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
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

<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,</td>
<td>• Disclosure Form</td>
<td>• New</td>
</tr>
<tr>
<td>• Date and Sign</td>
<td>Process, Method,</td>
<td>• Patent Search Results</td>
<td>• Useful</td>
</tr>
<tr>
<td>• Witness</td>
<td>Design, Composition</td>
<td>(<a href="http://www.uspto.gov">www.uspto.gov</a>)</td>
<td>• Not</td>
</tr>
<tr>
<td></td>
<td>• Copyright - Original, tangible expression of an idea</td>
<td></td>
<td>• Obvious</td>
</tr>
<tr>
<td></td>
<td>• Trademark</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 (confidentiality - nondisclosure agreement)</td>
<td></td>
<td>• Co-operative Research and Development</td>
</tr>
</tbody>
</table>

- Technology Transfer Process:
  - Protection
  - Marketing
  - Business Partnership
# 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</td>
<td>• 17-33 % Research Unit</td>
</tr>
<tr>
<td></td>
<td>• Research and Development</td>
<td>• 50-34 % Research Corp.</td>
</tr>
<tr>
<td></td>
<td>• Dividends</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(Equity)</td>
<td></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>
<td></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>
</tr>
<tr>
<td>Licenses</td>
<td></td>
<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
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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