



OTC FELLOWS PROGRAM INFORMATION SESSION

Fall 2016



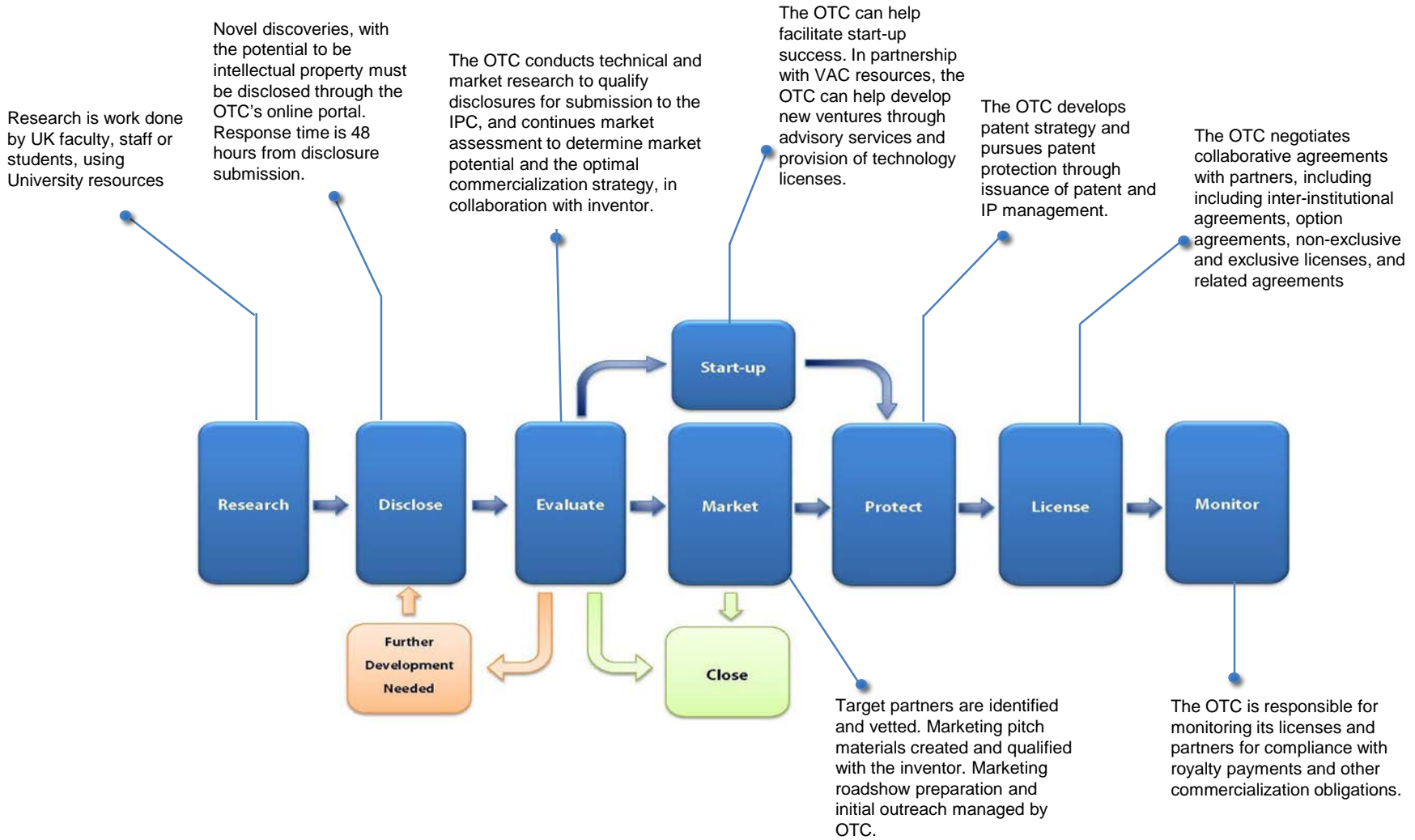
Technology Commercialization is...

The process of transferring intellectual property (IP) from one organization to another, and then further developing the IP into a technology that becomes a commercially viable product.

It includes:

- Identifying intellectual property (IP)
- Protecting IP through utility patents, design patents, copyrights, trademarks, and trade secrets
- Forming development and commercialization strategies
 - Marketing and licensing to existing private sector companies
 - Creating new startup companies based on the technology.

The Technology Commercialization Process





There are many reasons why academic institutions engage in technology commercialization

- Recognition for discoveries made at the institution
- Compliance with federal regulations
- Attraction and retention of talented faculty
- Local economic development
- Attraction of corporate research support
- Licensing revenue to support further research and education

Patent Licensing by universities and nonprofits
has made a significant impact on the U.S GDP



The Mission of UK Office of Technology Commercialization (OTC)

Mission

To facilitate the commercialization of UK innovations and discoveries for the benefit of the University community, the Commonwealth of Kentucky, and global society.

The OTC is charged with:

- Creating a campus environment that values and promotes innovation and entrepreneurship
- Assessing, protecting, managing and licensing University innovations and discoveries
- Executing Material Transfer, Data Sharing, and Confidentiality agreements
- Connecting the University community with regional and national partners to promote collaborative research projects, technology licensing, and University intellectual property-based startups
- Educating the University community, as well as stakeholders, about processes and resources regarding intellectual property protection, technology commercialization, and startup companies.

OTC 2016 at a Glance

53

Disclosures

17

Patent
Applications

30

New Patents
Issued

\$6M+

Gross Licensing
Revenue

8

New UK Startups

A variety of educational backgrounds are employed in technology commercialization

- Scientist (BS, MS, PhD)
 - Engineering/Physical Science, Life Science (pharmacy, medicine, biology, agriculture), Computer Science
- Legal professional
 - Patent attorney (JD), patent agent, paralegal
- Business professional (MBA)
 - Business Development, Management, Finance, Accounting, Marketing
- Entrepreneur
- IT professional

Several key roles exist in technology commercialization

- Operations
- Legal – Contracts, Patents
- Licensing
- Marketing
- Finance/Accounting
- Compliance
- Startup ventures
- Information Technology

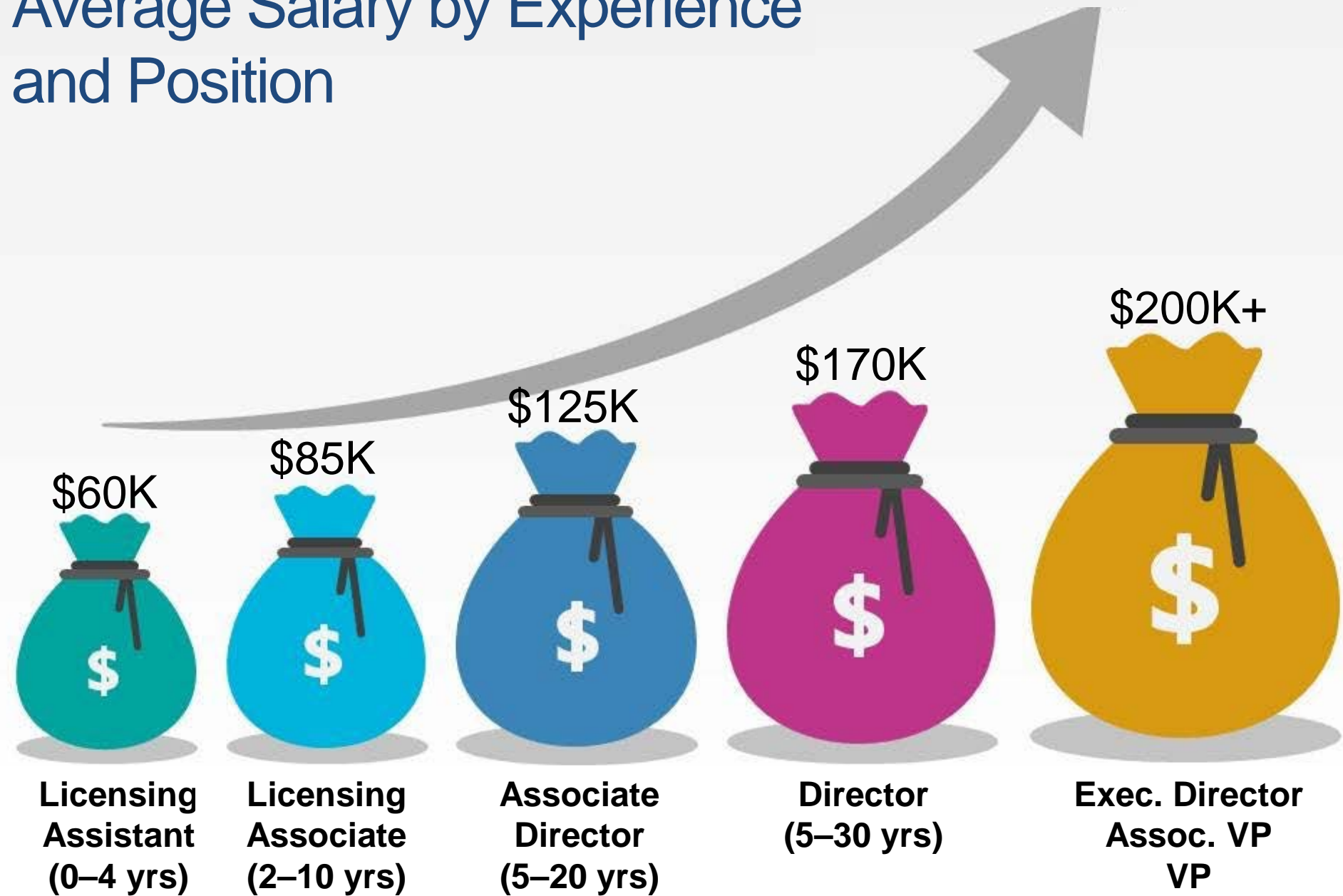
Technology Commercialization Professionals are in a variety of organizations outside the university setting

- Companies
- Government labs and centers
- Research foundations and institutions
- US Patent and Trademark Office
- Law firms
- Startup companies

6 Reasons why you should think about a career in tech transfer

1. Be part of the innovation economy
2. Work on real-world applications of research and discoveries
3. Join a new profession that is growing rapidly
4. Work with creative people from a business perspective
5. Make an impact on the world
6. Get paid well for making a difference

Average Salary by Experience and Position



AUTM is a good resource to learn more



- The Association of University Technology Managers
- <http://www.autm.net>
- Student membership for \$50/year
 - Online job postings
 - Conference materials, videos, online courses, professional development courses
 - Opportunities to get involved
 - Networking
 - Mentors



The OTC Fellows Program

A unique educational experience that gives UK students and post doctoral scholars an opportunity to contribute to the commercialization of University of Kentucky technologies

The work of an OTC Fellow includes:

- Generating written reports on market research, intellectual property assessment, and partnering strategies for UK technologies
- Preparing marketing materials for potential industry partners
- Attending and participating in scheduled seminar series and group meetings



Participation in the OTC Fellows Program will provide you with:

- A valuable practical introduction to the fields of intellectual property, technology commercialization, business development and marketing
- An expanded network of contacts through exclusive events with outside experts, through interactions with OTC's highly experienced professional staff, and through connecting with researchers across campus
- Marketable skills for alternative careers such as technology transfer, patent law, entrepreneurship/startups, business development, regulatory and medical affairs and management consulting
- Compensation for your time

APPLY NOW!

We are currently taking applications through UK's STEPS site.

<https://ukjobs.uky.edu/postings/126206>





QUESTIONS?

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