Working with the Office of Intellectual Property & Industry Sponsored Research

--An Introduction to Technology Transfer--

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What is Technology Transfer?

- The process of transferring scientific findings from one organization to another for the purpose of further development and commercialization.
What do we do in Technology Transfer?

- Work with faculty, staff and students to assess the potential of new ideas, discoveries and inventions.
- Protect the rights of the inventors and the University.
- Work with industry to grant licenses to these rights to allow development of the discovery and bring a product to market.
- Facilitate the development of new ideas so that the public can benefit and revenues can be generated for research and education.

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What are the goals of a TTO?

- Knowledge Dissemination/Public Benefit
- Economic Development
- Faculty Service/Outlet for Entrepreneurial Energies
- Program Development/Catalyze Industry Research
- Income
Successes from UCLA and beyond

- Xtandi®; Medivation (UCLA)
- Nicotine patch; Novartis (UCLA)
- Prostate cancer drug (UCLA)
- GDC® coil (UCLA)
- Hepatitis B vaccine (UCSF)
- Gatorade® (University of Florida)
- Honeycrisp apples (University of Minnesota)
- Genetically modified strawberries (UC Davis)
- Recombinant DNA technology (Stanford)
Tech Transfer @ UCLA By the Numbers

FY2011

- New Invention Disclosures for 2011: **299**
- Total Active Inventions: **1824**
- Total Active U.S. Patents: **631**
- Total Inventions Under Agreement: **530**
- Total Active License Agreements: **242**
- New Start Up Companies Formed in 2011: **19**
- Income: **$21 Million**

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# Negotiating Agreements with Industry

## Licensing

- Licenses (Exclusive & Non-exclusive)
- Letters of Intent
- Options
- Confidentiality Agreements
- Patent Management
- Inter-Institutional Agreements

## Sponsored Research

- Funded contracts or grants directly between UCLA and for-profit sponsors (includes “flowthrough” awards)
- Unfunded contracts with industry (including CDAs, visiting scientist agreements, collaboration agreements)
- Material transfer agreements
Other Activities of the Licensing Team

- Commercially evaluating new technologies;
- Determining patentability and commercial value;
- Coordinating filing and prosecution of patents;
- Marketing inventions;
- Facilitating UCLA faculty startups;
- Receiving and distributing royalties and other income to the inventors, UCLA Campus and its Departments.
Who needs to disclose inventions?

- All UC employees
- Signed Patent Acknowledgment when hired:
  “I further acknowledge my obligation to promptly report and fully disclose the conception and/or reduction to practice of potentially patentable inventions to the University authorized licensing office.”
- Must disclose **ALL INVENTIONS** regardless of where they originated
What types of inventions to disclose?

- If in doubt, disclose to our office

- Examples -- Therapeutics, Diagnostics, Prognostics, Software, New Method or Process, Research Materials (cell lines, antibodies, mouse models)
When to disclose an invention?

- As early as possible, but BEFORE ANY PUBLIC DISCLOSURE, including:
  - Publication
  - Poster session
  - Presentation
  - Abstract publication
How to disclose an invention?

- Invention report form can be found on our website www.oip.ucla.edu “Submit an invention”
How to find the status of inventions reported to our office?

- Faculty can login to the Faculty Inventor Portal in order to view the current patenting and licensing status of their invention(s):

http://inventor.research.ucla.edu/
Research Materials

- Cell lines, antibodies, mouse models, chemicals, reagents, media, etc. developed in a lab
- May be of interest to research reagent companies (especially if do a lot of MTAs) or industry for internal research use
- Disclose any research materials to our office via the invention report form
- Potential to have 85% of any licensing income returned to the lab for research
Outreach

- Available and eager to give presentations to labs and departments on technology transfer, patenting process, working with OIP & ISR, etc.
- Please email us if interested in scheduling a presentation
THANK YOU!

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FEATURES
-UCLA Startups, Networking Events, IP Licensing News, Collaborations, OIP News

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Working with Industry Sponsored Research

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What we do

1. Submit contract, subcontract, or grant proposals to
   - For-profit entities (direct awards or subawards)

2. Review, negotiate and execute agreements

3. Coordinate Review of Financial Interest Disclosures of Investigators

4. Post-award administration

www.oip.ucla.edu/isr/
What we do

Review, negotiate and execute agreements for:

<table>
<thead>
<tr>
<th>Funded</th>
<th>Unfunded</th>
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<tr>
<td>Industry Sponsored Research Agreements</td>
<td>Material Transfer Agreements</td>
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<tr>
<td>Government Flow Through Awards</td>
<td>Unfunded research collaborations</td>
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<tr>
<td>Individual Fellowships</td>
<td>Confidential Disclosure Agreements <em>related to research</em></td>
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<tr>
<td>Other Sponsored Activities (public service)</td>
<td>Visiting Scientist Agreements <em>related to research agreements</em></td>
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<tr>
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<td>Teaming Agreements</td>
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What we DON’T do

- Clinical Trials
- Direct Funded Contracts between the University and a government agency or non-profit sponsor
- Personal Consulting Agreements
- Purchase Agreements

www.oip.ucla.edu/isr/
What we need from you

- ISR matters
  - Submission of pre-proposal documents
    https://oip.ucla.edu/isr/award-type#sponsored-research-agreement

- MTA matters
  - Submission of OnlineMTA request form
    https://oip.ucla.edu/MTA/onlinemta

Don’t wait to get us in the loop! We are here to help.

www.oip.ucla.edu/isr/
For FY12, the ISR team processed over 1,300 total cases to provide UCLA with over $35 million in sponsored research funds.
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