About Georgia Tech

Public Institution
Technological University
- Engineering, Sciences, Computing, Architecture, Management, Ivan Allen College of Liberal Arts, Georgia Tech Research Institute

Spring semester enrollment
Undergraduate 11,484
Graduate 5,309
Students at Georgia Tech represent 115 different countries
2,907 international students
43% international graduate Students

Faculty
954 Academic Faculty
3,261 Research Faculty & Professional Staff
$600M Sponsored Research at Georgia Tech

- National Science Foundation: 15%
- NASA: 5%
- US Dept of Health & Human Svcs: 7%
- US Dept of Defense: 6%
- US Navy: 6%
- US Army: 8%
- US Air Force: 15%
- State & Local Govts: 2%
- Industrial: 19%
- Miscellaneous: 9%
- Colleges: 7%
- Other Federal Agencies: 1%
So what’s the problem?

• Steady decline in federal research dollars
• Need to fill the void
• Expand research base
• Focus on real world issues
• Institutional mission
• Public good

• Answer – focus on industry sponsored research (as much as federal)
Organizational Overlap

Development

Licensing

International

Industry Contracts

Venture Lab

Strategic Partners
Vision → how we want it to work
How it really works

Development

Licensing

International

Industry Contracts

Venture Lab

Strategic Partners
(IC)³ - Mission

• Ensure public benefit from GIT research
• Provide researcher/inventor satisfaction and motivation
• Foster long-term relationships with industry collaborators
• Meet the Institute’s obligations to our sponsors
• Generate revenue to support GIT’s research activities
• Create collaborative research environment
Multifaceted Organization

(\text{IC})^3

Industry Collaboration
Industry-Sponsored Research
Research Agreements

International Contracts
International Collaboration
Foreign Sponsors • International IP

Innovation Commercialization
Startups • Translational Research
IP Protection • Licensing
Re-organization Purpose

- **Align** business units dealing with like industry partners
- **Provide** better customer service for faculty and industry partners
- **Communicate** our purpose
- **Initiate** internal process change to reflect strategy
Need to communicate

What we do

What services we offer

Who we are

What we can do for you
Get the word out
Industry Collaboration

• Review industry proposals
• Meet with potential sponsors
• Master research agreements
• Center memberships
• NDAs
• Draft research agreements
• Negotiate research agreements
• SBIR/STTR applications & agreements
• Execute research agreements
• Post-award maintenance
Industry Collaboration - metrics

Review 1,200 proposals per year

Execute 500 agreements per year

Process $80M awards per year

Monitor >2,000 active accounts
Innovation Commercialization & Translational Research – What we do

1. Manage and protect the Institute’s IP
2. Commercialize the Institute’s technology
3. Provide contract support to Research Administration Units with regards to IP
4. Protect the interest of our researchers
5. Ensure compliance with state and federal regulations
6. Develop and foster long-term relationships with industry collaborators
How is technology transferred?

- Research
- Publications, reports, theses/dissertations
- Continuing education and professional development
- Consulting, service on government panels
- Licensing
  - Start-up companies
  - Existing industry
- Student employment
Technology Transfer - the Capstone of Research

Why license?

- Ensure public benefit from GT research
- Provide inventor satisfaction and motivation
- Meet GT’s obligations to sponsors and compliance with Intellectual Property Policy
- Generate revenue to support research and research infrastructure
What is the technology review process?

- Review for possible public disclosure
- Review research sponsorship
- Perform prior art search
- Perform technology market assessment
- Determine best route for commercialization
- Discuss with inventors
What are typical financial terms?

Most licenses will include:

- Upfront license fee (cash or equity)
- Industry standard royalty rates
- Minimum annual royalty
- Sublicense fees
- License transfer or assignment fee
- Reimbursement of all patent expenses
2011 Innovation Metrics

- Invention disclosures: 383
- Licenses and options: 67
- Technology w/rights conveyed: 108
- Patents Issued: 78
- Start ups: 8
- Start-ups formed since 2000: 100+
ICTR- New Initiatives

- Web Disclosure
- The Georgia Tech Integrated Program for Startups, GT:IPS™
REPORT YOUR INNOVATION

The first step toward commercializing your innovation begins with an initial disclosure to (IC)³. Through this process, (IC)³ can record the innovation, determine what form of intellectual property is involved, establish accurate inventorship as well as ownership interests in the innovation, and determine through various means of evaluation whether your innovation has commercial potential. In any event, if you have developed something that you believe to be novel, you should report it to (IC)³.

To make this process more efficient, the Innovation Commercialization and Translational Research Group of (IC)³ has developed a new online system, Web Disclosure, that allows for secure online submission of innovations by faculty, staff, and students. Anyone with GIT Kerberos credentials will be able to login and access Web Disclosure. Innovators will be given access to all of their disclosures submitted through this system and be able to quickly obtain contact information for the responsible licensing associate. Another important feature is that the previous requirement to submit original signatures has been eliminated and replaced with an e-signature format that enables (IC)³ to accept electronic signatures via an automatically generated e-mail to all innovators listed on a disclosure.

Web Disclosure has been setup for invention, software, and copyright disclosures. First time users of the system should take a few short minutes to watch our training videos on the use of this new system.

Similar to our paper forms, please provide (IC)³ with a written, enabling description of the technology. This should be submitted at the same time as the disclosure form and is accomplished by uploading pertinent documents in the Web Disclosure process. Please note that submission of a disclosure to (IC)³ is not the same as filing a provisional patent application and it does not provide protection for your innovation in the event of public...
GT IPS™- the optimal pathway

• The Georgia Tech Integrated Program for Startups, GT:IPS™, is designed to help encourage entrepreneurship among Georgia Tech faculty, staff, and students.
• GT:IPS™ consists of two components:
  • GT:IPS™ Classes and the GTIPS™ License
• GT:IPS™ Classes are a program of support, information, and education for new company founders
• The GT:IPS™ License offers the same terms to all Georgia Tech startups in the same field and provides the startup with transparency into GTRC’s processes.
# GT IPS™ License

## Express license
- Increase start-ups
- Reduce execution time
- Free-up resources in (IC)³

## Qualifications
- Faculty, student, or employee founders
- IP solely owned by GTRC
- Must graduate from GT:IPS™ Program

## Opt-in/Opt-out
- Standard negotiation process
- Fair and reasonable terms

## Program Benefits
- Streamlined documentation
- Clearly defined terms
- Defined deferment of patent expenses
- Direct access to on and off campus resources
- Expedited license – no negotiations

## GT:IPS™ Classes
- Four one-hour courses/month (may take two courses/session)
- Open to all
- “Everything” start-up

## Industry.gatech.edu Portal
- Decision tree for license process
- Campus resources
- Forms
- Check list

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Questions?

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