



autm

Transforming Ideas into Opportunities

AUTM is...

AUTM is a non-profit leader in educating, developing, promoting and inspiring technology transfer practitioners to make the world a better place through the commercialization of academic research.

AUTM's global community of 3,000 members represents businesses and government organizations, and more than 800 universities, research institutions and teaching hospitals.

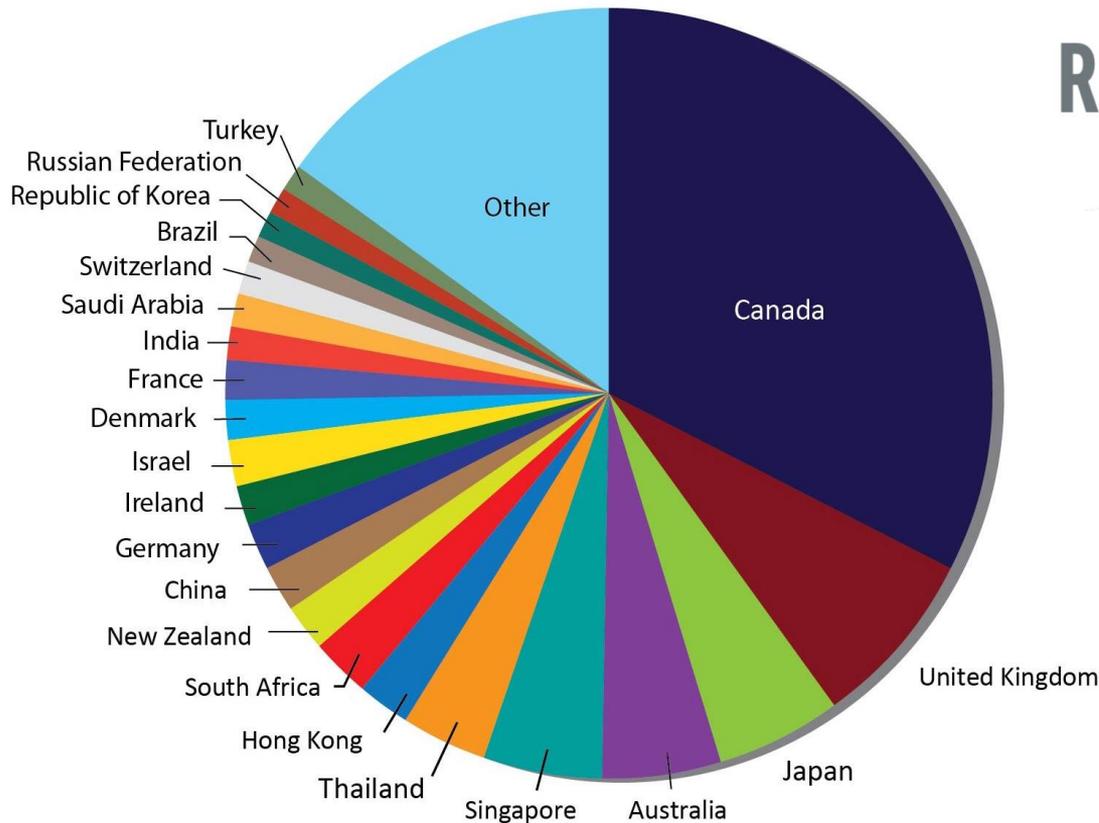


AUTM's mission is to...

Support and advance
technology transfer
worldwide.



A Global Community



Representing 65 Countries



- 20% of membership is located outside United States

Tech Transfer Is More Than Licensing

- Analyzing the marketplace, developing business plans, and understanding patent/licensing issues
- Assisting with patent application process
- Seeking venture/angel capital
- Boosting start-ups through campus-based accelerators, incubators and proof-of-concept programs
- Matching researchers with companies looking to license new technologies
- Helping faculty grow their technology pipeline

Keys to Success

- Dedicated technology transfer and support team
- Understanding the marketplace and the local regional economy
- Establishing university–private sector relationships that may include additional research funding
- Bridging the gap between invention and commercialization
- **Strong patents**
- Outstanding researchers doing outstanding research
- Long-term financial commitment



Driving the Innovation Economy

academic technology transfer in numbers

From 1996 to 2015, up to...

\$1.3 trillion

contributed to
U.S. gross
industrial
output



\$591 billion

contributed to
U.S. gross
domestic
product



4.3 million

jobs supported



380,000+

inventions disclosed...

to research institutions in the past 25 years

80,000+

U.S. patents issued...



11,000+

start-ups formed
since 1995



70%

of university
innovations
licensed to
start-ups and
small companies



200+

drugs and vaccines
developed through
public-private
partnerships since
Bayh-Dole Act
enacted in 1980

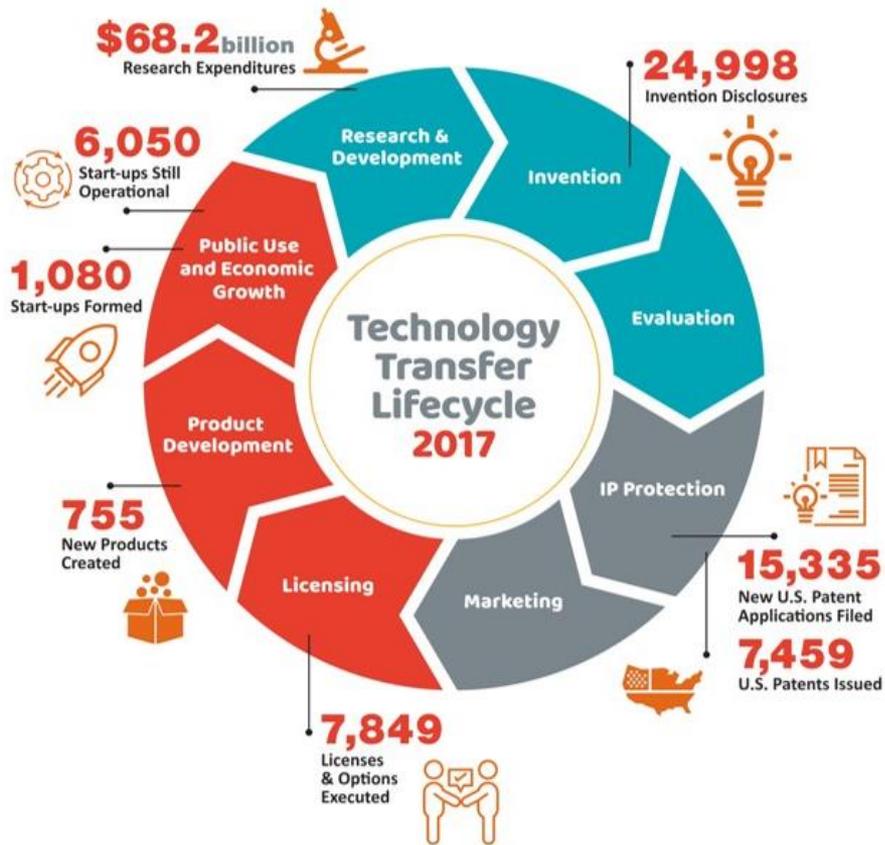


UPDATED NUMBERS AS OF 6/7/19

- \$1.7 trillion contributed to economy
- \$865 billion towards US GDP
- 5.9 million jobs

https://autm.net/AUTM/media/About-Tech-Transfer/Documents/Economic_Contribution_Report_BIO_AUTM_JUN2019_web.pdf

Benefiting Society and the Economy

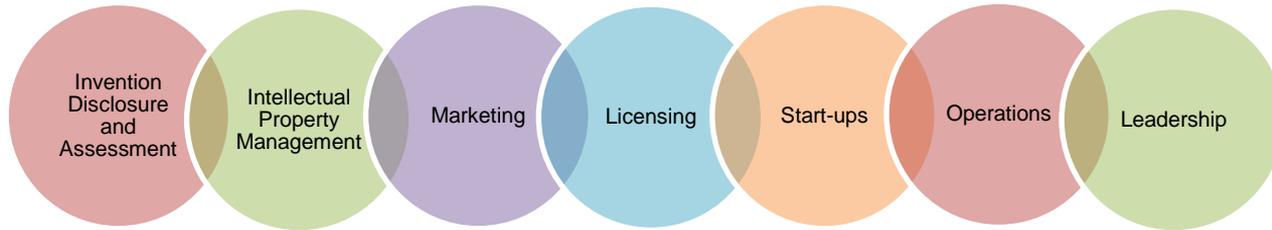


- 1,080 start-ups formed
- 6,050 start-ups still operational at end of FY2017
- 755 new products created

Role of Policymakers

- Provide strong and sustained basic research funding to provide pipeline of great ideas
- Ensure that patent rights are protected for a given university, researcher, and the government
- Encourage policies that attract venture capital support
- Support translational initiatives
- Support laws that promote technology transfer

International Professional Development



With over 30 years in professional development experience, AUTM offers training and resources in the seven fundamental domain areas of successful technology transfer professionals

International Professional Development

AUTM delivers high-quality professional development to a global audience

- AUTM members
- Practitioners
- Policy makers
- Industry
- Collaborating organizations



AUTM content is considered by many to be the "gold standard" of foundational education in licensing and technology transfer



Example: APEC TCTC

- Discussions started in 2013 as a collaboration between AUTM, APEC, TCELS (Thailand), KHIDI (Korea), and BIO
- Goal was to increase capacity of the APEC region in technology transfer and licensing of life sciences and healthcare innovations
- Focus on training and education
 - Create RTTPs in each country to lead in future
- Kickoff meeting included 150 people and policy leaders throughout APEC

APEC TCTC: Results

- Regular trainings started in 2014
- Over 20 training sessions with hundreds of attendees over five years
- Dozens of attendees either have or are applying for RTTP certification
- 15 APEC member countries involved
- South Korea dropped out in 2017 but program deemed so important to Thailand that they continue to support
- Licensing volume and value in Thailand is increasing

International Professional Development

Standard Professional Development Offerings

- Standard courses
- Annual meetings
- Region meetings
- Short courses
- Webinars



International Professional Development

International Cooperation

- Programs are developed for international audience
- Programs can be customized for cooperating partner
- Training can be delivered on-site
- Students can earn credits toward professional certification



Knowledgeable Instructors

- Drawn from universities and research institutions
- Experienced instructors with extensive international experience

International Professional Development

Standard Courses

- Essentials of Academic Technology Transfer
- Technology Operations and Organization Licensing Skills
- Technology Valuation
- Negotiation
- Marketing
- Startup Business Development
- Software



Professional Development



- More than 90 archived webinars
- Convenient access any time from your desktop
- Dozens of topics — from beginner to advanced
- Topics taught by seasoned technology transfer professionals

Improve Results via Professional Certification



Showcase your enhanced qualifications and experience. Demonstrate commitment to professional growth.

www.licensingcertification.org



The global standard for competency and achievement in technology transfer.

www.attp.info



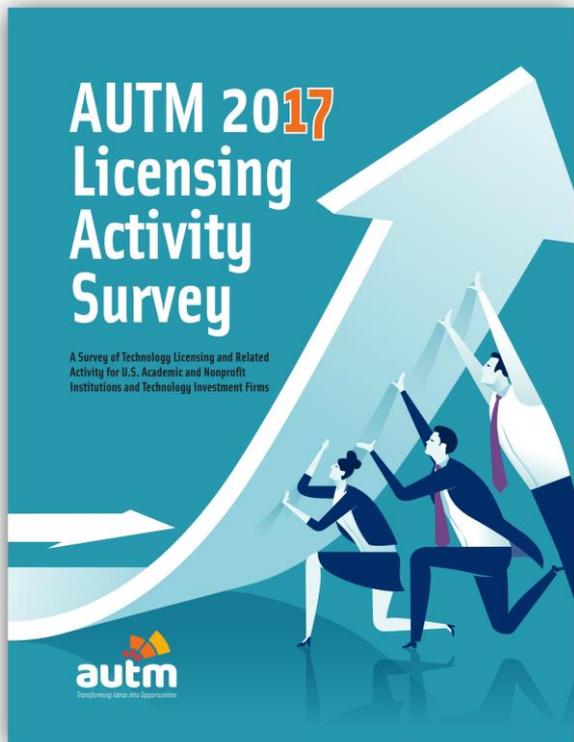
AUTM Innovation Marketplace—Finding Relevant IP

University and Research Organization Advantages

- Technologies uploaded from the institution's database
- Connect with others in technology transfer community
- Find organizations for collaborative research projects
- Market technologies at no cost



Licensing Survey and STATT – Tracking Results



- Quantitative data and real-world examples about licensing activities
- U.S. and Canadian universities, hospitals and research institutions
- AUTM has been approached to help other countries to begin and collect data

Improve Your Negotiations

TransACT Database

- Searchable database of transactional terms and conditions
- Transactional structures, terms, scope and other relevant details

STATT Database

- Access to more than 25 years of statistical data
- Sort licensing activity and income, start-ups, funding, staff size, legal fees, patent applications filed, royalties earned and more



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