmative action. The University of Michigan is dedicated to maintaining a policy of equal opportunity for all individuals and refrains from discrimination based on race, color, national origin, age, marital status, sex, sexual orientation, gender identity, gender expression, disability, religion, height, weight, or veteran status in the realms of employment, educational programs and activities, as well as admissions.

Inquiries or complaints may be addressed to the Equity, Civil Rights and Title IX Office (ECRT), 2072 Administrative Services Building, Ann Arbor, Michigan 48109-1432, 734-763-0235, TTY 734-647-1388



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