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

Vice Provost for Research
Charles Liotta

Associative Vice Provost for Research
General Manager, GTRC & GTARC
Jilda Garton

Research Compliance
Office of Sponsored Programs
Duane Hutchinson

GTRC & GTARC
(501 C(3)'s)

Office of Technology Licensing
George Harker
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

1. Research → Intellectual Property → Disclosure → Evaluation
2. Protection → Marketing
3. Commercialization → GTRC Income
4. Business Partnership Formation
5. Research Funding and Inventor(s) Income
# Technology Transfer Process

<table>
<thead>
<tr>
<th>Research</th>
<th>Intellectual Property</th>
<th>Disclosure</th>
<th>Evaluation</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Document</td>
<td>• Invention - Device, Process, Method, Design, Composition</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Date and Sign</td>
<td>• Copyright - Original, tangible expression of an idea</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Witness</td>
<td>• Trademark</td>
<td>• Disclosure Form</td>
<td>• New</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Patent Search Results (<a href="http://www.uspto.gov">www.uspto.gov</a>)</td>
<td>• Useful</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Not Obvious</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Commercial Potential</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Competition</td>
</tr>
</tbody>
</table>
## Technology Transfer Process (cont’d)

<table>
<thead>
<tr>
<th>Protection</th>
<th>Marketing</th>
<th>Business Partnership</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Patent</td>
<td>• Additional Research and Development</td>
<td>• License</td>
</tr>
<tr>
<td>• Copyright</td>
<td>• Contact Companies</td>
<td>• Option to License</td>
</tr>
<tr>
<td>• Trade or Service Mark</td>
<td>• Start-up Possibility</td>
<td>• Equity</td>
</tr>
<tr>
<td>• Know-how</td>
<td></td>
<td>• Co-operative Research and Development</td>
</tr>
<tr>
<td>(confidentiality - nondisclosure agreement)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Technology Transfer Process (cont’d)

<table>
<thead>
<tr>
<th>Commercialization</th>
<th>GTRC Income</th>
<th>Net Income Split</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Existing Company</td>
<td>• Royalty</td>
<td>• 33 % Inventor(s)</td>
</tr>
<tr>
<td>• Start-up</td>
<td>• Contract Research and Development</td>
<td>• 17-33 % Research Unit</td>
</tr>
<tr>
<td></td>
<td>• Dividends (Equity)</td>
<td>• 50-34 % Research Corp.</td>
</tr>
<tr>
<td></td>
<td>• Share Sale</td>
<td></td>
</tr>
</tbody>
</table>
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

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

* 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
GIT Inventors

Colleges/GTRI

Research Centers

University Leadership

Existing Companies

Start-Ups

ATDC

EMTECH

Venture Lab

Business School

Industry Contracting

Economic Development Institute

Investment Community

Engineering Entrepreneurship

Yamacraw

Other Institutions

GTRC

Office of Technology Licensing

“Interactions for Success”
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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