

Faculty Executive Board Presentation:

“Overview - Office of Technology Licensing”

March 2, 2004

George G. Harker III, Ph.D.

Director – OTL

Assistant VP – Economic Development/Technology

Mission

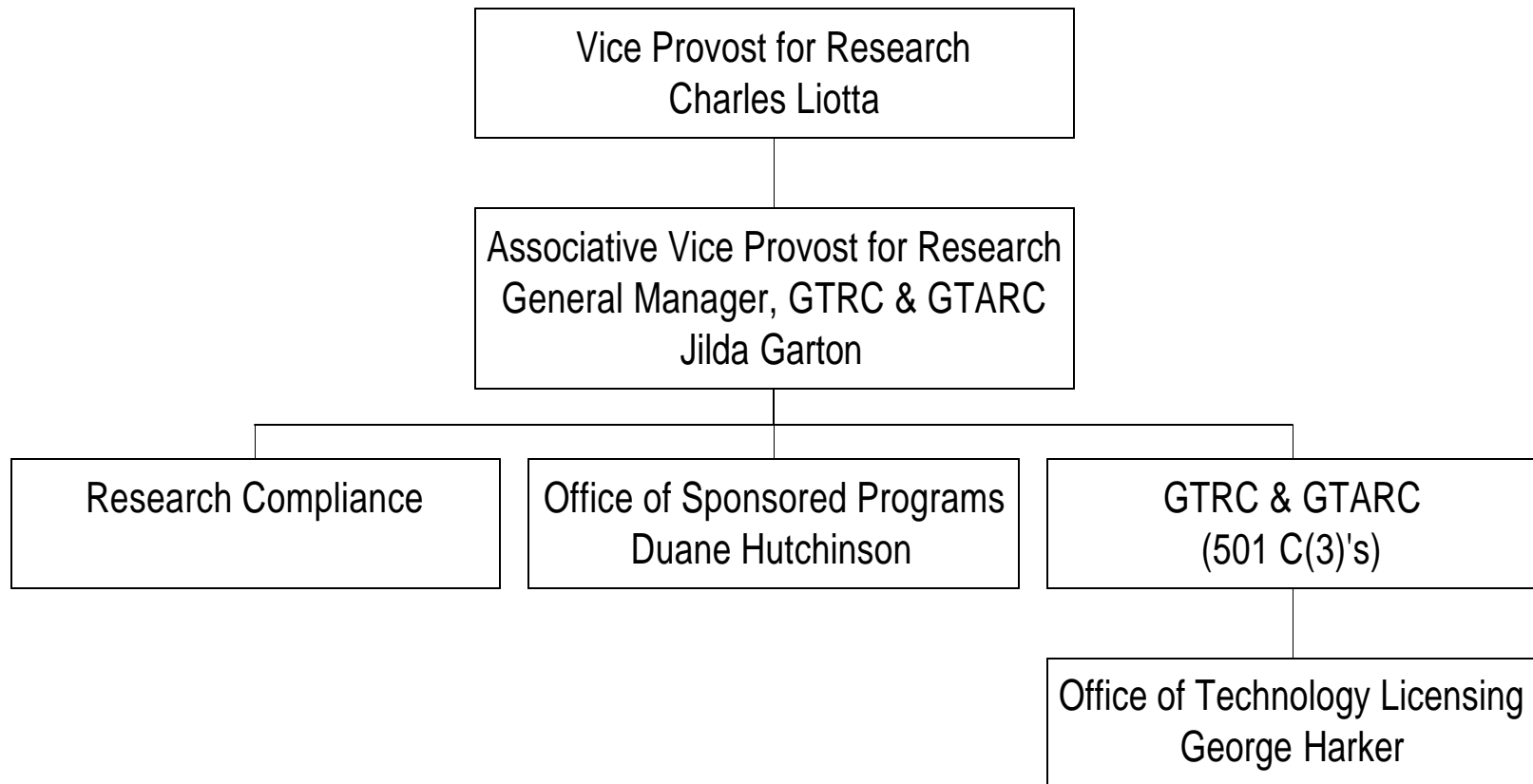
Office of Technology Licensing

- Provide service to GIT community in all areas of IP
- Evaluate and protect the intellectual property (IP) rights of GIT, its faculty and students
- Commercialize GIT IP through licensing and start-ups
- Generate income for future research and education
- Contribute to local, state, regional and national business competitiveness and economic development
- Encourage innovation and invention at GIT

OTL Objectives

1. Income
2. Service
3. Economic Development
4. Public Good

Organization





OTL Team

George Harker, Ph.D – Director

Rosibel Ochoa, Ph.D – Assoc. Director Vacant – Assoc. Director

Zilla Higgs – Administrative Coordinator

Kim Dunn – Patent / Licensing Administrator

Technology Licensing Associates (3):

Marie-Christine Piriou, MS

Heather Gorman, JD

Jonathan Moore, MBA

Graduate Assistant: Lauren MacLanahan, JD

Student Assistants: Molly Chambers, John Barbee

Technology Transfer Process Outline

Research → **Intellectual Property** → **Disclosure** → **Evaluation** →

Protection → **Marketing** → **Business Partnership Formation** →

Commercialization → **GTRC Income** → **Research Funding and Inventor(s) Income**

Technology Transfer Process

Research	Intellectual Property	Disclosure	Evaluation
<ul style="list-style-type: none"> • Document • Date and Sign • Witness 	<ul style="list-style-type: none"> • Invention - Device, Process, Method, Design, Composition • Copyright - Original, tangible expression of an idea • Trademark 	<ul style="list-style-type: none"> • Disclosure Form • Patent Search Results (www.uspto.gov) 	<ul style="list-style-type: none"> • New • Useful • Not Obvious • Commercial Potential • Competition

Technology Transfer Process (cont'd)

Protection	Marketing	Business Partnership
<ul style="list-style-type: none"> • Patent • Copyright • Trade or Service Mark • Know-how (confidentiality - nondisclosure agreement) 	<ul style="list-style-type: none"> • Additional Research and Development • Contact Companies • Start-up Possibility 	<ul style="list-style-type: none"> • License • Option to License • Equity • Co-operative Research and Development

Technology Transfer Process (cont'd)

Commercialization	GTRC Income	Net Income Split
<ul style="list-style-type: none"> • Existing Company • Start-up 	<ul style="list-style-type: none"> • Royalty • Contract Research and Development • Dividends (Equity) • Share Sale 	<ul style="list-style-type: none"> • 33 % Inventor(s) • 17-33 % Research Unit • 50-34 % Research Corp.

OTL History

- Office Started in 1992, under Georgia Tech Research Corporation (GTRC)
- 1992 - 2003 Performance:
 - 1255 Invention Disclosures
 - 289 Patents Issued
 - 166 Licenses



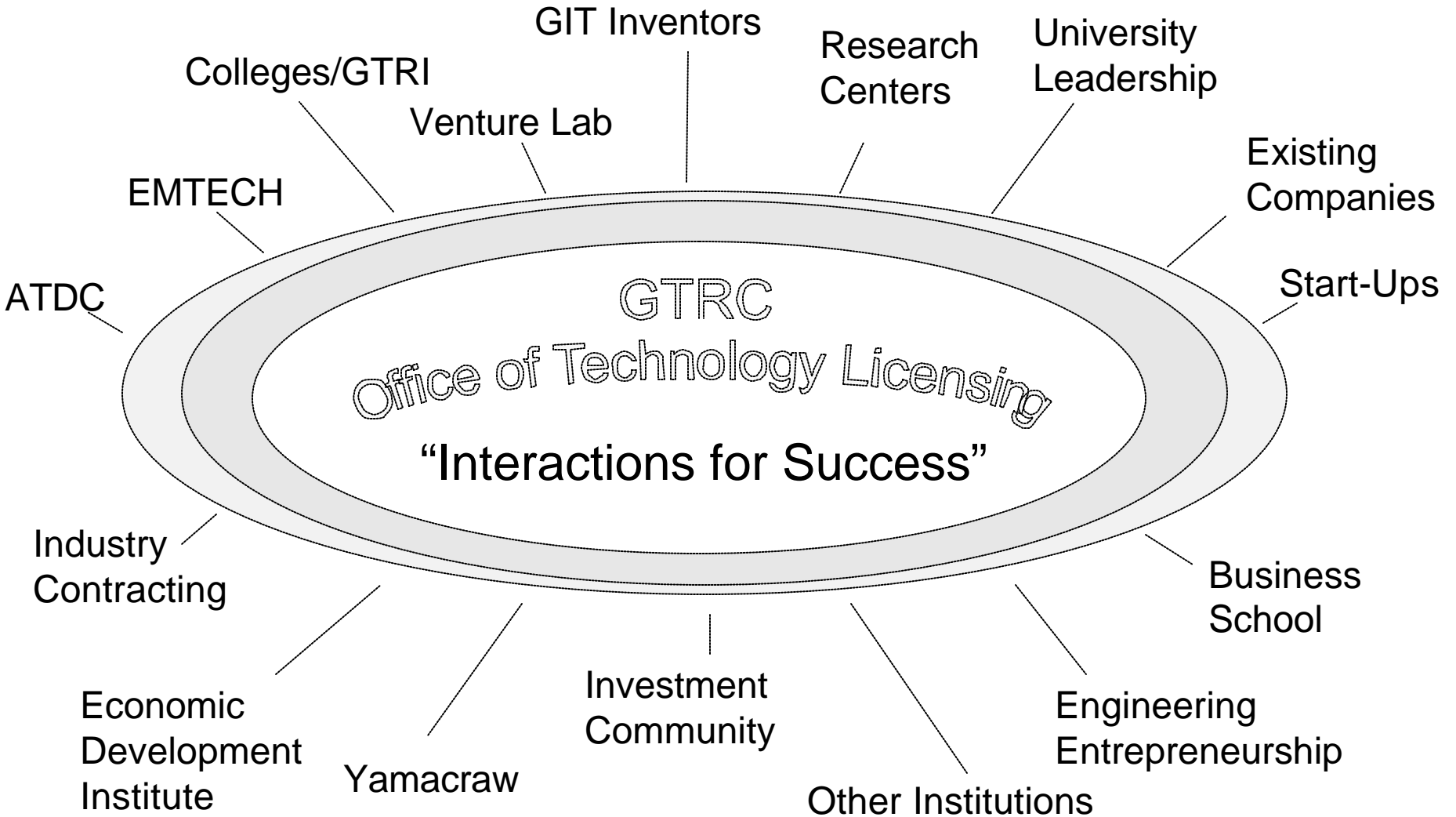
Technology Licensing Statistics

	<u>FY2003</u>	<u>FY2002</u>	<u>FY2001</u>	<u>FY 2000</u>
Invention Disclosures	226	188	144	153
Patent Applications				
•Provisional	178	143	168	129
•Utility	53	44	52	38
Patents Issued	41	40	35	24
Licenses				
•Inventions	28	25	13	15
•Software	37	39	16	20
Start-ups Formed	10	7	8	5
Income (million \$)	2.40	2.24	4.6*	3.4*

* Equity Sale

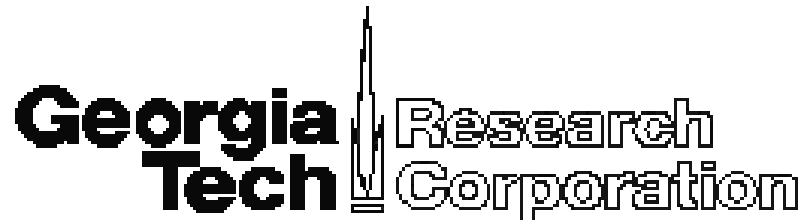
Current Start-up Companies

- 34 - GTRC equity
- 22 – No GTRC equity
- Venture Capital Funding Improving
- Some Support/Advice Provided to CEO's
- No Board Seat; Non Voting Shares Preferred



KEY OTL Improvements / Involvement (9/1/01 – Present)

- More User Friendly/Customer Focused Organization
- More Professional, Business Oriented Staff
- New, Professional Offices
- Newsletter Started (TT BUZZ)
- Increased IP Training
- Outreach to Business Community
- Outreach to Venture Community
- Improved Cooperation with other GA Research Universities & CDC
- Meetings with all Deans
- New IP Policy 10/01
- COI Committee (GIT & GRA)
- Industry Contracting Parallel Reporting to OTL Associate Director and OSP Director
- Better alignment of OTL and Industry Contracting with EDTV (in progress) and Development Office (G. Harker dual reporting – GTRC and EDTV)
- GA Nanotechnology Alliance Formation
- All Agreements Reviewed/Revised
- Inter-institutional IP Agreement Developed with Emory
- Assisted in Industry Visits
- Meeting with Prospective Faculty



Office of Technology Licensing

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