

Scientist's Guide to Business Development & Technology Transfer at Cold Spring Harbor Laboratory

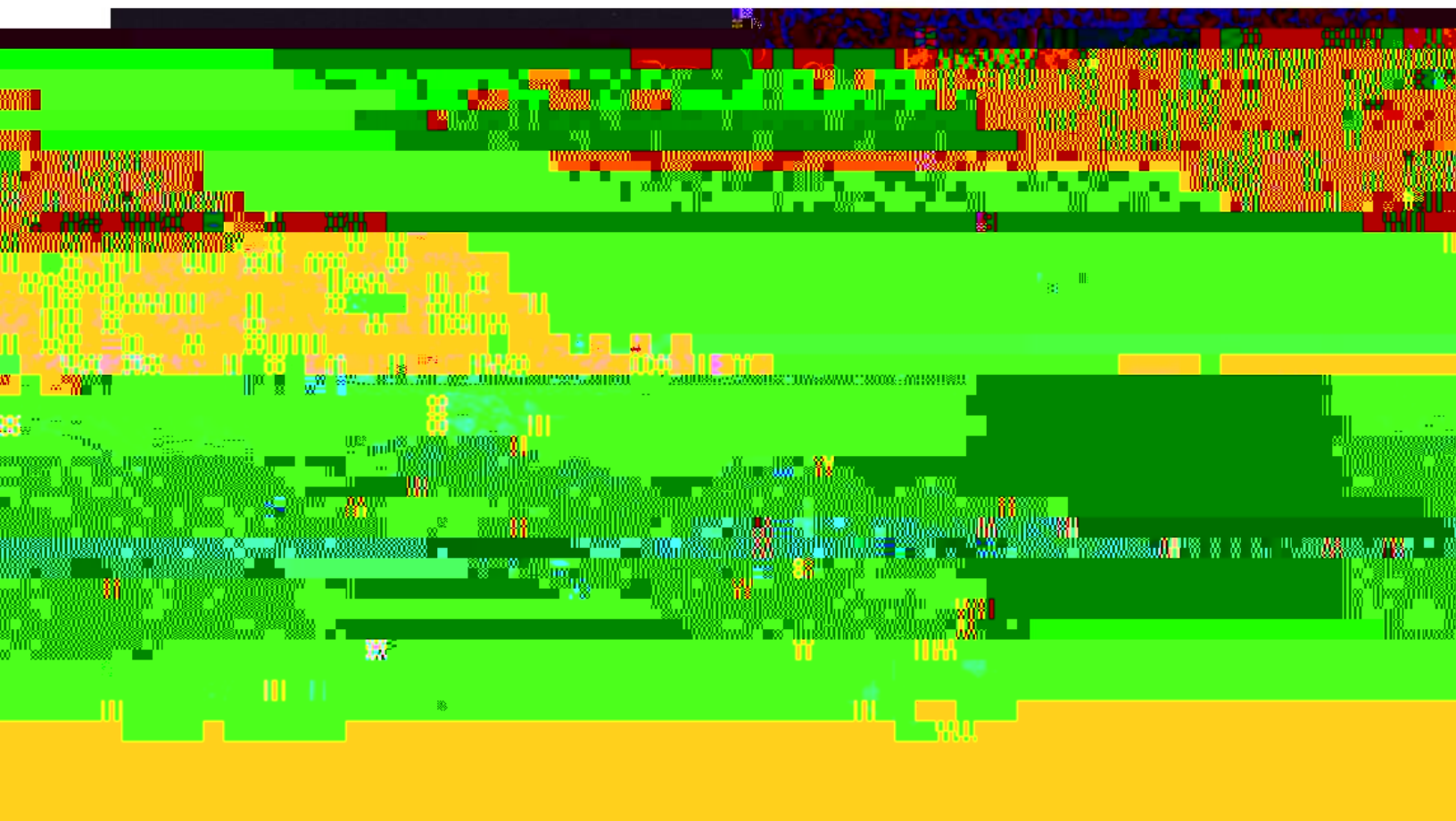


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OVERVIEW

What is business development and technology transfer?

How does the Office of Technology Transfer foster relationships with industrial partners?

Why would a researcher want to participate in the technology transfer process?

Can a student contribute to intellectual property?

What is knowhow?

LEGAL PROTECTIONS

Legal protection for technology

Legal Agreements or Contracts

Patents

What is a patent?

What type of subject matter can be patented?

What is the United States Patent and Trademark Office (USPTO)?

What is the definition of an inventor on a patent, and who determines this?

What's different about foreign patent protection?

Why does CSHL protect intellectual property through patenting?

What if I created the invention with someone from another institution or company?

Will CSHL initiate or continue patenting activity without an identified licensee?

What is a copyright and how is it useful?

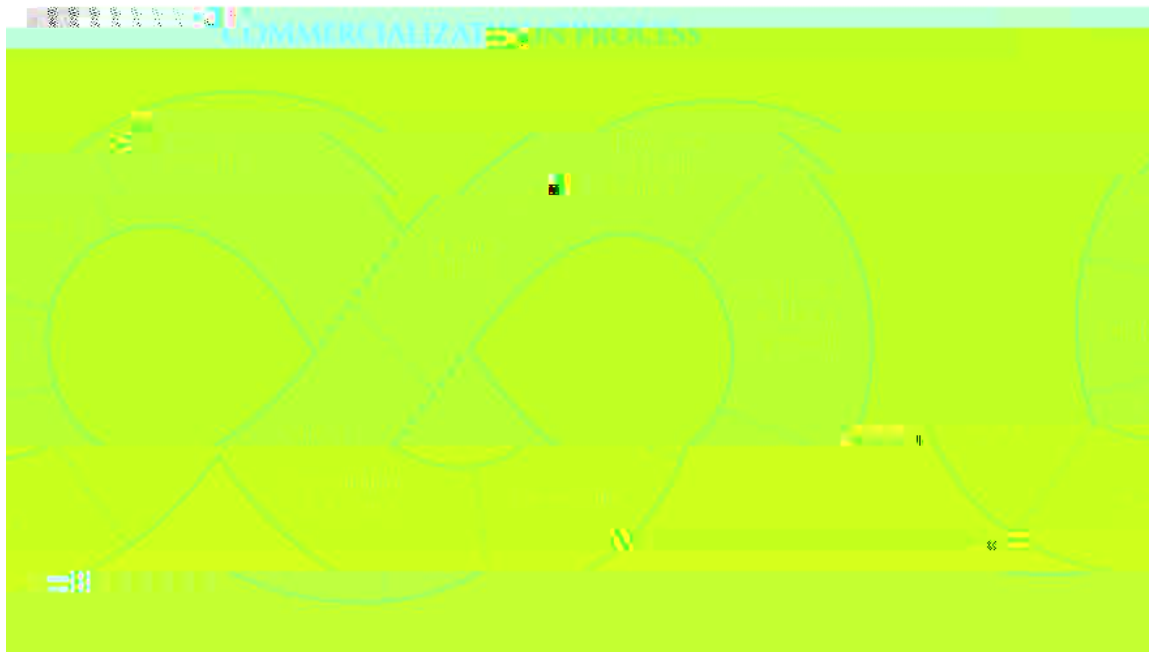
How do I represent a proper CSHL copyright notice?

What is a trademark or service mark,

THE TECHNOLOGY TRANSFER PROCESS

How do I work with the Office of Technology Transfer?

What are the typical steps in the process?



TECHNOLOGY DISCLOSURES

What is a Technology Disclosure?

Technology Form _____

Technology Form _____

Technology

Form

ASSESSMENT OF A TECHNOLOGY DISCLOSURE

How does CSHL assess new technologies?

If the inventors believe that their invention (all IP) should be licensed non-exclusively to all potential users for the public good, will CSHL honor our request?

How do we decide whether to commercialize with a traditional or an "open source" license for software?

Is an invention ever assigned to an Inventor?

TRANSFERRING MATERIALS

Why are MTAs essential?

Under what circumstances are MTAs needed?

What MTA terms and conditions frequently pose problems for acceptance by CSHL?

How is a company chosen to be a licensee?

What can I expect to gain if my IP is licensed?

What is the relationship between a scientist and a licensee, and how much of my time will it require?

What other types of agreements and considerations apply to technology transfer and are administered by the Office of Technology Transfer?

Non-Disclosure Agreements (NDAs)
Agreements (CDAs)

Confidential Disclosure

Material Transfer Agreements (MTAs)

What will happen to my invention if the start-up company or licensee is unsuccessful in commercializing the technology? Can the invention be licensed to another entity?

REVENUE AND EQUITY DISTRIBUTIONS

How are license revenues distributed?

What are the tax implications of any revenues I receive from CSHL?

What happens to my share of licensing revenue if I waive rights to it?

How are inventor revenues distributed if there are multiple inventors and/or multiple inventions in a license?

What is equity?

What if I receive equity (stock) from a company?

How is equity from a license distributed?

CONSIDERATIONS FOR A START-UP COMPANY

What is a start-up company, and why choose to create one?

NAVIGATING CONFLICT OF INTEREST

How does CSHL define a conflict of interest?

When should I seek guidance on conflict of interest?

How does CSHL manage possible conflicts of interest associated with research and technology transfer transactions?

CSHL's Investigator Conflict of Interest Policy

REINVESTMENT AND RELATIONSHIPS

Common Acronyms

CDA:

COI:

CSHL:

IIA:

IP:

MTA:

NDA:

PCT:

SRA:

USPTO:

Important CSHL Contact Information