

A Career in Technology Transfer

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Introduction

Kirsten Leute
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AUTM - Association of University Technology Managers

A non-profit with 3000+ members worldwide

Works to enhance the global academic technology transfer profession through education, professional development, partnering & advocacy.

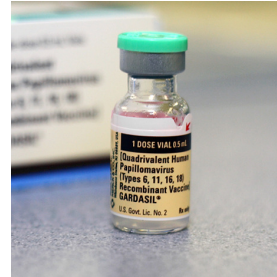
Benefits include educational, meetings and networking opportunities

A valuable resource for exploring a career in technology transfer

- Student membership \$50/year



Introduction to Technology Transfer




History of Academic Technology Transfer: Bayh-Dole Act

- Enacted on December 12th, 1980.
- Allows universities to own (and profit from) inventions made under federally funded research programs.
- Before this Act, the US Government owned the inventions by default.
- *The Economist*, 2002, "...possibly the most inspired piece of legislation to be enacted in America over the past half century."



Impact of Academic Technology Transfer



Image modified from AUTM.



Impact of Technology Transfer at Stanford and Washington University

- Stanford's pioneering efforts pre-Bayh-Dole act
- Google's impact on technology transfer and entrepreneurship on campus
- Impact of Technology Transfer at Washington University



Key Roles in Technology Transfer

- Invention Evaluation
- Patent Filing
- Marketing
- License Negotiation
- License Compliance

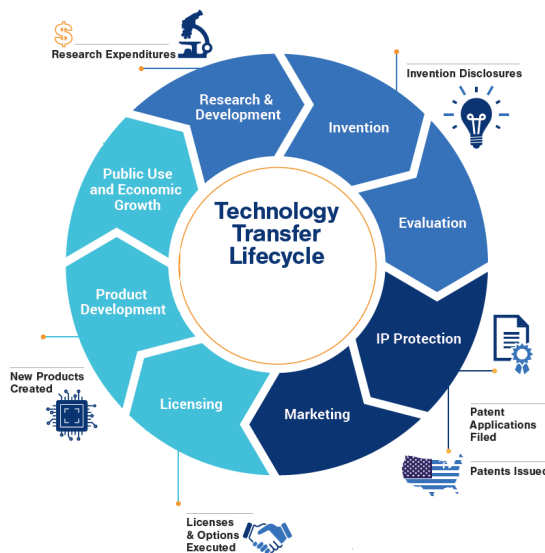


Image modified from AUTM.

Internship Opportunities – Start with your own TTO

	Name of Program	Duration	Part Time/Full Time	Paid
National Cancer Institute	TTC Fellowship Program	5 Years	Full Time	Yes
National Institute of Health	Technology Transfer Fellowship Program	1 -3 Years	Full Time	Yes
Washington University in St. Louis	OTM Trainee Program	6 Months	Full Time	Yes
Moffitt Cancer Center	Innovation Fellowship	2 Years	Full Time	Yes

Challenges Faced in Transitioning to Technology Transfer

- Making decisions with incomplete data
- Need to focus on the science in the context of current research and market opportunity
- Time management- making decisions with short prep time



Skills you should develop early on in Technology Transfer

- Organizational skills to manage many projects
- Learning a “new language” and concepts around technology transfer
- Need to acquire knowledge outside of the 9-5 work



Courses and Resources offered by AUTM

- AUTM Essentials Course
 - The course builds skills and resources necessary to function effectively at evaluating inventions and negotiating license agreements
 - Covers - Foundation of Technology Transfer/Invention Assessment/ Reaching Potential Partners/License Negotiation/Post-license
- AUTM Tools Course
 - The course is designed for professionals responsible for the administration of a technology transfer office
 - Covers - IP Primer/Managing IP/Anatomy of a License/Government Compliance
- Technology Transfer Practice Manual



RTTP and CLP and Continuing Education

RTTP - Registered Technology Transfer Professional

- RTTP recognizes proactive professionals that enable academic-to- business knowledge transfer
- Requires 60 hours relevant continuing education (CE)/track record of A2B knowledge transfer

CLP - Certified Licensing Professionals

- Professional designation that recognizes demonstrated proficiency, in licensing and commercialization of IP
- Prerequisite - three years of experience in licensing field and CLP examination
- Recertification every three years – by earning 40 CE credits



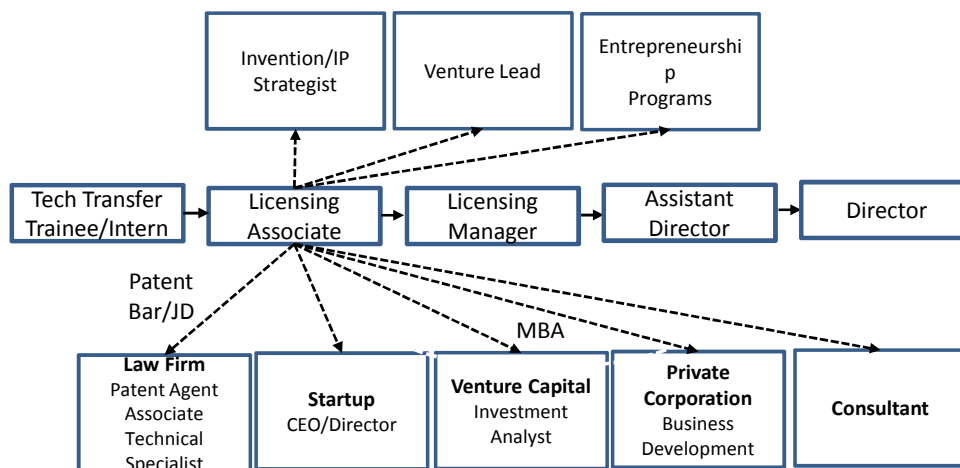
Salary Survey in Technology Transfer

	Base Salary
Licensing Assistant	\$65,300
Licensing Associate	\$92,119
Associate Director	\$125,000
Director	\$163,469

Data from AUTM 2017 Salary Survey



Careers Paths in Technology Transfer



Thank You

Questions/Comments:

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