And this is a time when broadly supported university research has never been more important for:

- Solving the challenges of our world
- The competitiveness of U.S. industry
- The economic vitality of each university’s region
- Developing the globally competent citizens and entrepreneurs our students will become
SENATOR LAMAR ALEXANDER: “THERE IS VERY LITTLE THAT IS HAPPENED IN TECHNOLOGICAL CHANGE IN OUR COUNTRY SINCE WORLD WAR II THAT IS NOT HAD GOVERNMENT RESEARCH AS PART OF IT. WE ARE LEADING THE WORLD IN BIOMEDICAL RESEARCH AND WE WANT TO ACCELERATE THAT.”

SEN. ALEXANDER: “…. $28 BILLION GOES THROUGH [NIH] TO UNIVERSITIES FOR RESEARCH. IS IT TRUE THAT AROUND THESE UNIVERSITIES LIKE STANFORD, UNIVERSITY OF OKLAHOMA, KANSAS AND TENNESSEE, GROW COMPLEXES OF INDUSTRIES ATTRACTED BY THE RESEARCH AND WHO AS A RESULT, CREATE JOBS AROUND THESE CENTERS OF RESEARCH?”

FRANCIS S COLLINS, M.D.: “THAT IS ABSOLUTELY TRUE. IF YOU LOOK AT THE GEOGRAPHY OF WHERE THOSE PLACES HAVE SPRUNG UP, IT IS VERY MUCH ATTACHED OFTEN TIMES TO A UNIVERSITY THAT IS A GENERATOR OF INTERESTING IDEAS AND VISIONARY SCIENTISTS.”
REINVENTING AND REDISCOVERING RESEARCH COMMERCIALIZATION
REINVENTING AND REDISCOVERING RESEARCH COMMERCIALIZATION

- Advance promising research more effectively through proof of concept
- Promote more active faculty entrepreneurship and student innovation
- Find new and simpler ways to bring research results to market
- Collaborate more productively with industry partners
- Form and provide early support for dynamic startups
REINVENTING AND REDISCOVERING RESEARCH COMMERCIALIZATION

Familiar and Important Themes for All Research Universities

INDUSTRY COLLABORATION

Your business is unique. Knowing that, Georgia Tech will tailor a corporate partnership to meet your specific needs and expectations.

Collaborating with a research university has never been easier. First, we listen. Then we focus on your short and long term goals. This allows us to connect your company with the right Georgia Tech expertise and resources — every time.

We are responsive. We are connected. We are here to help your company...

» ENGAGE AND RECRUIT TOP STUDENTS

» ACCESS RESEARCH AND DEVELOPMENT

» TAP INTO A STARTUP

» ESTABLISH AN INNOVATION CENTER

» LICENSE OUR TECHNOLOGIES

» DEVELOP YOUR WORKFORCE
Fiscal Year 2017: At A Glance
GTRI & Resident Instruction

$824.8 Million
TOTAL EXPENDITURES

$690.4 Million
TOTAL NEW AWARDS

GTRI
Exp.: $383.1 M (46%)
Awards: $377.0 M (55%)

Resident Instruction
Exp.: $441.7 M (54%)
Awards: $313.4 M (45%)

New Awards: Sources
73%
Federal Awards
$504.2 M

14%
Industry Awards
$98 M
FY2017: Impact at a Glance

274  Inventions Disclosed by Georgia Tech researchers

21   License / Options completed for Georgia Tech innovations to outside partners (non-software)

62   U.S. Patents Issued for Georgia Tech innovations

Start Ups

CellectCell, Inc.*
Clearside Biomedical, Inc.*
FraudScope, Inc.
MoQuality, Inc.
PanXome, LLC
Sanguina, LLC
Sila Nanotechnologies
Varentec, Inc.

*Start up company added new Intellectual Property to existing relationship in FY2017.
Innovation Ecosystem

Supporting Innovative Ideas and Entrepreneurship

Georgia Tech plays a major role in the large network of established companies, startups, universities, and public and private organizations that work together to spur innovation, develop new technologies, and expand job opportunities.
1. Entrepreneurship Education
2. Industry Research Engagement
3. Licensing & New Ventures
4. Innovation Neighborhoods
Entrepreneurship Education

Inventor
- NSF I-Corps
- FlashPoint
- GT:IPS™

Students
- Inventure Prize
- CreateX
- Start-up Summer

2/3 of inventions name 1 or more students

The IP University
Companies look for IP competency in recruits

VentureLab & Incubator (ATDC)

REINVENTING AND REDISCOVERING RESEARCH COMMERCIALIZATION

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## Research Engagement with Industry


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https://www.uidp.org/
# Industry University Research Engagement

## GEORGIA TECH INDUSTRY CONTRACT CONTINUUM

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<th>Basic Research</th>
<th>Applied Research</th>
<th>Demonstration</th>
<th>Specialized Testing</th>
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<tbody>
<tr>
<td>Explore fundamental challenges in a technical area</td>
<td>Identity solutions to real-world challenges</td>
<td>Improve an existing technology</td>
<td>Test new and evolving products</td>
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As one of the nation's top research universities, Georgia Tech is committed to conducting basic research that advances our fundamental understanding of the world. This form of research is typically driven by scientific curiosity and often the foundation for technological progress.

When Georgia Tech collaborates with industry via a Basic Research agreement, the industry partner has the option to license the resulting intellectual property (IP). These work collaborations are often the foundation for new products that spur business growth for a company.

The Applied Research agreement enables Georgia Tech researchers to help industry partners explore the viability of a technology and overcome practical challenges.

Under an Applied Research agreement, the company pays a defined fee to gain access to IP that is generated during the project. The company obtains rights for exclusive access to the IP for a specified period of time within a defined field of use. This enables industry partners to develop and launch a product with very low risk, gaining a first-mover advantage. After the exclusivity period is over, the company can either extend the exclusive rights or convert to a non-exclusive license.

For industry partners working on product development, the Demonstration agreement enables Georgia Tech researchers to help a company improve existing technology.

The Demonstration agreement offers a straightforward and advantageous intellectual property policy for industry partners. Simply put, when a company introduces background IP under a demonstration project, the company shall have exclusive rights to the improvements at no additional cost. For companies that have licensed a Georgia Tech Innovation, any improvements to the licensed IP shall be incorporated into the terms and conditions of the original licensing agreement.

Georgia Tech offers expertise and state-of-the-art equipment that can be leveraged in the final stages of development to test products and help a company ensure that they are market-ready.

The Specialized Testing agreement provides a cost-effective and secure way for companies to test their equipment without making a large capital investment. This work is often instrumental in creating a successful product launch.

The Specialized Testing agreement also allows a straightforward intellectual property policy for industry partners. The sponsoring company will own all test results.

[http://industry.gatech.edu/contract-continuum-industry](http://industry.gatech.edu/contract-continuum-industry)
Licensing & New Ventures

Technology Maturation

- Invention Disclosure
- Prototype
- Development
- Market Discovery
- Commercialization Path
- Funding for Development
  - Inside the University

Programs Such As I-Corps
Technology Transfer

- Licensing
- New Venture Formation

Technology Maturation
- Translational Research
- Transition to Licensable Technology

Entrepreneurship Education
- Inventors
- Students
Growing New Ventures
Project Engage
Georgia Tech's Tech Square will be home to a new accelerator and venture fund called Engage.

http://www.news.gatech.edu/2017/01/12/new-way-engage-startups
Research Neighborhoods

- Student Internships & Recruiting
- Technology Scouting
- Company Innovation Center
- Engagement with Start-up Companies
- Funded Research & Collaboration
Advance promising research more effectively through proof of concept

Promote more active faculty entrepreneurship and student innovation

Find new and simpler ways to bring research results to market

Collaborate more productively with industry partners

Form and provide early support for dynamic startups

jilda@gatech.edu