

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?



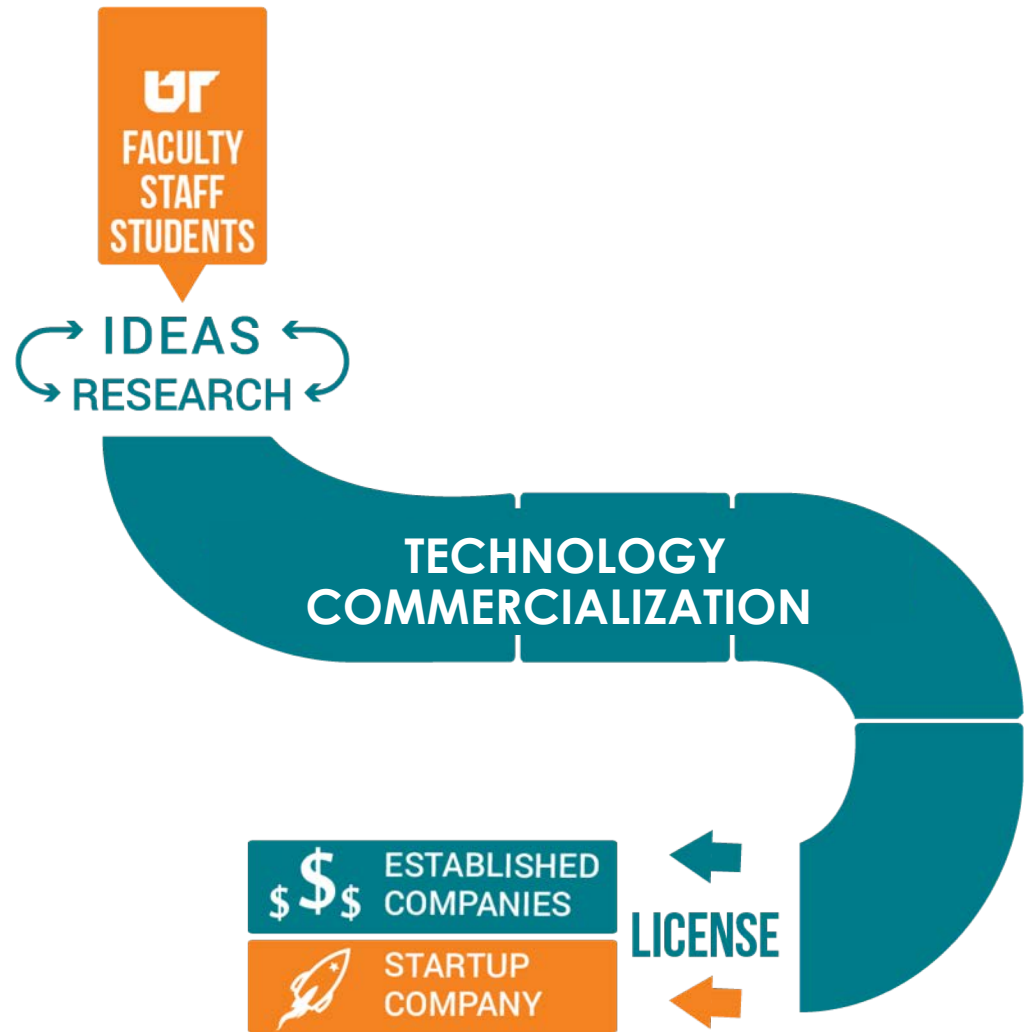
POTENTIAL CAREER OPPORTUNITY

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

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

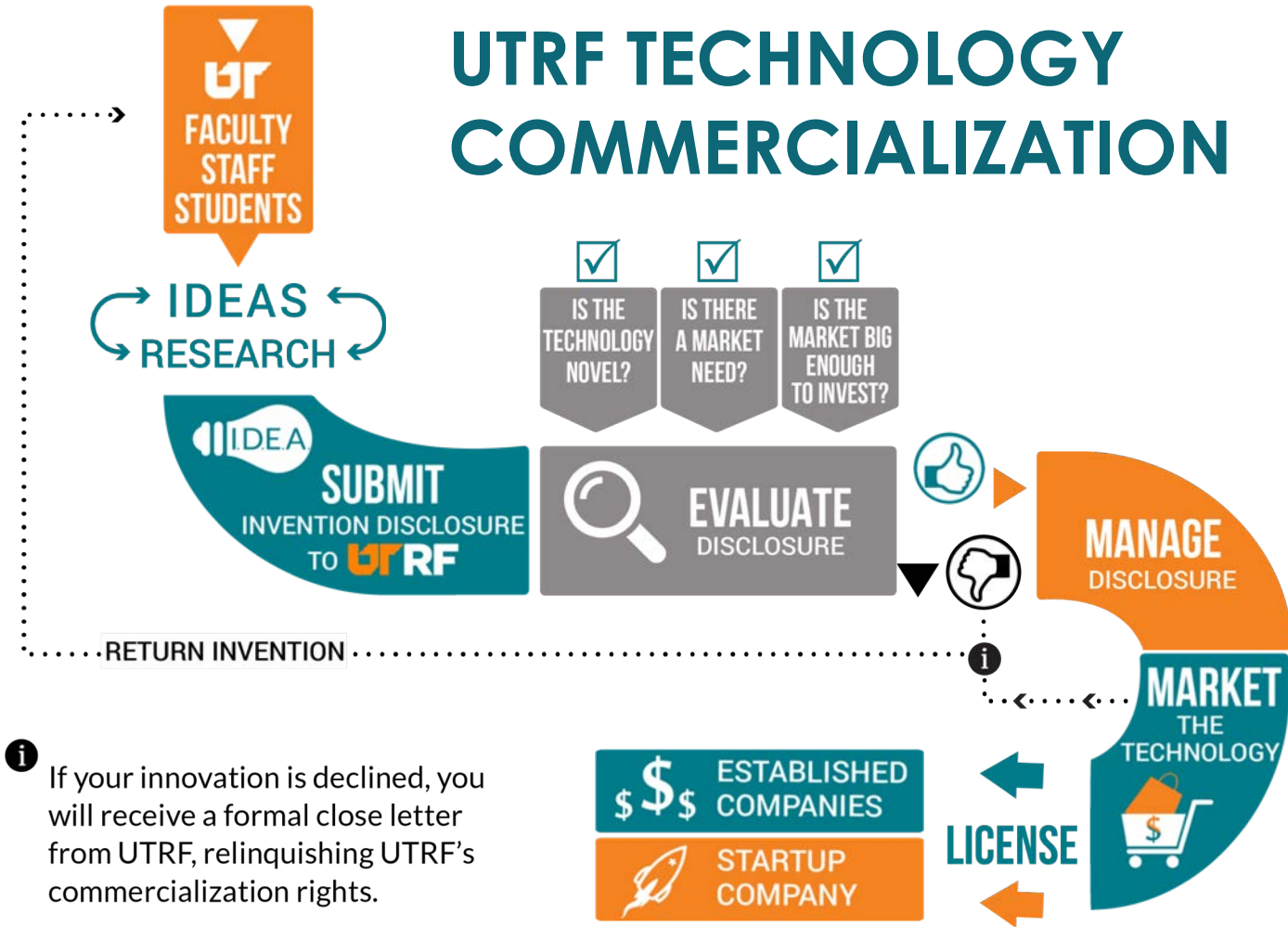
TECHNOLOGY COMMERCIALIZATION

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



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

UTRF LICENSING STAFF



Maha Krishnamurthy, PhD, MBA
Vice President
mkrishn1@tennessee.edu



Nghia Chiem, PhD
Licensing Associate
nchiem@tennessee.edu



Andreama Leskovjan, PhD
Licensing Associate
aleskovj@tennessee.edu



Kusum Rathore, PhD
Licensing Assistant
krathore@tennessee.edu



Mary Ann Warwick Russell, JD
Senior Staff Attorney
marussell@tennessee.edu

UT RESEARCH FOUNDATION ALUMNI



STARTUP SHOWCASE

*with Interim President Randy Boyd
& Chancellor Donde Plowman*

490
BioTech

