



utr@tennessee.com

where discovery and opportunity connect

TECHNOLOGY TRANSFER AT UT

Skyhawk Entrepreneurial Vision Workshops

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UT Research Foundation

WHAT IS “TECHNOLOGY TRANSFER”?

Moving knowledge and inventions from UT to a commercial partner.

UTRF's Mission

- Commercialize UT inventions
- Support an entrepreneurial culture
- Grow the UT research enterprise
- Contribute to regional economic development



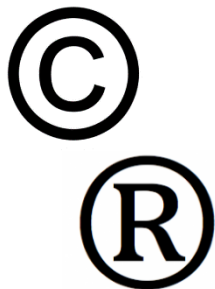
WHY DOES THIS MATTER TO UT?

- Innovative research create products that benefit society.
- Commercial success generates financial rewards for the inventors and the university.
- Nearly all spinout companies are TN-based.
- Industry partnerships provide:
 - Research funding
 - Access to technology/equipment
 - Student training and employment

WHAT SERVICES DOES UTRF PERFORM?



Invention
evaluation



Patents and
copyrights



Technology
marketing



License
negotiation



Royalty
collection &
distribution



Maturation
funding



General IP
support to UT



Educational
seminars

WHAT ARE UT'S COMMERCIALIZATION RESULTS?

Last 5 years:

697 new inventions

393 patents filed for

140 US patents received

124 agreements signed

22 new start-up companies

\$8,000,000 in revenues collected

>\$3,000,000 distributed to inventors

>\$3,000,000 invested in patent pipeline

WHAT IS AN INVENTION?

Almost anything can be an invention.

- Software
- Medical Devices
- Chemicals/Materials
- Manufacturing methods
- Drugs/Vaccines
- Consumer Products
- Plant varieties

Each of these has a different value, but all can be commercialized.

OUR EVALUATION CRITERIA

Technical Merit

- What data is there?
- Is there a prototype?
- Is the invention in a “Hot” area?
- Fundamental or incremental technology?

Protectability

- Prior public disclosure?
- Extent of prior art?
- Can infringement be detected?
- Freedom to operate?
- How broad could patents be?

Commercial Potential

- Is there a clear product?
- Does it solve a significant problem?
- Will the customer pay for it?
- What is the market size?
- What are competitive products?
- What legal/regulatory barriers?

Inventor

- What industry relationships does the inventor have?
- What is the funding status for further development?
- Has UTRF worked with the inventor before? If so, what was the outcome?
- What does the inventor want?

WHY INVENTIONS MAY STALL



TEAMING FOR SUCCESS

Inventor participation is critical for successful licensing or business start-up.

- You are the expert.
 - The first thing that companies or investors will want to do is to talk to the inventor(s).
- You are the single most important source of valuable leads.
 - Your personal network
 - Trade shows & conferences

WHEN TO CONTACT UTRF?

It is essential to protect your ideas before they are presented to the public.

Contact UTRF:

- ANYTIME!
- Before presenting in any public forum
- Before publication in any media
- While preparing a grant application



Submit your invention

<https://idea.tennessee.edu>

THANKS!



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