

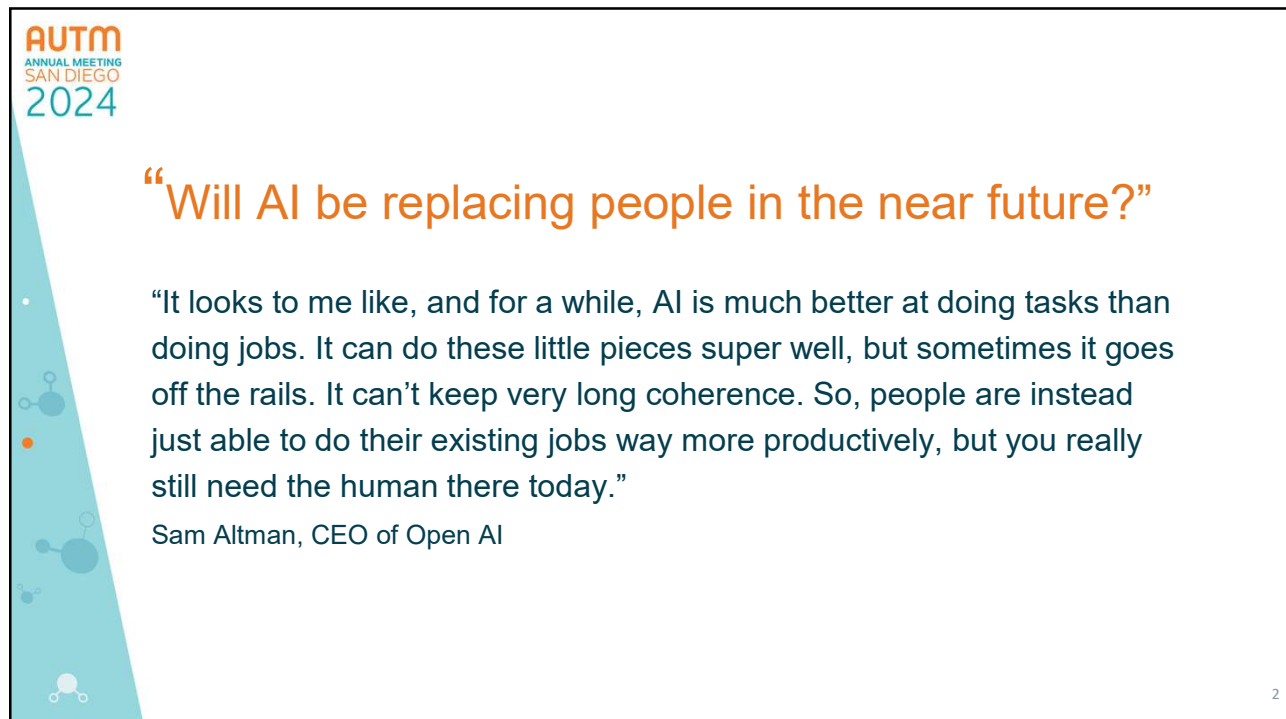
AUTM
ANNUAL MEETING
SAN DIEGO
2024

The AI-Enabled TTO

Moderator
Sadhana Chitale—New York University, AUTM Board of Directors

Panelists
John Keary—New York University
Marc Sedam—New York University
Declan Weldon—University of Glasgow

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“Will AI be replacing people in the near future?”

- “It looks to me like, and for a while, AI is much better at doing tasks than doing jobs. It can do these little pieces super well, but sometimes it goes off the rails. It can’t keep very long coherence. So, people are instead just able to do their existing jobs way more productively, but you really still need the human there today.”

Sam Altman, CEO of Open AI

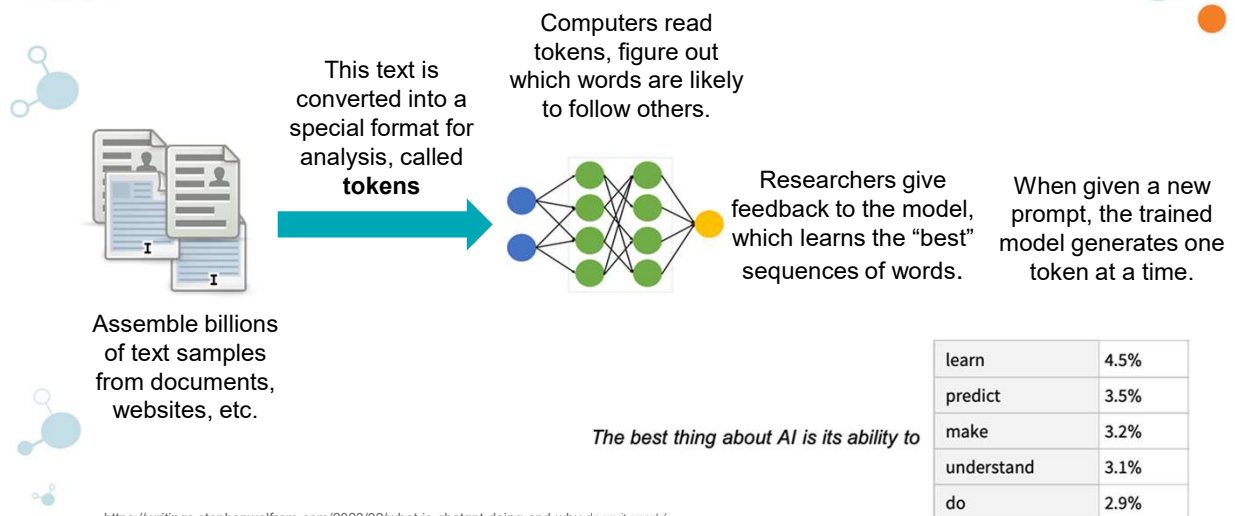
2

What is Generative AI?

- Set of algorithms for generating seemingly new, realistic content from **training data**
 - text, images, or audio
- Built on top of **foundation models** trained on a vast quantity of unlabeled data in a self-supervised way to identify underlying patterns for a wide range of tasks.
- Watershed moment for tech transfer
 - Automate/accelerate most back-office tasks
 - Provide rapid assessment of tasks previously considered complex


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How does it work?



<https://writings.stephenwolfram.com/2023/02/what-is-chatgpt-doing-and-why-does-it-work/>
<https://bootcamp.uxdesign.cc/how-chatgpt-really-works-explained-for-non-technical-people-71efb078a5c9>

4




The Big-Bad: Hallucinations

- **Hallucinations**
 - Generation of outputs that may sound plausible but are factually incorrect or unrelated to the given context
 - Outputs often emerge and show
 - Inherent biases in the model
 - Lack of real-world understanding
 - Training data limitations
- **Mitigating Hallucinations**
 - Use the foundation model on a restricted set of inputs
 - Use a prompt that restricts outputs

<https://bernardmarr.com/chatgpt-what-are-hallucinations-and-why-are-they-a-problem-for-ai-systems/>

5



Public vs. Private Instance

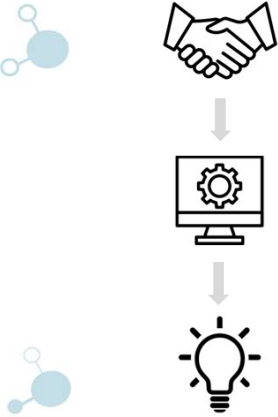
<h3>Public LLMs</h3> <ul style="list-style-type: none"> • Pros <ul style="list-style-type: none"> ○ Public LLMs are everywhere ○ Free ○ Good to test out prompt engineering, work with templates, or generalize outputs • Cons <ul style="list-style-type: none"> ○ All of your inputs will be used to train the model 	<h3>Private LLMs</h3> <ul style="list-style-type: none"> • Pros <ul style="list-style-type: none"> ○ Several to choose from (GPT/OpenAI/Microsoft Azure) ○ All data remains private! ○ ROI for a TTO is definable • Cons <ul style="list-style-type: none"> ○ Not free...but not expensive either ○ Cost of tokens is plummeting as we scale
--	---

DO NOT PUT CONFIDENTIAL INFO IN A PUBLIC LLM!

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How NYU Started



NYU Langone Health worked with Microsoft on using LLMs to improve patient-facing interactions for several years

Created “NYUTron”, a healthcare-specific LLM that was meant to be used with PHI/PII

- NYULH is creating COMAI, an academic consortia focused on medical centers, to leverage this LLM

I realized that if PHI/PII was handled, it was clearly secure enough to handle our TTO issues...

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The Opening Gambit

- **Small TTO:**
 - Limited resources
 - Scaling is challenging
 - Administrative work >> project work
 - No time to work with researchers to find opportunities
- **Large TTO:**
 - Operating at scale requires tremendous overhead
 - Administrative work >> Business development capacity >> back office capacity
 - No time to work with researchers to find opportunities

TTO tasks are often:

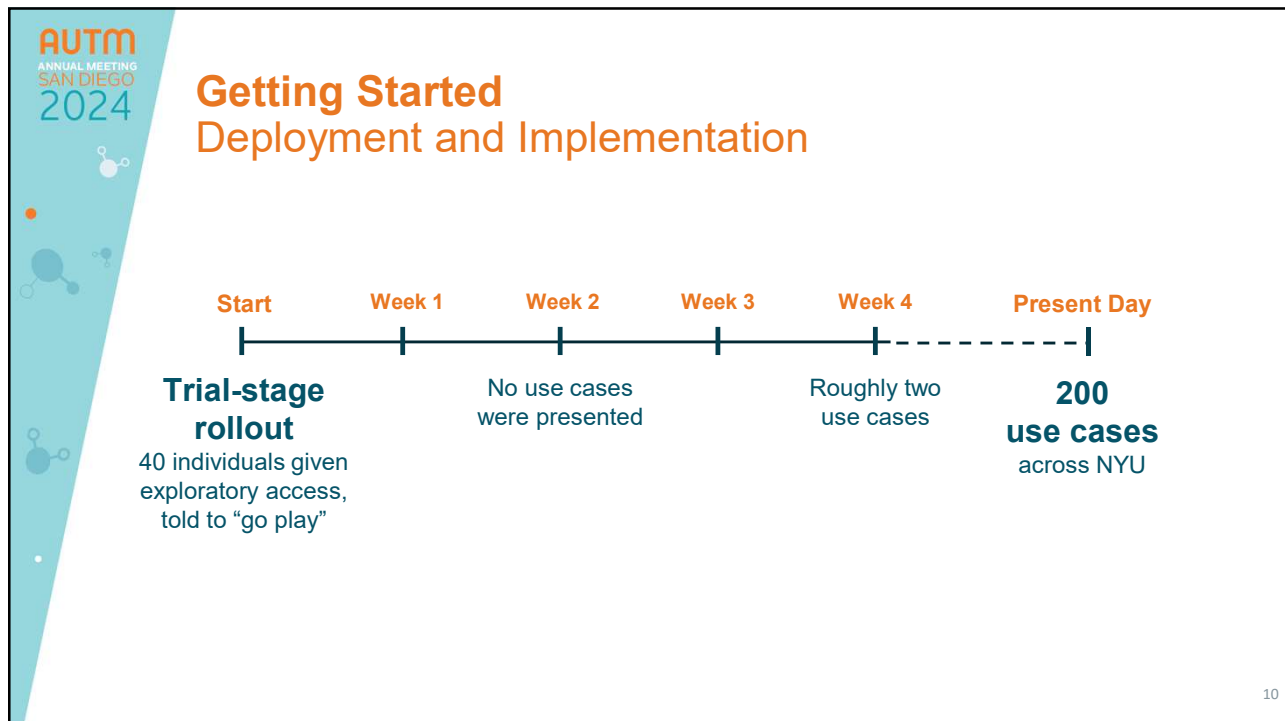
- Repetitive
 - Invoicing
 - MTAs
- Under-Resourced
 - Financial compliance
 - Marketing
- Time-Consuming
 - Reviewing draft agreements

Generative AI could be used to free up staff time to focus on higher-value work

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Restricted Beginnings

KJ1

- NYU started with Azure Chat playground
- Use cases had to be built with prompting and examples
- Each chat session is a brand new chat, the model cannot learn from previous chats.



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Stage 1 - The Early Days of AI in Our Office

Initial Focus
Basic tasks like contract reviews

Prompt Precision
Learned the importance of specific prompts for better outputs

Learning Curve
Early interactions highlighted the need for nuanced communication

Foundation Building
Set the stage for advanced AI applications.



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Slide 11


KJ1 too detailed in terms of implementation

Keary, John, 2/9/2024



KJ3

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Stage 2 - Refining AI for Enhanced Outputs



- Prompt Engineering**
Improved how we ask, leading to better answers from AI
- Quality Outputs**
Achieved detailed analyses and actionable suggestions
- Efficiency Boost**
Significant time savings in routine tasks
- Workflow Transformation**
Enabled focus on strategic, high-value work


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KJ4

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Stage 3 - Broadening AI's Application Spectrum



- Beyond Contracts**
Expanded to drafting legal documents, including breach notices, termination letters, and memos
- Personalization and Precision**
Tailored outputs to specific operational needs
- Strategic Focus**
Freed resources for negotiation and partnership development
- Future Potential**
Opened avenues for AI in predictive analytics and complex document preparation

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Slide 13

KJ2 instead of screenshot, go back and show the outputs.

Keary, John, 2/9/2024

KJ3 show two outputs. first result, current result.

Keary, John, 2/9/2024

Slide 14

KJ4 follow point 7

Keary, John, 2/9/2024



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AI-Assisted Contract Analysis Audit Project

Prompt Objective & Value Generation

- Detailed analysis of contract agreements
- identify instances of breaches and outstanding receivables due

Progress

- Project completed in 4 months (initially scheduled for 2 years)
- Salary & fringe savings of \$212,483

Achievements:

 **500+**
License Agreements Reviewed
from FY17-23

 **\$2.7M**

\$1.3M in payment plans	\$270K*	\$1.16M under negotiation
-----------------------------------	----------------	-------------------------------------

Identified AR
*collected

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KM1



Automation of Agreement Generation



Prompt Objective & Value Generation:

Automation of agreement generation for terminations, breaches, and negotiations. Ability to:

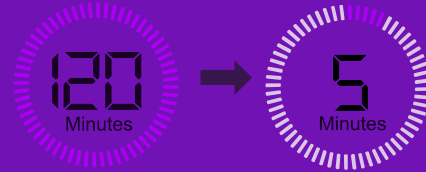
- Rewrite unfavorable provisions in accordance with policies and directives
- Be uniform, consistent, and efficient – removes “blind spots” and training gaps
- Up to 30% FTE effort reduction or ~\$9K in salary/fringe expense redirection per agreement



Technology Opportunities and Ven

Achievements

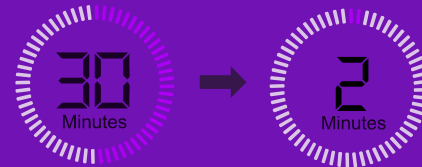
Automated termination and notice to cure letters



Manual Process

AI Process

SaaS agreement review



Manual Process

AI Process

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Bots for Finance Use



Prompt Objective and Value Generation

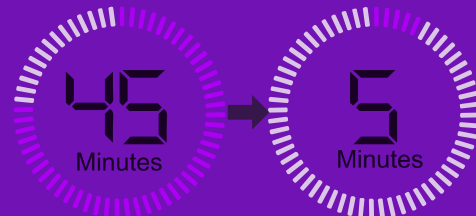
Performs data analysis and financial reconciliations, including:

- Ability to summarize trends, one-timers/outliers, and financial variance explanations
- Converts datasets into functional documents e.g. Excel, PowerPoint, or as specified
- 10% reduction in effort per FTE (600-line recon. use case)
- Easily scalable and replicable



Achievement

Data Analysis & Financial Reconciliations Efficiency



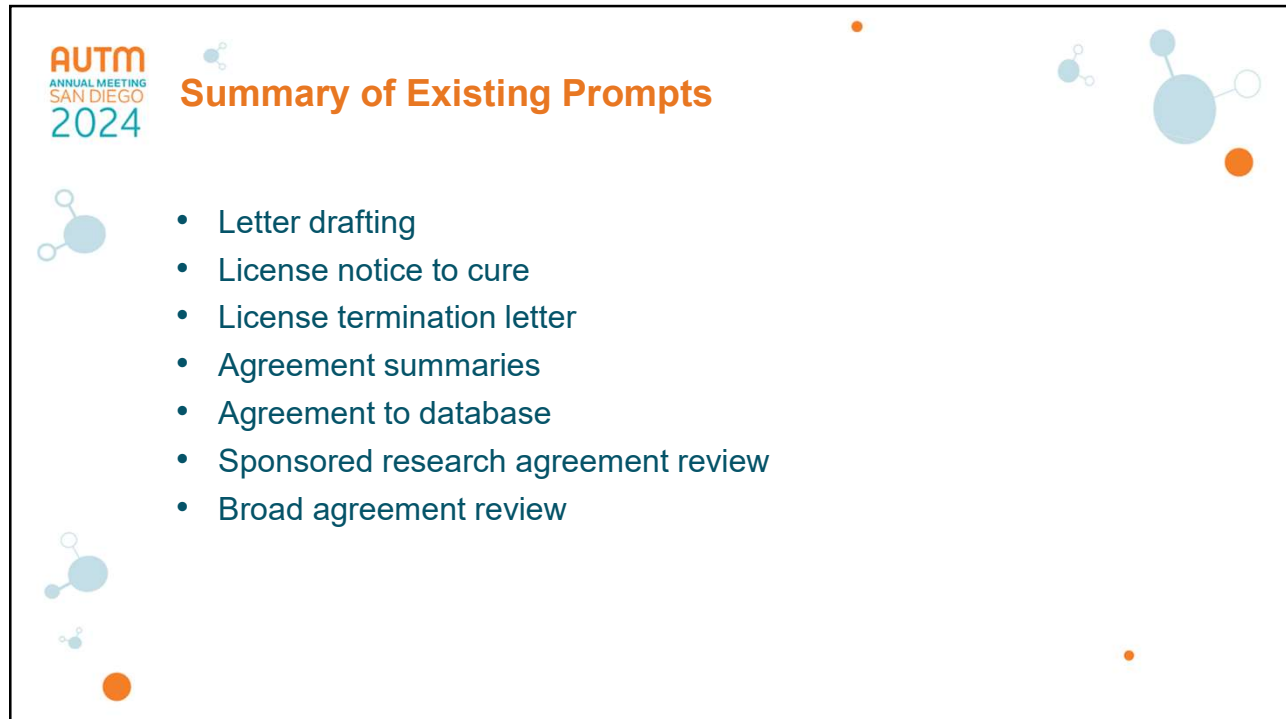
Manual Process

Bot-Assisted

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Slide 17

KM1 for slides 4, 5 and 7
Kalic, Merima, 1/23/2024



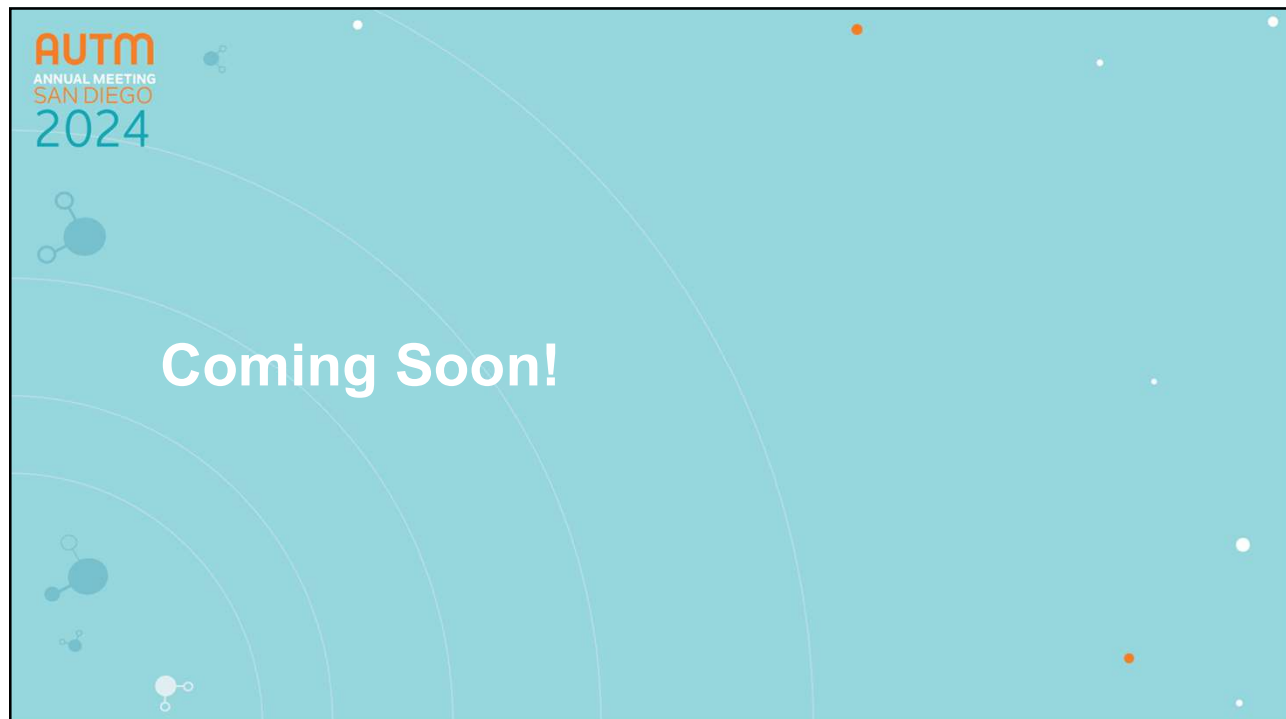
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Summary of Existing Prompts

- Letter drafting
- License notice to cure
- License termination letter
- Agreement summaries
- Agreement to database
- Sponsored research agreement review
- Broad agreement review

The slide features a white background with decorative molecular icons in blue and orange. The text is in a clean, sans-serif font.

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Coming Soon!

The slide has a teal background with decorative molecular icons and curved lines in white and light teal. The text is in a clean, sans-serif font.

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Pushing Forward – Bot creation

GPTs

Discover and create custom versions of ChatGPT that combine instructions, extra knowledge, and any combination of skills.

Search public GPTs

Top Picks DALLE Writing Productivity Research & Analysis Programming Education Lifestyle

Featured
Curated top picks from this week

- Tutor Me**
Your personal AI tutor by Khan Academy from the Khanmigo line, here to help you with math, science, and more.
By KhanAcademyorg
- Murder Mystery Mayhem**
Solve procedurally generated murder cases as a 1950s detective in this murder mystery game.
By @murderequest
- KAYAK - Flights, Hotels & Cars**
Your travel planning assistant for flights, hotels, & cars.
By kayak.com
- Diagrams: Show Me**
Create Diagrams, Architecture Visualizations, Flow-Charts, Mind Maps, Schemes and more. Great for...
By @hospitator

Copilot Studio | Business Policy

Test copilot

Set up your generative AI

Add knowledge to your copilot by adding an external website, a SharePoint site, uploading files, and more so your copilot can instantly answer questions over your data. [Learn more](#)

- Add a website**
Allow your copilot to chat over the content of websites you choose.
<https://www.flyoutdoor.com>
[Add this website](#)
- Add files**
Allow your copilot to chat over the content of files you upload.
[Add this file](#)
- Manage generative AI**
Manage your Generative AI settings, data sources, and enable even more powerful capabilities.
[Go to Generative AI](#)

Create custom topics
Build custom topics and workflows for your copilot to use.
[Create topic](#)

Create Plugins & Actions
Connect to your enterprise data, call APIs, connectors, flows and more - and expose them as plugins for your copilot to use.
[Create plugin action](#)

Extend a Microsoft Copilot (preview)
Take your Microsoft Copilot for your enterprise needs with plugins.
[Extend with conversational plugins](#)

Learn more [Microsoft Copilot Studio documentation](#)

Tell us what you think [Ask questions and learn from the community](#)

Technology Opportunities and Ventures 21

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Microsoft Assistants

Assistants playground (Preview)

Assistant setup

Assistant

+ New Save Open Delete

Assistant ID: asst_QDMgRqUpMq7WKQISpX7UJGE

Assistant name

Instructions

Deployment

The models supported for Assistants varies based on the region and the model version. [Learn more](#)

Assistant tools

Functions [+ Add function](#)

Code interpreter

Chat session

Clear chat

To draft a new license agreement, I will need the following information:

1. Effective Date.
2. Parties Involved.
3. Recitals.
4. Grant of License.
5. Definitions.
6. Financial Consideration.
7. Diligence Obligations.
8. Reports, Records, and Accounting.
9. Patent Prosecution.
10. Enforcement and Defense.
11. Term and Termination.
12. Assignability.
13. Dispute Resolution.
14. Indemnification and Insurance.
15. Warranties and Disclaimers.
16. Use of Names.
17. Notices.
18. Compliance.
19. Miscellaneous (other provisions, if any).

Once you've provided these input values, I will use the provided

Type user query here. (Shift + Enter for new line)

Messages in the Assistants playground are visible to anyone with access to this resource and using the API.

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Slide 21

KJ5 drag slide 13/14 to the end

Keary, John, 2/9/2024

KJ6 coming soon before this.

Keary, John, 2/9/2024

KJ7 create a new

Keary, John, 2/9/2024

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The Disclosure is Dead. Long live the Disclosure!

Prompt Objective & Value Generation:

- Generates invention disclosures based on scientific documentation provided by the researcher
- Includes market research based on subject matter
- ~95% FTE effort reduction per disclosure.
- Ability to scale disclosure volume without additive headcount

Scientific Documentation → Disclosure Assistant → Disclosure

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Challenges & Considerations

- Learning curve & adaptability
- Identifying strong QC datasets
- Technical know-how
- Dynamic regulation
- Over-reliance
- Resistance to change
- Startup costs

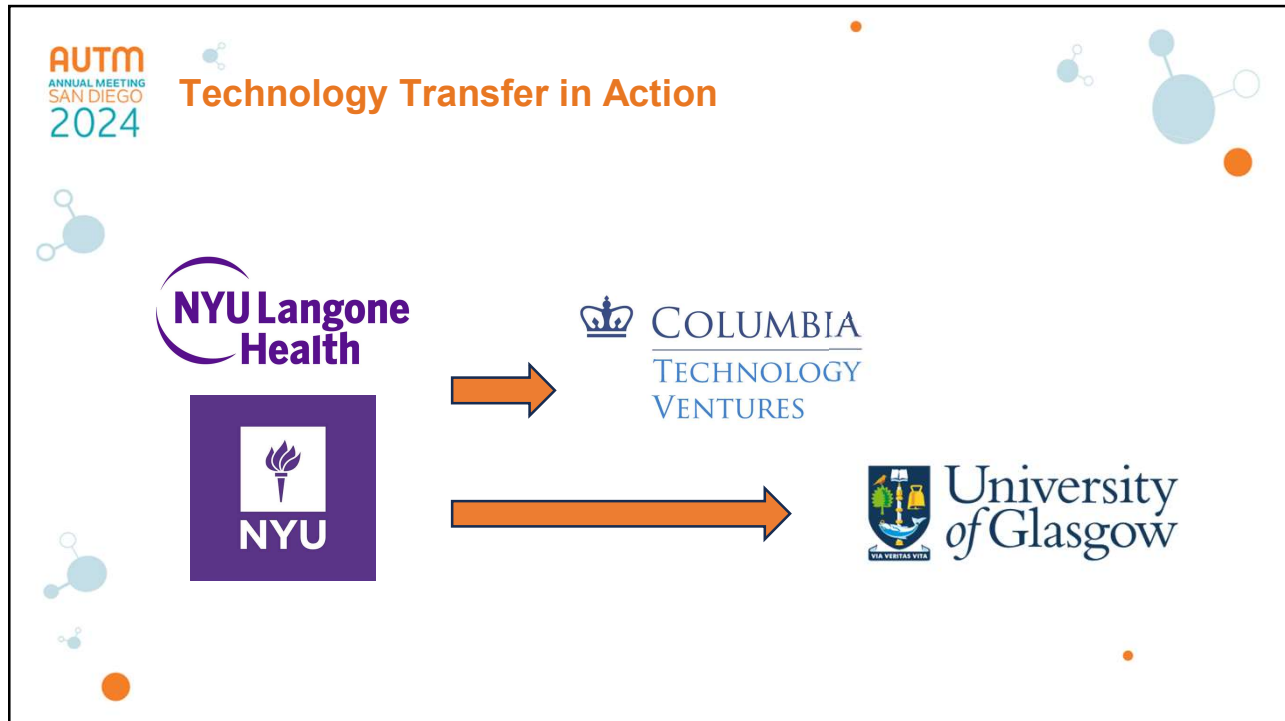
24

24

Slide 24

KJ8 not drawbacks, just whats the anti. discuss the poli sci. now im doing AI

Keary, John, 2/9/2024



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About the University

- Established in 1451
- A global top 100 university
- Member of the Russell Group of research-intensive UK universities

About our service

- Our ambition: a leading university for I&E
- Our community: 10K staff and 43K students
- Our team: 4 FTE (2022) > 24 FTE (end of 2024)

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Challenges

- Expanding Team - recruitment
- Growing demand for services
- Ambitious goals
- Economic Headwinds
- Increasing costs/labour and ops
- Competition for funding/investors
- Quality of outputs
- Lots and lots of data
- Cultural change
- Academic workloads





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Why Consider AI

- Scaling up, not cutting back
- Growing our pipeline, not our paperwork
- Making time for people, not process
- What would the neighbors say...



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Our Pilots

Innovation, Entrepreneurship and Engagement		
Academic Consultancy	IP & Commercialisation	Partnerships
<p>Client contract review</p> <ul style="list-style-type: none"> • Generating summaries of key contract info • Redrafting terms 	<p>Invention disclosures</p> <ul style="list-style-type: none"> • Translating natural inputs (emails, papers) into disclosures • Validation of forms 	<p>Relationship intelligence</p> <ul style="list-style-type: none"> • Opportunity development • Spotting partnerships hidden in corporate data

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Azure OpenAI Studio > Chat playground

Chat playground

Privacy & cookies | Deploy to

Import setup | Export setup | Show panels

Academic Consultancy

Client contract review

- Generating summaries of key contract info
- Redrafting terms
- Example 10-12 mins vs 1hr

Setup

Use a template to get started, or just start writing your own system message below. Want some tips? [Learn more](#)

Select a template

System message

You are a Contracts Manager professional that supports members of academic staff on consultancy activity with external clients.

Examples

Using examples

Add examples to show the chat what responses you want. It will try to mimic any responses you add here so make sure they match the rules you laid out in the system message.

Replay chat | Clear chat | Playground Settings

View code | Show JSON

Please check your work and provide the schedule of work under the following headings: project title, project objective, key tasks, deliverables and timescales

Project Title:

Project Objective:
To evaluate the implementation and accessibility of new trade-sustainability standards within global supply chains, determine the financial and logistical compliance costs for SMEs in emerging markets, and to analyze the impact on competitiveness and market access.

Type user query here. (Shift + Enter for new line)

Configuration

Deployment | Parameters

Deployment *

InnovationGPT4

Session settings

Past messages included

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Current token count

Input tokens progress indicator

1822/128000

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Azure OpenAI Studio > Chat playground

Chat playground

Privacy & cookies | Deploy to

Import setup | Export setup | Show panels

IP & Commercialisation

Invention disclosures

- Translating natural inputs (emails, papers) into disclosures
- Validation of forms

Setup

Prompt | Add your data (preview)

Apply changes

Use a system message template

Using templates

Use a template to get started, or just start writing your own system message below. Want some tips? [Learn more](#)

Select a template

System message

You are a commercialisation manager who specialises in the commercialisation of academic research. I will give you an invention disclosure form, which includes an academic's description of their work and what they believe to be the commercial opportunity. I would like you to: 1) summarise your understanding of the invention 2) evaluate the commercial potential of the invention, highlighting any notable competitors in the market and any companies who may wish to license or purchase the invention. 3) give your assessment of

Examples

+ Add

Replay chat | Clear chat | Playground Settings | View code | Show JSON

1. Summary of the Invention

The invention pertains to the development of modified extracellular matrix components (ECMs) designed to be used as bioinks for 3D bioprinting applications. The focus is on creating bioinks that incorporate full-length proteins such as laminin (LM) and fibronectin (FN), which are pegylated and mixed with GelMA (gelatin methacryloyl) and PEG (polyethylene glycol) for the purpose of bioprinting tissues such as bone and vascular-like structures. These bioinks are designed to improve the availability of cell and growth factor binding domains, thereby enhancing the in vitro 3D culture of cells and facilitating tissue regeneration. The invention includes a method to enhance bone regeneration and angiogenesis by incorporating specific growth factors like VEGF and BMP-2, which bind to the pegylated proteins within the bioinks, mimicking the natural ECM environment.

2. Evaluation of the Commercial Potential

The commercial potential of this invention is significant, given the growing interest and demand for advanced biomaterials in the fields of tissue engineering and regenerative medicine. Competitors in the market include companies like CELLINK, which already have a range of bioinks and bioprinters but may lack the specific bioactive components of the disclosed invention. Potential licensees or purchasers of the invention could be bioprinting companies looking to enhance their bioink portfolio with more specialized and biologically active products. Companies that focus on regenerative medicine, drug testing, and clinical applications for tissue repair might also be interested. The invention's ability to recreate specific tissue environments and promote cellular processes such as vascularization and osteogenesis would be its unique selling proposition.

3. Assessment of the Path Forward for Commercialisation

To commercialize this invention, the following steps are recommended:

- **Patent Protection:** Secure intellectual property rights for the specific use of pegylated LM and FN in GelMA for tissue regeneration applications.
- **Further Development:** Progress the technology to a higher TRL by conducting additional in vitro and possibly in vivo studies to validate the efficacy and safety of the bioinks in relevant biological environments.
- **Industry Partnerships:** Collaborate with industry partners like CELLINK to leverage their existing distribution networks and expertise in bioink and bioprinter manufacturing. Engage with other potential partners interested in specialized applications of the bioink.
- **Regulatory Strategy:** Develop a clear regulatory pathway for the use of these bioinks in clinical settings, if therapeutic applications are pursued.
- **Market Analysis:** Conduct a comprehensive market analysis to understand the demand for specialized bioinks to regenerate and repair

Type user query here. (Shift + Enter for new line)

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Azure OpenAI Studio > Chat playground

Partnerships

Relationship intelligence

- Primers for new projects/opportunities
Ex. 10m vs 2hrs

Setup

Prompt Add your data (preview)

Apply changes

Use a system message template

Using templates

Use a template to get started, or just start writing your own system message below. Want some tips? [Learn more](#)

Select a template

System message

You are an AI assistant with a background in R&D and IP commercialisation. You specialise in identifying areas with collaborative commercial potential between companies in complementary and adjacent sectors.

Examples

Add examples to show the chat what responses you want. It will try to mimic any responses you add here so make sure they match the rules you laid out in the system message.

+ Add

Replay chat Clear chat Playground Settings View code Show JSON

The University of Glasgow is interested in working on a joint research and development project with two of its key industrial partners. I would like you to use your most up to date knowledge of their corporate strategy and their areas of R&D interest to identify potential collaborative projects for this three-way partnership. Please list these from most significant to least significant, considering strength of overlap, complementarity of specialisms, and potential to leverage other funding pots from UK and Scottish Government. Please check your work once you are finished and make any corrections required. Thank you for your assistance.

While I can't provide real-time insights or check for the most current corporate strategies of [redacted] and the University of Glasgow, I can provide a strategic overview based on their historical areas of focus and expertise. For the most accurate and current information, it is recommended to review the latest public disclosures, press releases, and strategic documents from each entity. Here are some potential collaborative projects, assuming their interests align with historical patterns:

- Precision Medicine and Diagnostics:** Combining the University of Glasgow's research capabilities, [redacted] pharmaceutical expertise, and [redacted] medical imaging and diagnostics technologies, a project could focus on developing new precision medicine approaches for diseases like cancer or cardiovascular conditions. This could involve biomarker discovery, development of diagnostic imaging agents, and tailored therapies. The UK government's focus on life sciences and precision medicine could provide funding opportunities.
- Digital Health and Data Analytics:** A collaboration could focus on leveraging big data and advanced analytics for better healthcare outcomes. The University of Glasgow's data science research could complement [redacted] digital solutions and need for data-driven drug development processes. Projects might include predictive analytics for patient outcomes or AI algorithms for personalized treatment regimens. The Data Lab, an innovation center in Scotland, might offer funding and support.
- Advanced Drug Delivery Systems:** Working together on novel drug delivery systems, such as nanoparticle-based delivery or smart devices that can monitor and adjust dosing. The University of Glasgow could contribute with its nanotechnology research, [redacted] could provide pharmaceutical development expertise, and [redacted] could integrate its device manufacturing capabilities. Innovate UK or Scottish Enterprise could be potential funding sources.
- Healthcare Robotics and Automation:** The partners could develop robotic systems or automated technologies to improve drug manufacturing or patient care. The university's engineering departments could work on the design and prototyping, [redacted] could test and validate these systems in their manufacturing processes, and [redacted] could incorporate such technologies into their healthcare equipment offerings. This area may attract government funding due to its potential to improve manufacturing efficiency and healthcare delivery.
- Educational and Training Initiatives:** [redacted] could develop educational courses and training modules for the next generation of [redacted]

Type user query here. (Shift + Enter for new line)

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Azure OpenAI Studio > Chat playground

Partnerships

Relationship intelligence

- Distilling data sets
Ex. 20mins vs 2hrs
- Spotting partnerships hidden in corporate data

Setup

Prompt Add your data (preview)

Apply changes

Use a system message template

Using templates

Use a template to get started, or just start writing your own system message below. Want some tips? [Learn more](#)

Empty Example

System message

You are a research and innovation project specialist with expertise in partnerships. Users will provide you with an input which will consist of multiple letters of support from organisations. These letters will detail both financial (cash) contributions pledged to the project as well as non-financial or "in kind" contributions, which will often be quantified using an estimated cash equivalent value. You will summarise the financial and non-financial contributions that the partners have pledged to the project. You will do this in a table of four columns: "Partner", "Financial Contribution (£)", "Non-Financial Contribution Details", and "Total Value (£)".

Examples

+ Add

Replay chat Clear chat Playground Settings View code Show JSON

Based on the letters of support provided, here is the summary of contributions that partners have pledged to the [redacted] research hub project:

Partner	Financial Contribution (£)	Non-Financial Contribution Details	Total Value (£)
[redacted]	1,833,000	Providing input, support, and feedback; sharing data from networks; staff time for engagement; secondment or exchange of an engineer; facilitation of collaboration and engagement; dissemination activities; involvement in sandpits and associated programmes linked to our Building a Secure Resilient Programme of funding.	0
[redacted]	600,000	Staff time and expertise; sharing data and information on network distribution and loads; facilitating access to facilities and metering systems.	0
[redacted]	121,000	Advisory and technical support; collaboration on R&D project activities; participation in stakeholder forums and hub networking activities; supporting extended reach to stakeholder community.	0
[redacted]	80,000	Staff time and expertise; potential access to data and facilities.	0
[redacted]	512,000	Staff time and expertise; sharing data on rail freight and logistics; facilitation of access to island [redacted] dissemination activities; commercialisation and delivery support; potential funding of PhD students/researchers.	0
[redacted]	358,000	Staff time and expertise; access to real or representative data associated with [redacted] power systems; access to [redacted] cloud platform and facilities.	0
[redacted]	11,000	Staff time for engagement in the hub's workshops and seminars; access to a network connection with the operations centre of related research [redacted]	0

Type user query here. (Shift + Enter for new line)

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Next Up: Governance and Oversight



Prof Ana Basiri
Director, Centre for Data Science and AI

Partnership

Interested in starting a working group(s) which looks at multiple disciplines:

- > Health Sciences
- > Arts and Humanities
- > Engineering
- > Social Sciences
- > Physical Sciences

UNIVERSITY OF GLASGOW LAUNCHES NEW CENTRE FOR DATA SCIENCE & AI
Published: 11 September 2023
The University of Glasgow has opened a new centre dedicated to cutting-edge research on data science and artificial intelligence across a wide range of applications.

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The Future

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Where This Is Going

- Companies working on AI for patent drafting, where the non-claims section of intellectual property work will be commoditized
- The future will be dominated by bespoke, small language models (SLMs) performing specific tasks exceptionally well
- AI will be used as an executive assistant for all employees to improve efficiencies
 - Over time, staffing levels could go down (or more likely, not go up)

The future is BOTS, not PROMPTS

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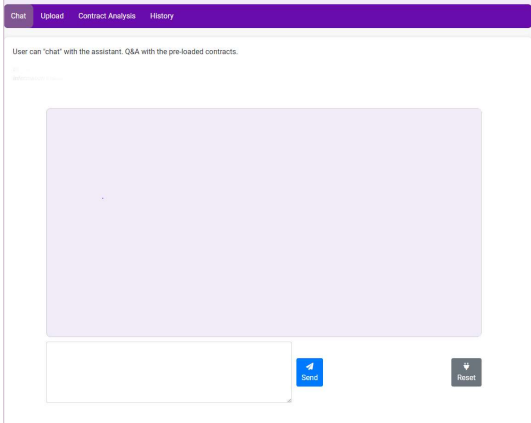
TOV Assistant—“Talk to your data”

Prompt Overview

- Talking to Your Data:
 - Communicative access to agreement data
 - Backloaded with 1000+ agreements

Phase 2 Features

- Direct email communication
- Learning to draft full license agreements

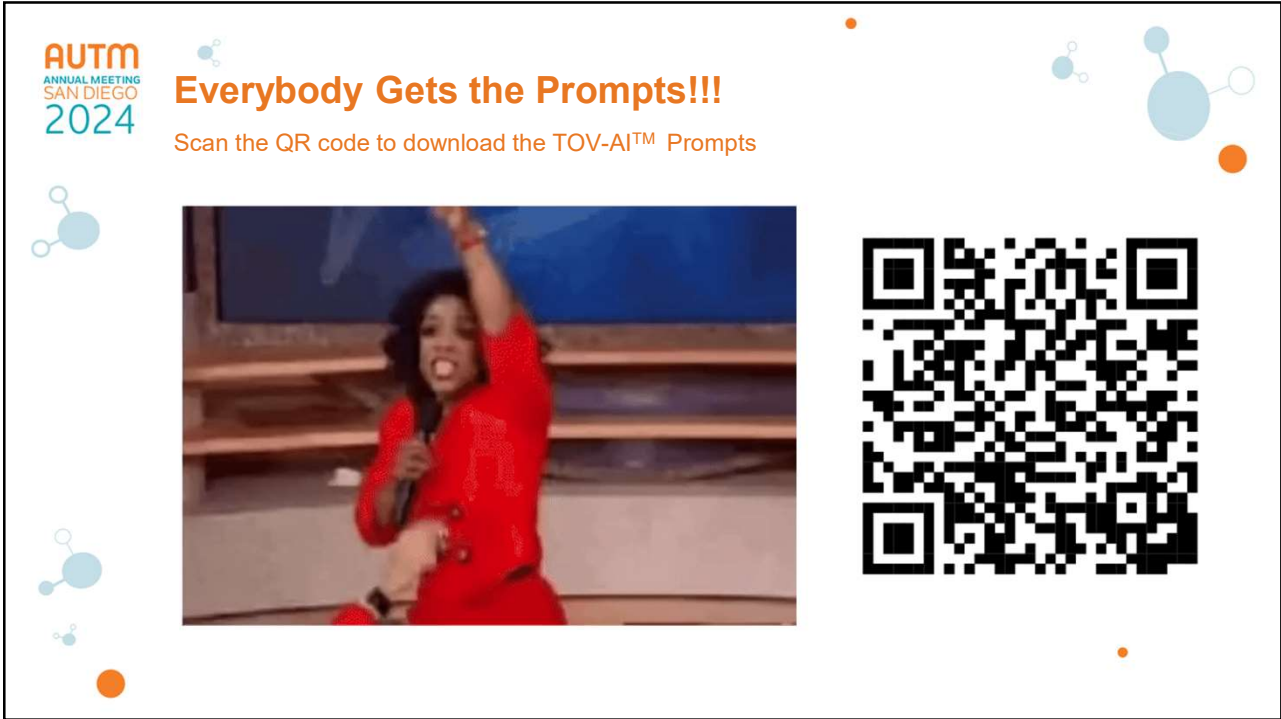


The screenshot shows a web interface for the TOV Assistant. At the top, there are navigation tabs: 'Chat', 'Upload', 'Contract Analysis', and 'History'. Below the tabs, a message reads: 'User can "chat" with the assistant. Q&A with the pre-loaded contracts.' The main area is a large, empty text input field. At the bottom right of the input field, there are two buttons: a blue 'Send' button and a grey 'Reset' button.

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