

COMMERCIALIZATION ANALYST INTERNSHIP PROGRAM

Maha Krishnamurthy, MBA, PhD

February 17, 2020



UTRF MISSION



Research
Growth



Intellectual Property
Commercialization



Entrepreneurial
Culture



Economic
Development



“Whether you take the Patent Bar and become a successful IP attorney, work as a General Counsel in the business world, or end up a criminal attorney, UTRF provides the opportunity to become a better lawyer and stronger professional.”

Chase Moore, JD Candidate, Spring 2019, University of Tennessee,
2017-2018 UTRF Intern

WHY THE INTERN PROGRAM?



“My internship experience at UTRF had allowed me to see the big picture of the commercialization pipeline starting from government funding to academic research and finally to industry partnership.”

CeCe Ging, JD, University of Tennessee, 2012-2013 UTRF Intern

BENEFITS OF INTERN PROGRAM



Provide support

to UTRF's licensing staff for innovation assessments including patent searches.



Hands-on opportunity

to explore new innovations and to understand the transition from research to a commercial product.



Obtain valuable experience

in preparation for careers such as business development, entrepreneurship, and law.

WHERE ARE OUR PAST INTERNS?



POTENTIAL CAREER OPPORTUNITY

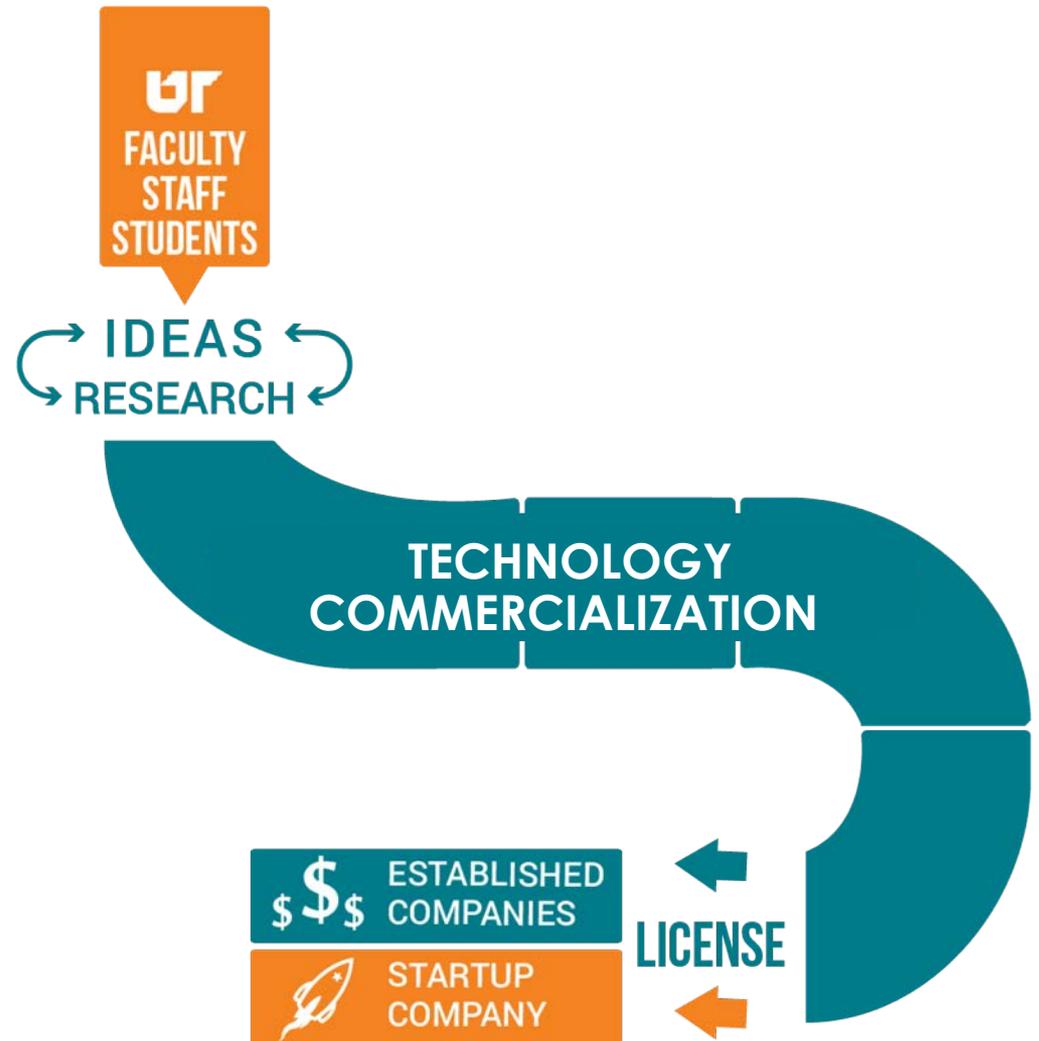
- Entrepreneurship
- Venture Capital
- Consulting
- Licensing
- Law Firms
- Business Development
- Tech Scouts in Industry
- Contract managers
- Government eg. NNSA

A word cloud of career opportunities. The words are arranged in a roughly rectangular shape, with 'ENTREPRENEURSHIP' being the largest and most central word. Other prominent words include 'VENTURE CAPITAL', 'CONSULTING', 'LAW FIRMS', 'TECH SCOUTS', 'CONTRACT MANAGERS', and 'BUSINESS DEVELOPMENT'. Smaller words include 'INNOVATION', 'MANAGEMENT', 'LICENSING', 'IN INDUSTRY', and 'GOVERNMENT (eg. NNSA)'. The colors used are primarily teal, orange, and grey.

VENTURE CAPITAL
CONSULTING INNOVATION LAW FIRMS
ENTREPRENEURSHIP MANAGEMENT LICENSING
TECH SCOUTS BUSINESS DEVELOPMENT CONTRACT MANAGERS
IN INDUSTRY GOVERNMENT (eg. NNSA)

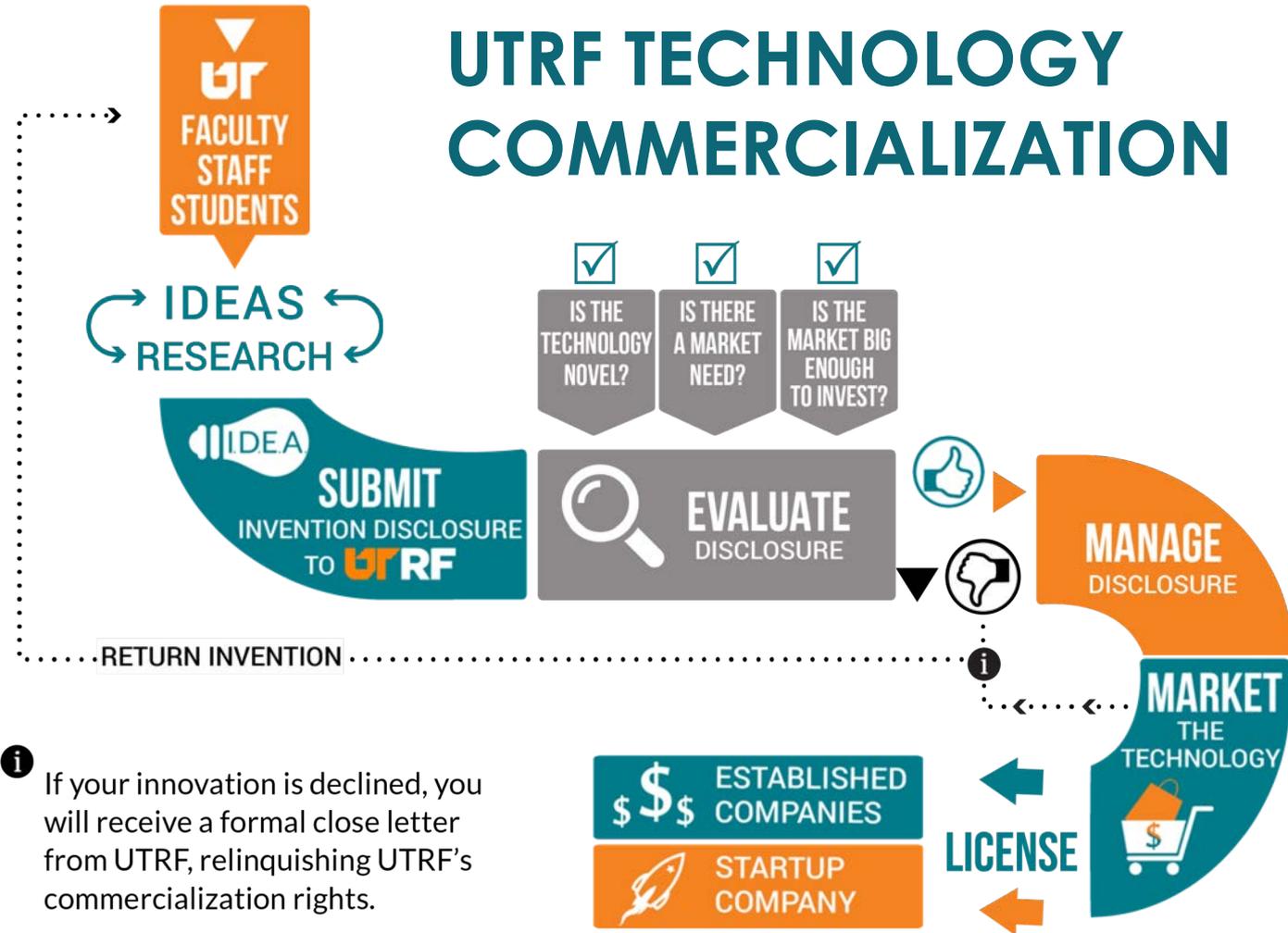
TECHNOLOGY COMMERCIALIZATION

Technology Commercialization is a process to move knowledge and **innovations** from UT to an **external partner** to create products and services for public benefit.



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UTRF TECHNOLOGY COMMERCIALIZATION



i If your innovation is declined, you will receive a formal close letter from UTRF, relinquishing UTRF's commercialization rights.

SKILL SET REQUIRED



Strong verbal and written communication skills



High attention to detail and organization



Analytical skills – ability to understand new concepts quickly



Background in Life Science, Engineering, Computer Science or Physical Science preferred

INTERN RESPONSIBILITIES

Interns prepare summaries about the new innovations and help to evaluate whether a new technology can be patented and if there is a potential commercial market for it.

- **Analyze** new innovations
- **Perform** patentability analysis
- **Outreach** to potential industry partners
- **Present** recommendations for management of new innovations
- **Assist** in ad-hoc projects in marketing and financial evaluations



UT RESEARCH FOUNDATION COMMERCIALIZATION ANALYST INTERNSHIP

Graduate Student Intern Positions

- For Grad/Law/MBA/Other

Commitment

- 20-35 hr/wk in Summer 2019
- 10 hr/wk in following two semesters

***Candidates must be U.S. citizens or permanent U.S. residents.**

INTERESTED??



<https://utrf.tennessee.edu/mco-internship/>

Information Session:
February 17, 2020 - Today!

Application Deadline:
March 13, 2020

Start Date:
May 11, 2020

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STARTUP SHOWCASE

*with Interim President Randy Boyd
& Chancellor Donde Plowman*

490
BioTech

