



AUTM 2017-2018 Election Treasurer



Joy Goswami, MS, MBA, RTTP

*Assistant Director, Technology Transfer & Corporate Partnerships
University of Delaware*

Candidate's Background

Joy Goswami is the Assistant Director of the Office of Economic Innovation and Partnerships at University Delaware, where he oversees and manages a large portfolio of technology transfer activities. Among other functionalities, Joy is currently involved in managing University of Delaware's intellectual property, assisting in establishing faculty based start-up companies and bringing forth university-industry collaborations and partnerships.

Joy has a background in Finance, and as part of his past and current portfolio, he has been involved in handled serval aspects of financial management duties, including accounting, financial reporting, auditing and tax compliance.

He has been an active member of the AUTM Finance committee since 2014, and has additionally served on the Sponsorship, Leadership development, Professional development and Eastern Regional planning committees. He has been involved in the moderating and speaking at a number of very well-attended sessions at AUTM meetings, and is currently serving as the co-chair for the AUTM Business Development Course that will be held in 2018.

Professionally, Joy has experience in working both in the corporate and academic sectors. His prior appointments and affiliations include, working at the NDSU Research Foundation, University of Minnesota, Aurora Biomed Inc. and Otto Bock Inc. During his formative career in India, Joy worked at the Tata Energy Research Institute (TERI), and was responsible for establishing a successful spin-off company, Anu Biotech Ltd. He currently sits on the Advisory Boards of several organizations.

Joy has a Master's degree in Business Administration from St. Cloud (Minnesota) State University and an MS in Molecular Biology from the University of Delhi. He is a Registered Technology Transferred Professional; USPTO Registered Patent Agent and a Howard Bremer Scholar (2008).

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?)

My primary passion is to support AUTM's overall mission, to advance academic technology transfer globally on a larger platform. I personally believe that my long-standing affiliation with AUTM has provided me with a good understanding about the working of the Association, its goals and needs. I feel that my diverse background and broad experience in the field will enable me to contribute effectively, and bring a fresh perspective to the organization.

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

Yes, I have served in both volunteer and leadership roles in several organizations and groups. Some of my current involvements are mentioned below:

1. Governing Board Member for Venture Development Center (Horn Program), University of Delaware – Lead efforts to pioneer an innovative model for a new Proof of Concept Fund to assist technologies adopt a path to commercialization.
2. Advisory Board – Philadelphia Life Sciences – I serve on the Board of this organization, that connects the tri-state's (Pennsylvania, New Jersey and Delaware) life science leaders representing medical, biotechnology, pharmaceutical, higher education, research, venture capital and the health care industries to collaborate and brand the Philadelphia region.
3. Board USPTO Pro Bono Patent Program, Widener University – Lead efforts to establish the pro bono programs designed to assist financially under-resourced independent inventors and small businesses in the state.
4. Federal and State Technology Partnership Program (FAST), University of Delaware- Lead an SBIResource™ program, designed to strengthen the technological competitiveness of small businesses.
5. Judge – USPTO Patents for Humanity Program – US Patent & Trademark Office – Serve as a judge for the US Patent & Trade Mark Office's annual award competition for innovators addressing global challenges.

6. Advisory & Mentoring Program, Delaware State University – Play a leadership role in assisting under-graduate and graduate students to achieve their academic career paths and goals.

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

- Served in the field of technology transfer for nearly 12 years. Registered Tech transfer professional (RTTP) and USPTO Registered Patent agent.
- Possess 10+ years of association with AUTM.
- Possess a combination of a technical and business background with emphasis in Finance.
- Prior experience in working both in the corporate and academic sectors. Associated with Corporate Relations, in addition to Technology Transfer in my current position.
- Experienced in various matters related to Federal policies and advocacy. Affiliated with the AUTM Finance committee since 2014.
- Other than FC, I have served on several committees at AUTM including the Sponsorship, Leadership development, professional development and Eastern Regional planning committees.
- Recipient of Howard Bremer Scholarship.

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

- Globalization – There is a trend towards the globalization of research and of innovation networks. Roles that technology transfer will have to face, has to be at a more expansive global level.
- Partnerships – Open innovation and long- term strategic partnerships are getting prevalent among University Industry partners. Technology transfer professionals will need to adopt to the changing landscape.
- Education – In light of changing trends with time, there is a need for more expansive and quality training and education for new generation of technology transfer professionals in various fields.
- Providing Incentives for Innovation – Innovation is becoming more complex and much more expensive. Simultaneously, motivating academic professors to innovate and generate IP is getting difficult. A more robust and coherent strategy incentivize academic researchers is needed.

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.)

In light of AUTM’s recently revised organizational structure and evolving priorities, it is imperative that the Association’s financial management strategies remain flexible and adaptive for sustained fiscal growth, keeping risks at a minimum. While I believe that the Association is fiscally well positioned at this time, as a Board member and Treasurer, my first goal will be to ensure that we spend responsibly on programs and activities important to its members and stakeholders. Concurrently, I would encourage

the Board to look for additional sources of income that would allow the Association to reach the objectives in its long-term strategic plan.

There are various issues that I would personally like the Board to focus on as well, include: role of AUTM in sustaining economic development; role in spurring academic innovation and entrepreneurship; establishing policies to assist (removing barriers) expeditious commercialization paths for novel technologies; advocacy matters such as, resolving the 'Innovation Act' and the stronger patents act - abusive practices of patent trolls.

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

I am conscious about the responsibilities and the commitment in time that will be required for this position. Since this will need to be accommodated in conjunction with my full-time activities at work, I plan to put in personal time in fulfilling the role. I have appraised my office at the University of Delaware of the situation and they have expressed full support in the endeavor (Supporting letter attached).

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

Most of the challenges that the Board faces today are related to increasing visibility of technology transfer at a national and international level (Advocacy). I believe that strategic thinking and discussions within the Board, can assist in addressing these concerns. A couple of such examples could be the Patent troll and Opposition to H.R. 9. Personally, I been closely following these issues as part of my current position and providing feedback and advice to our Senator Chris Coons' (D-DE), who has been active in this area at the Federal level.

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

My affiliation with AUTM has benefitted me in many ways in the past and present. During my formative years, AUTM has provide me with the necessary foundation, education and recognition in the field. At this point in my career, I look to AUTM for professional growth, networking and exposure to the advanced level of technology transfer related activities.

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

Aside from all the credentials that I have stated earlier, I would like to emphasize my personality. I am a sensitive doer. A gentle, modest and relatively reserved person! I cope well with everyday life and handle time fairly well. I am quiet, optimistic by nature, and a very good listener. I enjoy problem solving and working my way through tough challenges. If given an opportunity to serve in this capacity, I hope to serve the objectives diligently.

Candidate's Vision Statement

AUTM requires continued strong financial leadership during these changing times. As a technology transfer professional with a background in Finance, and an active member of AUTM'S Finance Committee, I plan to carry on this objective.

In light of AUTM's recently revised organizational structure and evolving priorities, it is imperative that the Association's financial management strategies remain flexible and adaptive for sustained fiscal growth, keeping risks at a minimum. While the Association is fiscally well positioned at this time, it must work to spend responsibly on programs and activities important to its members and stakeholders. Concurrently, AUTM must look for sources of income that would allow the Association to reach the objectives in its long-term strategic plan.

I will have four major goals as treasurer:

1. To ensure that AUTM operates in a fiscally sound mode and expends funds in a responsible manner that moves the Association forward in its mission.
2. To provide strategic financial support to all successful programs and help achieve their longer-term vision.
3. To assist in identifying newer sources of revenue generation.
4. To make sure that AUTM's finances are transparent to all stakeholders.

I am committed to the strong stewardship of AUTM's finances and to the policies and actions that will result in its sustained financial performance.

If given an opportunity, I will be honored to serve as treasurer for the Association!

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