

Models for Technology Transfer (2b)

Morton A. Barlaz
North Carolina State University
Chris Kohler
Southern Illinois University

Questions

1. Investigators – please share experience
2. Should there be requirements on how to assess license fees when the research is funded by the private sector?
3. How significant a source of funds does technology transfer (TT) represent?
4. Is there a difference in philosophy between land-grant universities, other public universities and private universities?
5. Investigators – role of unofficial TT (e.g. short courses, extension work)?

Questions

6. Is TT important and why? What are different goals of TT programs?
7. What models have been pursued? Non-traditional approaches, relationships with alumni, local entrepreneurs? How do you know who to transfer to?
8. Reactive vs. proactive? What works in being proactive?
9. Is the culture of entrepreneurship and TT institutionalized across the university? Rewards and penalties for faculty participation?
10. What works in making TT a core function in competition with teaching, research and publishing?
Should TT be a core function?

Background

- Promoting transfer of technology from campus discoveries
 - Differ across institutions
 - Procedures
 - » Spin-off companies
 - » Incubators/research parks
 - » Technology transfer offices
 - Accomplishments

Process followed

- Moderators (Session 2a&b) generated 10 seeding questions (pre-workshop)
- Session 2a covered questions 6-10
- Session 2b covered questions 1-5
- ~ 40 people attended session 2b
- Much of discussion focused on comparing experiences from academia and private sector

Q1: Investigators – please share experience

- Critical need for “model” agreements for university-industry; university-PI tech transfer
 - time element
 - patent/licensing issues
 - inconsistencies among institutions
- TT offices need to be facilitators, not impediments

Q2: Should there be requirements on how to assess license fees when the research is funded by the private sector?

Q3: How significant a source of funds does technology transfer (TT) represent?

- Other benefits beside revenues should drive the process (e.g., employment opportunities for graduates, grants, ideas, etc.)
- Use of licensing revenue streams to stimulate more research/technology transfer (all parties benefit)
- Next Gatorade?

Q4. Is there a difference in philosophy between land-grant universities, other public universities and private universities?

- Community and 4-year colleges may need to partner with comprehensive universities
- Models?
- Land Grant universities have more mission- driven extension activities

Q5. Investigators – role of unofficial TT (e.g. short courses, extension work)?

- Ultimate benefits to society might be greatest from such activities
- “Know-how” transfer is a two-way street
- Cultivating relationships

Fix the Disconnects so all Benefit

- Society (ultimate beneficiaries)
- Industry/Private Sector
(commercializers)
- University (research infrastructure)
- Faculty (discoverers)
- Students (knowledge, internships, GRAs,
jobs)