Start-up and innovation: what Professors should know

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TTO missions, duties and initiatives in this field

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TTO actions related to start-ups

1. before creation

• **IP** evaluation, strategy & protection
  >> clarify ownership
  >> patenting
  >> software issues (open vs closed, etc)

• **support ($)** for demonstration, prototyping :
  >>> ENABLE program of TTO (see : enable.epfl.ch)

• **discuss the strategy** (license vs start-up / complementary IP / applications / markets / ...)

• **orient** towards Innogrants / coaching / EIP(PSE) / FIT / ...

• **inform** about licensing, conflicts of interest (COI), ...
TTO actions related to start-ups

2. at creation

• Negotiate the license
  • identify what is licensed (patent applications, software, protos, specific documentation, trademark, ...)
  • discuss, agree on terms, sign the license
    • equity
    • royalties
    • patenting costs
    • diligence
    • legal stuff

• explain and have signed the personal commitments (mgmt of COI)
TTO actions related to start-ups

3. after creation

- active and regular link for patent matters
  - choice of countries
  - answers to examiners
  - filing divisionals
  - choice of patent agent

- research agreements with EPFL, CTI projects

- use of EPFL facilities by the start-up, services

- manage equity

- manage the license

- amend the license if needed

- represent EPFL rights and interests in case of exit
The Technology Transfer Office of EPFL

= professional services for researchers

EPFL-TTO:
8.0 FTE TT managers
0.5 FTE management
1.6 FTE back-office
(11 people)
Ind. research agreements handled by the office: ca 250/year

New invention disclosures: ca 100/year

New priority patent applications: ca 50-80/year

New licenses/TT agreements signed: ca 30-40/year

New Start-ups: ca 10-15/year (>220 since 1990)

Licensing revenues: ca 2-3.5 MCHF/year

Active patent cases (mngmt EPFL-TTO): >380 (>45% with lic. agr.)

Active licenses/TT agreements: >340

> Not included: IP directly transferred through R&D contracts
Distribution of financial returns from licensing at EPFL

Financial returns from commercial exploitation (royalties, cash down-payments, sales of equity, ...)

Reimbursement of costs (patents, ...)

Inventor(s)

EPFL

Lab(s)
Technology Transfer: our philosophy

- Do what is “best for the technology”
- Foster good industrial relations
- Be reasonable
- Be flexible
- Be action/results oriented

from K. Ku, Head of OTL and ICO of Stanford

... and read also the documents:

- Nine Points to Consider in Licensing University Technology
- University Technology Transfer “Why we do what we do”

available on the AUTM website:
[www.autm.net/White_Papers/3754.htm](http://www.autm.net/White_Papers/3754.htm)
... always in very close collaboration with the scientists / inventors and the responsible professor !!

We want and need:

**proximity & team work**!
More information in our website:

TTO.EPFL.CH