

Technology Transfer at The University of Tennessee: Commercializing Research Tools

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Technology Transfer: Health Science Center (Memphis) Office



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UTRF Upcoming Seminars 2012

Licensing Agreements

Technology Transfer: Health Science Center (Memphis) Office



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What are research tools?

- ▶ Any resource or material whose primary use is to enable scientific discoveries
- ▶ Do not require patent protection
- ▶ But cannot infringe existing patent(s)

Advantages of Research Tools License

- ▶ No patent costs
- ▶ No further development needed, so no development costs to licensee
- ▶ Simple licensing process
- ▶ Nonexclusive

Examples of Research Tools

- ▶ Cell lines
- ▶ Antibodies
- ▶ Reagents and Chemicals
- ▶ Plasmids
- ▶ Animal models

Currently Licensed Research Tools

<u>UT INVENTOR</u>	<u>RESEARCH TOOL</u>	<u>LICENSEE</u>
DR. TONY MARION	CELL LINES	ACTIVE MOTIF
DR. MARKO RADIC	PLASMIDS	CAYMAN CHEMICAL
DR. LARRY PFEFFER	CELL LINES	KERAFAST
DR. KAREN HASTY	CELL LINES	CHONDREX
DR. MARY ELLEN CONLEY	CELL LINES	SANTA CRUZ BIOTECHNOLOGY



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License Revenue for Research Tools

▶ Fees

- Upfront fee of \$2000–\$6000 depending on the tool
- Plus a royalty rate (e.g. 5–10%) on the net sales of products.

▶ What will my share be?

- According to UT's revenue sharing policy, when UTRF licenses UT's technology, inventors receive:
 - 100% of the first \$5,000 of gross revenue
 - 40% of net revenue up to \$1 million
 - 35% of net revenue above \$1 million.

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