



AUTM 2017-2018 Election

Treasurer



Graham Morton, RTTP

*Senior Business Partner, Division of Enterprise
University of New South Wales Sydney*

Candidate's Background

Graham brought his skills, honed from a global career in Investment Banking, into technology transfer when he joined UNSW Innovations, the wholly owned tech transfer office of the UNSW Australia almost ten years ago. His finance skills have complimented his technology transfer skills to deliver the largest number and most valuable licenses to his employer, UNSW Australia.

Graham has worked as a volunteer for AUTM since 2011, bringing his finance skills to the Finance Committee. He has been an active member of both the Investment and Finance committees since 2011 and has overseen the strengthening of AUTM finances to ensure AUTM is in a strong financial position. He became the chair of the Finance group and an AUTM Cabinet member in 2015.

Graham worked for Deutsche Bank and the Commonwealth Bank of Australia in mergers, acquisitions and financing structures after completing his studies in theoretical physics and finance studying at University of Tasmania (BSc Hons 1), Kyoto University (Monbusho kenkeys), University of Illinois at Urbana Champagne (MS) and UNSW (M Comm). He is an RTTP, an Associate of the Australian society of CPA, Fellow of Finsia and graduate and member of the Australian Institute of Corporate Directors.

He has conceptualised and implemented many substantial transactions at UNSW, enabling the transfer of inventions into gainful applications. He envisaged, developed and implemented the creation of Silicon Quantum Computing Pty Ltd which is Australia's \$100m project to create a silicon based quantum computer with initial funding from CBA, Telstra and the Australian Government. He has facilitated the licensing and assigning of technologies involving waste tire recycling, JPEG2000 codecs and nurtured collaborations in numerous fields, such as auditory perception, virtual reality training and waste recycling. Graham has driven the creation of various entities, including Zedelef Pty Ltd and Smart Sparrow Pty Ltd, which are putting UNSW inventions into use. He completed the \$73m sale of Lithicon Ltd to FEI Inc., one of the most complex multi-jurisdictional transactions in the Australian technology transfer sector.

Graham's skill set across finance and technology transfer coupled with his many years of volunteering for AUTM and current role on the Cabinet as chair of the Finance Committee makes him uniquely qualified for the role of Treasurer for AUTM.

Candidate Questionnaire

1. Why do you want to be on the AUTM Board of Directors (What motivates you to join the AUTM Board of Directors?)

It is time for me to step up from the position on the Cabinet that I have now held for two years. I am well positioned to bring to the Board my experience from working with the operational team in order to contribute to the strategic thinking of AUTM.

My skill set across finance and technology transfer coupled with his many years of volunteering for AUTM and current role on the cabinet as chair of the Finance committee makes me uniquely qualified for the role of Treasurer for AUTM.

My knowledge of the processes and operations of AUTM has led me to believe that I can add value to the Board.

2. Have you served in a volunteer leadership role for other organizations? If so, please explain.

I have held longstanding, significant volunteer roles with Sporting clubs (snow skiing and field hockey). I managed teams, coordinating parents and children with travel, rendezvous, supplies and the like.

3. What special experience do you have that you feel will benefit AUTM and its members (what makes you stand out above all others)?

I have applied my knowledge of mergers and acquisition gained in previous roles in investment banking and finance to technology transfer. This blend will complement the skills of the Board. My qualifications as a CPA, fellow of the Financial Institute of Australia (Finsia) and track record on managing the finances to date brings the competencies that will be critical to performing the role as Treasurer.

Furthermore my experience in one of Australia's leading universities, including the

delivery of the largest number of licenses for the office and the most valuable transactions (the creation of Silicon Quantum Computing the 2017 KCA “Best Deal of the Year”) makes me well qualified to continue to contribute to the tech transfer industry.

4. What do you see as the major strategic issues facing technology transfer today?

The dwindling government funding of Universities presents a significant challenge as universities seek to transition the tech transfer office to increase both industry engagement and deliver on expectation of job creation and the like.

Tech transfer offices need to ensure that they manage relationships and maintain a sound balance between income generation, community engagement and researcher ambition (regarding research funding).

5. What would be your number one goal as a member of the Board of Directors for AUTM? (List the issues you would like the Board to focus on for next few years.)

My primary goal is to work continue to ensure financial stability while working to expand the breadth and depth of membership, ensuring that more members of TTOs engage with AUTM. The role of AUTM will be enhanced by a deeper and more engaged membership. Further empowering the membership to become effective ambassadors for the tech transfer sector will increase recognition of the industry and enhance its ability to influence policy that impacts all of us in our daily work.

6. How do the terms (both responsibilities and time commitment) of the position fit in with your other responsibilities?

I am confident that I can continue to contribute to AUTM as this would effectively be a transition from my current roles. I have made a personal financial commitment to continue to fund my engagement with AUTM if my employer chooses not to do so.

7. What is a challenge AUTM faces that you feel could be addressed by strategic thinking and discussion at the Board level?

Consistent with my comments on the importance of membership growth, the Board is now well placed to focus on future strategies to expand its engagement with member and non-members, thereby increasing its relevance.

8. How has AUTM benefitted you in your work and career?

AUTM has provided me with a depth of knowledge and skills that have enabled me to achieve success in my career. Attendance at AUTM meetings, workshops and training programs enabled me to achieve RTP and to be a productive employee.

9. Is there anything else you would like AUTM members to know about you before they vote in this year's election?

I have been a dedicated, committed and engaged volunteer with AUTM for many years and have served with enthusiasm. I have worked with the Treasurer and the Board to ensure that AUTM is a very sound financial position and am now ready to progress to the next level of leadership in AUTM.

Candidate's Vision Statement

I have been an engaged volunteer since 2011, having worked to contribute to the benefit of members through my role on the Finance and Investment Committee. This commitment increased as I moved into positions of increasing responsibility, culminating in my current position as the Cabinet Member responsible for Finance.

Working with the previous Treasurer, we have managed to steer AUTM into a sound financial position notwithstanding the fiscal challenges of the late 2000's. We have been able to keep membership fees stable while maintaining the services offered. I have sought and intend to continue to ensure that value and opportunity derived from AUTM meetings is available to all members.

My vision is to balance the financial stability and growth of AUTM. This will enable AUTM to continue to both increase services and expand its breadth and depth of membership. My goal is to ensure that more members of TTOs will engage with AUTM as the contribution of AUTM will be enhanced by a deeper and more engaged membership.

Empowering the membership will secure the profile of the tech transfer sector and will enhance its ability to influence policy that impacts all of us in our daily work.

Tech transfer offices need to ensure that they manage relationships and maintain a sound balance between income generation, community engagement and researcher ambition (regarding research funding). AUTM must address these diverse and competing considerations to underpin its services for its members.

I will work tirelessly to ensure that AUTM is in a sound financial position to undertake a breadth of activities that support its members in all aspects of their work.

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