



Italian Technology Transfer Conference

**“Technology Transfer at Georgia Tech and
Other USA Universities”**

October 4, 2003

George G. Harker III, Ph.D.

Director – Office Technology Licensing (OTL)

Mission of Georgia Tech as a State University

1. Academics
2. Discovery
3. Outreach



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 – Director Kevin Wozniak – Assoc. Director

Zilla Higgs – Administrative Coordinator

Kim Dunn - Technology Licensing Administrator

Technology Licensing Associates (3):

Rosibel Ochoa, Ph.D.

Heather Gorman, JD

Jonathan Moore, MBA

Graduate Assistant: Ryan Kelley, Lauren MacLanahan

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

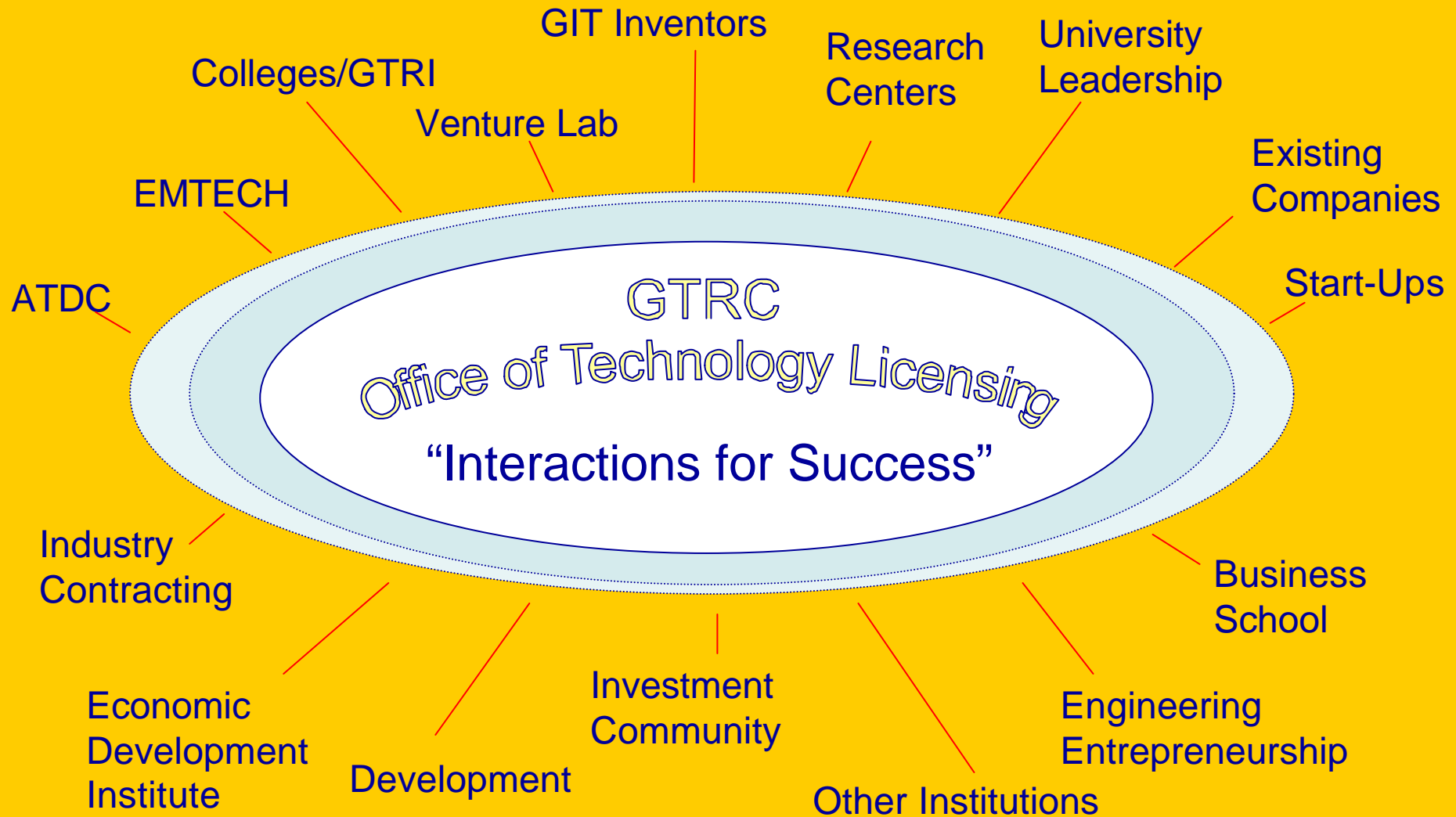
- Office Started in 1992, under Georgia Tech Research Corporation (GTRC)
- 1992 - 2003 Performance:
 - 1255 Invention Disclosures
 - 289 Patents Issued
 - 166 Licenses



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





U.S. Universities

Technology Transfer Issues

- Administration Support/Expectations
- Resources
 - Human
 - Financial (Staff; IP Protection)
- Faculty/Students
 - IP Education
 - Expectations
- IP Ownership
 - Federal Government Research (University – Bayh Dole Act)
 - Industry Research (University or Joint)

U.S. Universities

Technology Transfer Issues (Cont'd)

- Industry Research Constraints: IP and Publication Rights
- Research Centers
 - Model
 - IP
 - Value Proposition
- IP Evaluations
 - Patent Filings
- Licensing: Existing Companies vs. Start-Ups

U.S. Universities

Technology Transfer Issues (Cont'd)

- Start-UP Companies
 - Equity
 - University
 - Faculty/Students
- Conflict of Interests
- State and Federal Regulations
- Due Diligence
- Collections
- Database Tracking Software



Office of Technology Licensing

George G. Harker III, Ph.D.

Director, Office of Technology Licensing

505 Tenth Street

Atlanta, Georgia 30332-0415 (USA)

(404) 894-7059, Fax: (404) 894-9728

george.harker@grtc.gatech.edu